TŪV
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"Our trainings in this catalog can be offered with **on-site (face-to-face) and online (synchronous-asynchronous)** options."
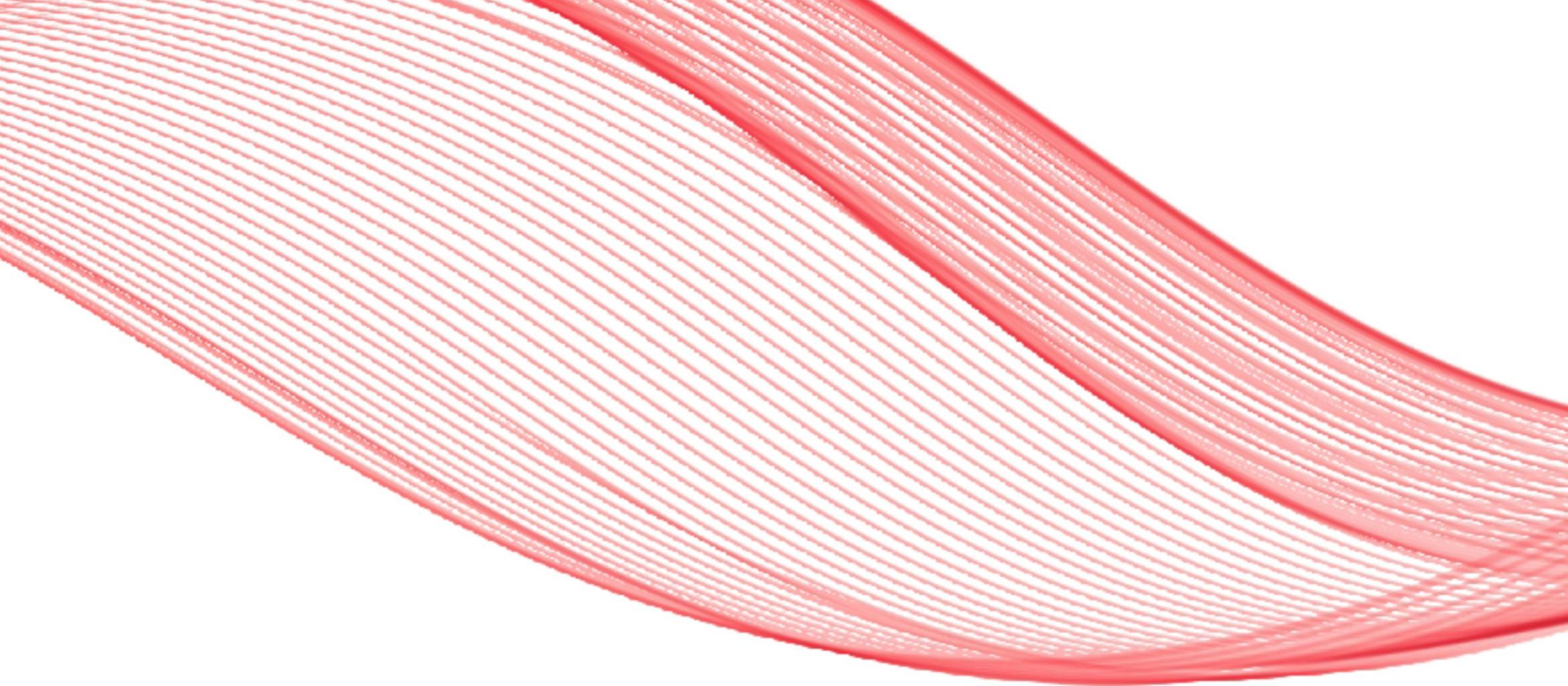
Success is not accidental.

TÜV AUSTRIA Group, whose history dates back to 1872 and has been serving in many sectors with its international activities from its past to the present, has been operating in Turkey through its representative office since 2005 and established TÜV AUSTRIA TURK, a Turkish company, in 2009. By prioritizing occupational health and safety and environmental protection, it strives to provide the best service to its customers and to increase the quality of their products and services.

TÜV AUSTRIA, which is highly recognized worldwide with its accreditations and authorities, effectively carries out surveillance, audit, certification, training, testing and control activities in Turkey with TÜV AUSTRIA TURK.The academy, which is within the said group, carries out its activities as TÜV AUSTRIA ACADEMY in Turkey.
International standards, regulations, specifications, professional obligations, updates, legal legislations, training required for career development and personal development are combined with TÜV AUSTRIA's 141 years of knowledge, core values, mission and vision.

TÜV AUSTRIA ACADEMY aims at continuous development in line with the most innovative education methods, with its staff consisting of higher education institutions, universities and experienced lecturers, professionals with many years of industry and application experience, making a difference with their knowledge, and expert solution partners who have made a name in their field in the sector. The aim of the trainings that are tailored to companies and individuals in accordance with the culture of TÜV AUSTRIA, tailored to each professional group, and for the purpose and demand; is to provide the most appropriate and correct education to the individual with different program options, especially international certificate and diploma programs, by supporting the knowledge with practices, without being tied to a single system.

With our respect.

TÜV AUSTRIA TURK AKADEMİ
Academy Director
İpek Öztürk Keskin

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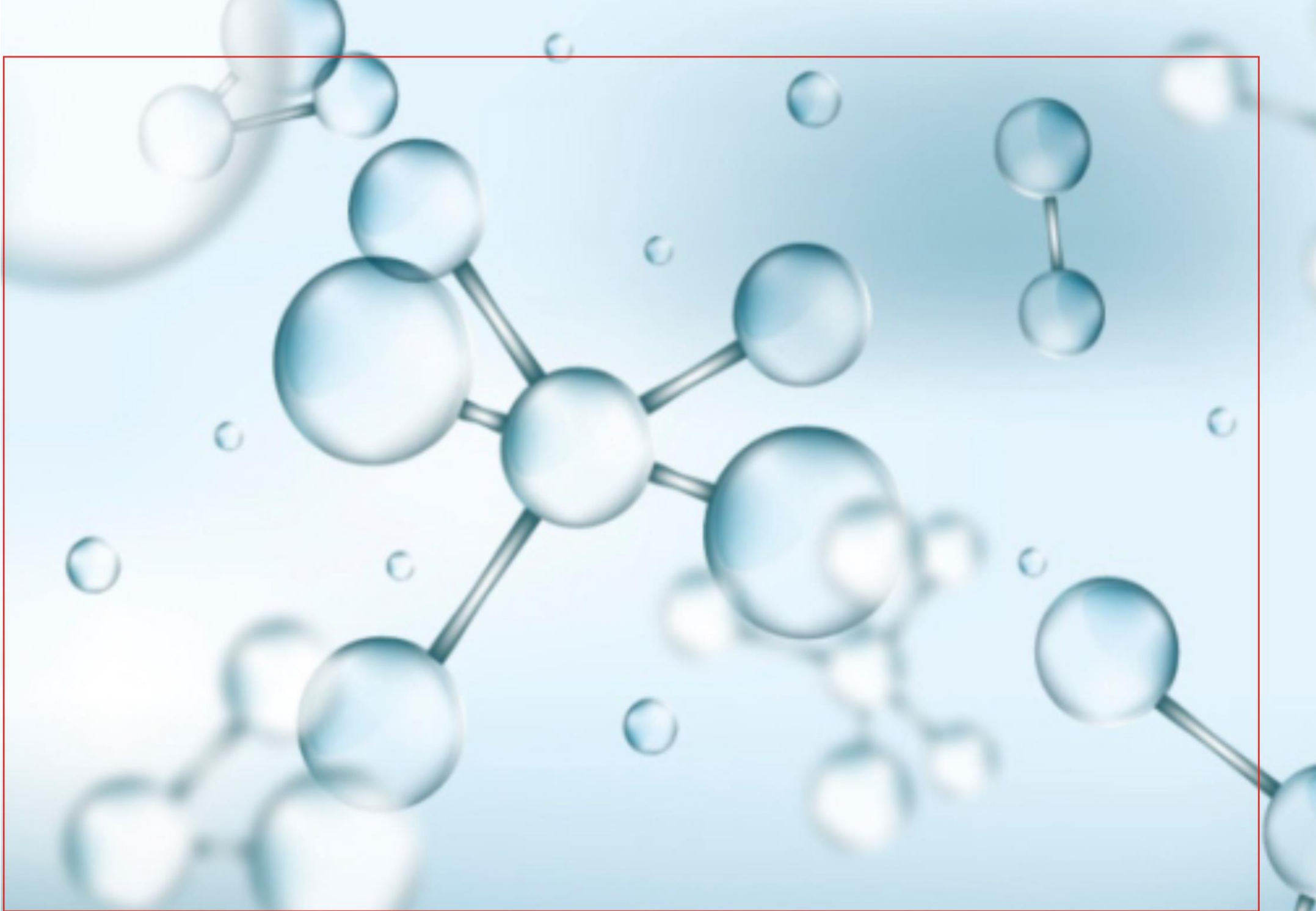
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TECHNİCAL TRAİNİNGS

1.11. Other Technique

1.11.1.	2014/68/EU - Pressure Vessels Regulation Training	2
1.11.2.	"CE Marking" Awareness Training for Machinery Manufacturers	
1.11.3.	Basic-Intermediate Excel Training	2
1.11.4.	Advanced Excel Training	2
1.11.5.	Prepare Professional Presentations with Power point	2
1.11.6.	Loading Safety in Land - Sea - Air Transportation	2
1.11.7.	Custom Trade Partnership Against Terrorism (CTPAT) Training	
1.11.8.	Business Social ComplienceBSCI Training	
1.11.9.	LCC-RAMS Trainings	2
1.11.10.	Chemical Management Training	2
1.11.11.	2006/42/EC Machinery directive	
1.11.12.	The Art of Dashboard Reporting with Excel	
1.11.13.	2014/34/EU ATEX Directive Exproof Equipment Installation/Maintenance Applications	
1.11.14.	Photovoltaic Systems Installation, Control, Certification Photovoltaic System Study Training	
1.11.15.	2006/42/EC Machinery Safety Directive Conformity Assessment Procedures	
1.11.16.	ECE Rl4, ECE Rl6, ECE R80, ECE Rl7, R25, ECE Rll8 Training	
1.11.17.	Machinery Risk Assessment	2
1.11.18.	Basic Business Ethics Compliance Basic Training	
1.11.19.	Machinery Risk Assessment and Machinery Functional Safety	

1.11.20.	Electrical Equipment Installation	
1.11.21.	Visio Trainig	2
1.11.22.	Aviation APQP and PPAP	
1.11.23.	Lean Management	2
1.11.24.	Value Stream Mapping	3
1.11.25.	Innovation 3P TRIZ	3
1.11.26.	Aircraft Maintenance Planning	2
1.11.27.	TÜBİTAK Projects - Companies with R&D infrastructure or considering starting R&D activities	
1.11.28.	R&D oriented Support Programs	
1.11.29.	Horizon 2020 Program - SMEs and Industrial Organizations	2
1.11.30.	General and Export Oriented Support Programs	
1.11.31.	KOSGEB Supports - R&D and General Support Programs	
1.11.32.	Ministry of Commerce Supports - Exporters or Those Operating in the Service Sector	
1.11.33.	R&D and Design Center Applications and Advantages	
1.11.34.	Visio Training	2
1.11.35.	JCI Comprehensive Training	
1.11.36.	SKS Comprehensive Training	

2

DEVELOPMENT TRAİNİNGS

2.1 Self-İmprovement

2.1.1.	Conflict Management	2
2.1.2.	Effective Communication and Correct Expression	2
2.1.3.	Motivation Techniques	2
2.1.4.	Customer Relations Management (CRM)	2
2.1.5.	Effective Communication on the Phone	2
2.1.6.	Advanced Presentation Techniques in Business Life	2
2.1.7.	Empathic Communication and Developing Interpersonal Relationships	2
2.1.8.	Meeting and Time Management	2
2.1.9.	Team Spirit/ We Are a Team	2
2.1.10.	Stress Management Coping with stress	2
2.1.11.	Body Language and Effective Use of Body Language	2
2.1.12.	Problem Solving Culture	2
2.1.13.	Training of trainers	3
2.1.14.	Professional Image Management / Corporate Culture and Personal Image	
2.1.15.	Negotiation Techniques	2
2.1.16.	Diction (The Art of Beautiful and Effective Speaking)	2
2.1.17.	Emotional Intelligence in Business	2
2.1.18.	Social Intelligence in Business Life	2
2.1.19.	Creative Thinking Development	2

2.1.20.	Communication with Generation Y	
2.1.21.	Effective Communication with NLP (Neuro Linguistiic Programming)	2
2.1.22.	Customer Relations and Persuasion Psychology for Security Guards	
2.1.23.	E-Commerce	
2.1.24.	Correspondence Techniques and Effective Use of Written Language in Business Life	
2.1.25.	Problem Solving and Decision Making Techniques	2
2.1.26.	Relationship Management	
2.1.27.	Use of Force	
2.1.28.	New Product Development	
2.1.29.	Competitiveness	
2.1.30.	Social Medya Crisis Management	
2.1.31.	Corporate Coaching	2
2.1.32.	Contract Management	2
2.1.33.	Tongue-Fu Verbal Martial Art and the Dirty Train	
2.1.34.	Mobbing	
2.1.35.	An Expert on Human Kind	
2.1.36.	Protocol and Etiquette	
2.1.37.	Business Ethics	
2.1.38.	Inspiring Communication	
2.1.39.	Business Law	2
2.1.40.	Neuro Science Education	2
2.1.41.	Persuasion and Feedback	2
2.1.42.	New Approaches in Marketing for Managers	
2.1.43.	Self Confidence and Success Orientation Training	2
2.1.44.	Effective Communication with the Supplier	

2.1.45.	Customer Loyalty Management	2
2.1.46.	Short and Effective Speech for the Professional	2
2.1.47.	Team Communication	2
2.1.48.	Team Communication and Reflections	2
2.1.49.	Institutionalization of Family Businesses	2
2.1.50.	Employee Satisfaction	2
2.1.51.	Operational Excellence	2
2.1.52.	Managing Change and Transformation Process in Companies (Culture Adaptation)	2
2.1.53.	innovation	2
2.1.54.	Internalization of Ethical Values and Compliance Process in the Company	2
2.1.55.	Change Your Company with Creative/Fit Brain	
2.1.56.	Inspiring Leadership	
2.1.57.	Strategic Marketing	
2.1.58.	Personal Planning and Productivity Training	
2.1.59.	Corporate Belonging Training	
2.1.60.	Positive and Effective Communication	
2.1.61.	Safe and Professional Behavior	
2.1.62.	Basic Coaching Skills	2
2.1.63.	Emotional Intelligence Relationship	
2.1.64.	Time Management and Planning	
2.1.65.	Work and Private Life Balance	
2.1.66.	Effective Presentation Techniques	2
2.1.67.	Sales and Negotiation Skills	2
2.1.68.	Project Management Skills	2
2.1.69.	Collaboration Culture	2

2.1.70.	Brand Teams	2
2.1.71.	Meet your Own Brand	2
2.1.72.	Personal Reputation and Image Management	2
2.1.73.	Service Quality and People	2
2.1.74.	Customer and Relationship Management in Sales	2
2.1.75.	Effective Leader Managers	2
2.1.76.	Neuro Science (Brain at Work) Training	2
2.1.77.	Manager Training	2
2.1.78.	Customer Service Experience	2
2.1.79.	My Brand Business Development Program	2
2.1.80.	Fit Club Team Coaching Workshop Program	2
2.1.81.	I Consume, Therefore I Am	
2.1.82.	I Meet My Own Brand	
2.1.83.	I'm So Quality, Nobody Understands	
2.1.84.	Too Many Exit Plans, No Exit - Migration to Town	
2.1.85.	Economics of Happiness	
2.1.86.	Generations in Business and Private Life	
2.1.87.	Meeting Management Moderation	2
2.1.88.	Training on Managing the Whole with Holistic Thinking Leadership	2
2.1.89.	Coaching for Compliance and Business Ethics Managers	2
2.1.90.	Manage Your Life with Effective Communication Training	
2.1.91.	COMMUNICATION AND TIME MANAGEMENT	
2.1.92.	Delegation (Art of Assignment) Training	
2.1.93.	EFFECVTİVE WRITTEN COMMUNICATION AND E-MAİL	
2.1.94.	PROBLEM SOLVING AND ANALYTICAL THINKING	

2.1.95.	Team Work	
2.1.96.	Teaching English with Natural Repetition Method	**4 ay**
2.1.97.	Discover Who You Are with Self-Coaching	
2.1.98.	Positive Change and Performance with New Generation Motivation Techniques	
2.1.99.	Communication Training in the Call Center	
2.1.100.	Mindfulness Training Quantitative	
2.1.101.	Decision Making Methods	
2.1.102.	Customer Acquisition Training for Conscious Service	
2.1.103.	Conscious Communication and Conflict Methods	
2.1.104.	The Art of Persuading Communities	
2.1.105.	Stress Relief and Increasing Individual Motivation Training	
2.1.106.	Making a Professional Impact and Relationship Method	
2.1.107.	Effective Presentation Techniques in the Service Sector	
2.1.108.	Emotional Quality Management (EQ)	
2.1.109.	Professional Management and Coaching Skills in the Century	
2.1.110.	Effective Call Center Management (Simulated)	
2.1.111.	Communication in the Call Center (Simulated)	
2.1.112.	Reaching Excellence in Sales by Phone	
2.1.113.	Call for Difficult Customers and Stres Management	
2.1.114.	Safe Service in the Call Centre	
2.1.115.	Comunication for the Business World	
2.1.116.	Self Responsibility Development Program in Business Life	
2.1.117.	Coach-like Communication	
2.1.118.	Leadership with Coaching Approaches	
2.1.30.	Nonviolent Communication	

No.	Training	
2.1.31.	Communication with Transactional Analysis	
2.1.32.	Adaptation to the New Normal	
2.1.33.	Entrepreneurship	
2.1.34.	Social Entrepreneurshiop	
2.1.35.	Stress Management with Correct Breathing	
2.1.36.	Daily Breathing Exercises	
2.1.37.	Design Thinking	
2.1.38.	Entrepreneurship Journey with Lean Startup	
2.1.39.	Intrapreneurship	
2.1.40.	Entrepreneurial Leadership	
2.1.41.	Post-Pandemic Innovation	
2.1.42.	Innovation 101	
2.1.43.	User Experience & User Interface (UX & UI) Design	
2.1.44.	Developing Creative Confidence and Critical Thinking	
2.1.45.	Design Thinking Facilitator Cultivation	
2.1.46.	Customer Focused Mindset Development	
2.1.47.	Human Centric Artificial Intelligence	
2.1.48.	Idea Prototyping and Testing	
2.1.49.	Learning Experience Design	
2.1.50.	Storification	
2.1.51.	Design Thinking in Coaching	
2.1.52.	Sign Language Education	
2.1.53.	Design Thinking Training UX & UI Tasarımı	2
2.1.54.	UX & UI (User Experience&User Interface) DesignTraining	2
2.1.55.	Training to Succeed as a Team	2

2.1.145.	Learning Experience Design Training	2
2.1.146.	Lean Startup and Project Model Design Training	3
2.1.147.	Storification Training	
2.1.148.	Digital Transformation and Banking Education Training	
2.1.149.	Storification Training	
2.1.150.	Digital Transformation and Banking Training	
2.1.151.	Fintech Awareness Training	
2.1.152.	Storytelling Training with Data	
2.1.153.	Digital HR and Current Trends Training	
2.1.154.	Digital Leadership and Technological Competencies Training	
2.1.155.	Focused Working Art Training	
2.1.156.	Growth Mindset Training for Success	
2.1.157.	Self-Confidence Improvement Training	
2.1.158.	Effective Work from Home Training	
2.1.159.	Success Mindset Program in Corporate Life	8 hafta
2.1.160.	Design to Value / Standard Level Training	2
2.1.161.	Design to Value / Expert Level Training	8 hafta

3

SEMİNAR

GAME-CHANGİNG SEMİNARS

3.1.	(Average 90 Minute Corporate Seminars)
3.2.	Boy Our Girl Our (Woman-Male relationships, physical and emotional similarities/differences and their touches on our lives)
3.3.	White Collar Robinson(Are you ready to listen to the funny side of the clichés that a white collar encounters at work and outside of work?)
3.4.	Don't Park, Notice (Awareness sharing for the details we missed on the way to happiness in the changing world order)
3.5.	Talk As Much as Like (The effects of social media on our lives)
3.6.	Emotional Bank Account (Similar to Boy Our Girl Our, with the additional emphasis on the impact of this process on children)
3.7.	Across the River (Understanding the Other, Accepting the Other and Empathy)
3.8.	Leadership? Charisma?
3.9.	Body Language and Literature
3.10.	The Art of Being a Parent
3.11.	Abundance be with you

HR TRAİNİNGS

4 Human Resources - HR

4.1.	Performance Evaluation Management	2
4.2	Competency Based Interview Techniques	2
4.3.	Workforce Planning and Norm Staffing	2
4.4.	Increasing Personal Efficiency and Performance	2
4.5.	Planning the Trainings and Measuring the Results	2
4.6.	Psychotechnical Method in Human Resources	2
4.7.	Human Resources Method	4
4.8.	Green Human Resources	

Trust is good, TÜV is better.

5 MANGEMENT TRAİNİNGS

Management

50.1	Strategic Management	2
5.2	Developing Management Skills	2
5.3	Management Coaching	2
5.4	Leadership Management	2
5.5	Change Management	2
5.6	Management for Engineer	2
5.7	Effective People Management	2
5.8	Management and Leadership Skills	2
5.9	Team Performance Management	2
5.10	Coaching Skilss for Managers	2
5.11	Lead Change	2
5.12	Creativity and İnnovation in Business	2

6 SALES TRAİNİNGS

Sales
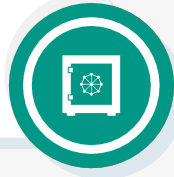
6.1.	Phone Sales Skills	2
6.2.	Sales Techniques-Basic	
6.3.	Sales Techniques-Advanced	2
6.4.	Developing Sales Skills	2
6.5.	The Pleasant Side of Sales	2
6.6.	Customer Focused Sales	2
6.7.	Sales Organization Management and Leadership in Sales	2
6.8.	Emotional Intelligence in Sales	
6.9.	Sales Process Management	
6.10.	Great Customer Management	
6.11.	Sales Consulting for Retailers and Store Staff	2
6.12.	Communication in the Call Center	2
6.13.	Call Center Dynamics	2
6.14.	Call Center Mathematics	2
6.15.	Digital Marketing and Social Media Training	
6.16.	Sales Marketing and Customer Relationship Management	2
6.17.	Effective Sales and Effective Methods in Sales Training	
6.18.	Marketing Training for Non-Marketers	

6.19.	Conscious Sales Training	2
6.20.	Negotiation Training	2
6.21.	Local Sales Strategies Vaiid in Turkey	2
6.22.	Perception Management and Professional Persuasion Training	2
6.23.	Sales Strategies for Effective Booth Operations	2
6.24.	Making Appointments and Preparation for Sales	2
6.25.	Professional Business and Relationship Development for Dealers	2
6.26.	Effective Questioning Strategies	
6.27.	Sales, Persuasion and Negotiation Training	
6.28.	Sustainable e-Commerce	

7 FINANCE TRAİNİNGS

Finance

7.1.	Financial Management for Non-Financiers	2
7.2.	Collection Management on the Phone	2
7.3.	Common Banking Mistakes That Cause Problem Loans and Advice to Lenders	2
7.4.	Foreign Trade Techniques and Financing in Business	2
7.5.	Alternative Financing Model for Businesses / Factoring Applications	2
7.6.	Interview Techniques for Intelligence Purposes in the Lending Process	2
7.7.	Financial Mathematics for Financiers and Managers	2
7.8.	Financial Management Education	2
7.9.	Turkey Financial Statements Reporting Standards Training	2
7.10.	Budget Management	2
7.11.	Market Trainings	
7.12.	Competition and Price Decisions in Foreign Trade	2
7.13.	Letter of Credit Transactions and Application in Foreign Trade	
7.14.	SHIPPING: Charter Party Agreements, Bills of Lading and Inrush Calculation	2

Trust is good, TÜV is better.

8

OUTDOOR TRAİNİNGS

Outdoor All Trainings

8.1.	Outdoor Teamwork
8.2.	Boat Training "Captain's Logbook" "
8.3.	Raft / Lost Project
8.4.	Mission Possible
8.5.	Co-drive

9 OTHER TRAİNİNGS

Other Tainings

9.1.	Worlds Project
9.2.	Fashion Show
9.3.	Rhythm Workshop/Anthem
9.4.	Automobile/ Aircraft/ Ship Projects
9.5.	Painting workshop
9.6.	Network
9.7.	Quality Control Tests in Fuel Production
9.8.	Production, Additives and Determination of Longevity in Mineral Oils
9.9.	Quality Control Tests in Mineral Oils
9.10.	Greases; Production, Additives and Quality Control Tests
9.11.	SHIPPING; Charter Party Agreements, Bills of Lading and Inrush Calculation
9.12.	Waste (Muda)
9.13.	SS and Visual Factory Management
9.14.	OEE-Overall Equipment Effectiveness
9.15.	SMED - Single Minutes Exchange of Die
9.16.	VSM -Value Stream Mapping - Desing
9.17.	Kanban & Heijunka (Levelling) & Milkrun
9.18.	Poka Yoke (Failure Prevention) & Jidoka (Autonomation)
9.19.	A3 Problem Solving

9.20.	Policy Diffusion (Hosbin Kanri)	2
9.21.	Job Balancing (Yamazumi)	2
9.22.	Training Place Design (Dojo)	2
9.23.	AIAG & VDA Failure Modes and Effects Analysis (FMEA)	2
9.24.	Basic Statistics	2
9.25.	Warehouse and Stock Management	2
9.26.	Stock management	2
9.27.	MRP - Material Requirements Planning)	
9.28.	Establishment and Management of Investment Planning System	2
9.29.	Ergonomics	
9.30.	Work Study and Standardization	2
9.31.	Standard Time Calculation with MTM & MTM-UAS	
9.32.	Establishment and Management of Idea System (IMS-Idea Management System)	2
9.33.	Management and Balanced Score Card with Strategic Planning and Targets (KPI - Key Performance Indicator)	
9.34.	Reliability Centered Maintenance System	2
9.35.	CE Marking and Safety Solutions in Automation	
9.36.	Experiment Design (DoE) and Minitab Program Applications	2
9.37.	Layered Process Audit	
9.38.	Measurement of Service Quality (Servqual)	2
9.39.	Facility Design	
9.40.	Productivity Management	2
9.41.	Corporate Innovation	
9.42.	Survey Design and Analysis	2
9.43.	DMAIC (TOAIK) Methodology	
9.44.	Change Management in VUCA	2

9.45.	Analytical Approach in Marketing and Sales	2
9.46.	Cluster Management (Porter Diamond Model)	2
9.47.	PEST Analysis (Political, Economic, Social, Technological)	2
9.48.	Digital Transformation and Industry Applications	2
9.49.	Ensuring Sustainability in Extraordinary Situations such as Corona Virus (covid-19)	2
9.50.	Business Ethics and Professional Ethics	2
9.51.	Delegation	2
9.52.	Effective Meeting Management Culture	
9.53.	Diversity Management	2
9.54.	Personal Mastery	
9.55.	Priority to Important Jobs & Stress and Time Management	2
9.56.	Management by Values	

10. Exchange School
10.1. New Trainings for a Radically Changing World

10.1.1.	New Realities of a Radical Changed World	
10.1.2.	The Unspoken of the New Normal in a Radically Changing World	
10.1.3.	New Rules for Surviving in a Radically Changing World	
10.1.4.	Deep Forces for Success in a Revolutionary World	
10.1.5.	The New Organization/Culture of a Radically Changing World	
10.1.6.	New Working Habits of a Radically Changing World	
10.1.7.	Understanding Change and Transition Processes	
10.1.8.	Errors, Omissions and Their Costs in Change and Transition Processes	
10.1.9.	Managing Emotions in Change and Transition Processes	
10.1.10.	Communication Management in Change and Transition Processes	
10.1.11.	Efficiency Management in Change and Transition Processes	
10.1.12.	Resistance Management in Change and Transition Processes	
10.1.13.	Performance Management in Change and Transition Processes	
10.1.14.	Team Management in Change and Transition Processes	
10.1.15.	Leadership in Change and Transition Processes	
10.1.16.	Customer Experience Management in Change and Transition Processes	
10.1.17.	The Key to Rapid Growth in a Radically Changing World Success in Mergers	

10.2.1.	Developing Human Performance Management and Change Management Competencies in Change and Transition Processes (For Managers and Leaders)	2
10.2.2.	New Work Habits in a Radically Changing World (Workshop for Employees of All Levels)	
10.2.3.	Uncertainty Management Turning Uncertainty into Opportunity (Workshop for Employees of All Levels)	
10.2.4.	Ethic of Excellence and Service Excellence to Win and Retain Customers in an Environment of Radical Change (Workshop for All)	
10.2.5.	High-Speed Corporate Culture Change Transition to a Change-Adaptive, Market-Oriented and Performance-Based Corporate Culture (Workshop for Leaders-Managers)	2
10.2.6.	Communication-Productivity-Resistance Management and Successful Integration in Merger - Acquisition (M&A) Processes (Workshop for Leaders-Managers)	2
10.2.7.	Achieving MORE with LESS with the 80/20 principle; Implementing Simplicity and Cost-Effective Innovation to Life as a Competitive Strategy (Workshop for Employees of All Levels)	
10.2.8.	Developing Deep Powers, the Source of High Performance, and Implementing a Realistic Optimism Approach for Success in a World Where the Positive Wins (Workshop for Employees at All Levels)	
10.2.9.	Positive Leadership to Ignite High Performance in Difficult Times and Changes (Workshop for Leader-Managers)	

10.3.1.	Mastery in Change Manageöemt	
10.3.1.1.	Management of Human and Organizational Dimension of İnstitutional Change for Sustainable Succes in a Fundamentally Changing World Certificate Program	
10.3.1.1.1.	Program Modules	
	The Winds of Change and Impact Every Organization Faces	
	What the World Organizations and Organizations from Employees	
	Change Process, Stages, Characteristics and Management of the Process	
	Predictable Individual and Institutional Dynamics of Change	
	Financial Dimensions of Change and Transition Processes	
	Change and Leadership Relationship	
	Communication Management in Change and Transition Processes	
	Efficiency and Performance Management in Change and Transition Processes	
	Resistance Management in Change and Transition Processes	
	Change Management Competencies	
	Change - Creating and Maintaining a Harmonious Culture	
	New Working Habits of a Radically Changing World	
	Change Leadership	
	Future of Jobs and Alternative Future Scenarios	
	Smart Moves Today to Prepare for the Future	

11 DEVELOPMENT TRAİNİNGS

11.AGILE TRAININGS BEYOND AGILE METHODOLIGIES
11.1 QUİCK EARNİNG/INTENSIVE LEARNING LABS

11.1.1.	Agile Fundamentals Training	
11.1.2.	Agile Culture and Mentality Training	
11.1.3.	VUCA World and Agile Leadership Training	
11.1.4.	Agile HR Training (Agile HR Fundamentals)	
11.1.5.	Agility Training in Project Management	

11. 2.1.	Agile Teams and Agile Management of Business	
11. 2.2.	Agile People Coaching	
11. 2.3.	Agile Leadership Training	
11. 2.4.	Corporate Agility Training	
11. 2.5.	Agile Performance Management Training	

12

DEVELOPMENT TRAİNİNGS

12. Our English Development Trainings

12.1.	ENGLISH FOR EFFECTIVE MEETINGS	
12.2.	ENGLISH FOR EFFECTIVE REPORTING	
12.3.	ENGLISH FOR E-MAIL COMMUNICATION	
12.4.	ENGLISH FOR NEGOTIATION SKILLS	
12.5.	ENGLISH FOR EFFECTIVE PRESENTATIONS	
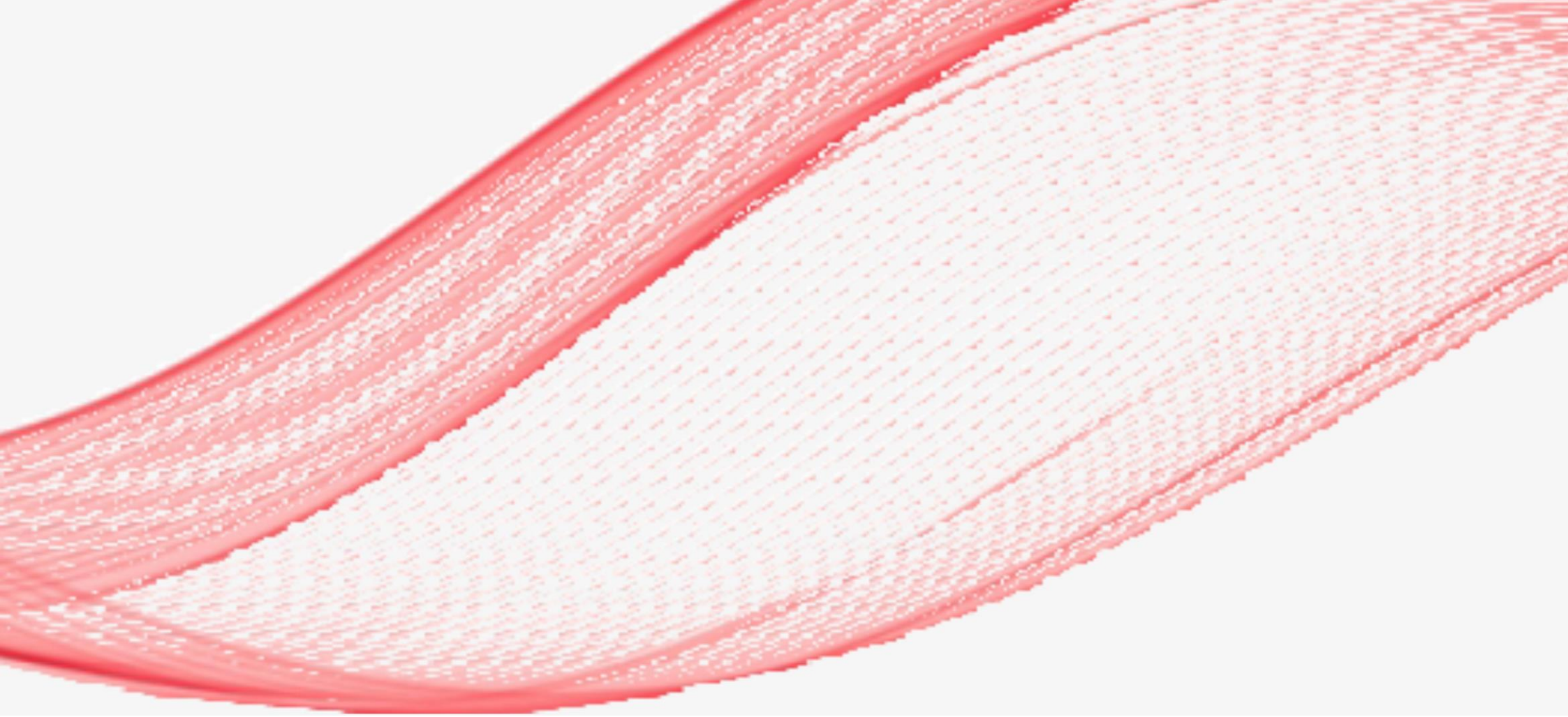
The safest way to

Predict the future is

To shape it.

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