

## Coaching Services

### Make use of the human factor

Everyone has potential. But only if you can weigh up that potential and develop it on an individual basis will you come close to achieving the optimum [business performance](#). As a rule, you are then rewarded by increasing sales, more efficient service and greater profitability.

EXCON Coaching begins wherever staff fail to deliver the expected [performance](#). With our selective approach, we identify the support needed by each of your employees to fulfil the demands placed on them. In contrast, coaching measures applied in a blanket fashion across the board frequently lead to more frustration than motivation, and also place a senseless burden on the tight project budget.

In order to eliminate the 'one size fits all' approach, we provide support in identifying and defining pragmatic measures for self-optimization, courses on specific professional topics, or training at site. Our EXCON coaches are established experts in the industry concerned, enabling the employees to recognize their latent potential and exploit it in line with their needs and prior qualifications.

### Our services at a glance:

- Definition of process steps requiring optimization
- Performance of Europe-wide analyses with regard to the processes to be optimized
- Definition of systematic individual measures reflecting the identified weaknesses
- Follow-up with online tracking
- Verification of results and benchmarking of the markets

**Referenced Partner:**

**Bettina Guggemos**



**Position:** Managing Director

**Company:** EXCON Automotive Services GmbH

**E-mail:** [bettina.guggemos@excon.com](mailto:bettina.guggemos@excon.com)

**Phone:** +49 6102 - 73 89 866

**Martin Friedmann**



**Position:** Key Account Manager

**E-mail:** [martin.friedmann@excon.com](mailto:martin.friedmann@excon.com)

**Phone:** +49 6102 - 73 89 822

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