

# VISITOR INVITATION

It's FREE to visit the Middle East's largest & most prestigious training and development show

4<sup>th</sup> Annual

**T H E**

**Training & Development**

15 - 16 September 2015  
Hall 2, Dubai International Convention and  
Exhibition Centre, UAE

**S H O W**

ME 2015

Presented by

الهيئة الاتحادية للموارد البشرية الحكومية  
Federal Authority For Government Human Resources



معارف **M**  
الوزارة الحكومية للمعرفة

**Training & Development**

**Learning Technology**

**HR, Human Capital and Talent Management**

**Learning & Skills**

**FREE REGISTRATION**  
[www.terrapinn.com/visit/tdshow](http://www.terrapinn.com/visit/tdshow)

Organised by  
**terrapinn**  
use your brain

"Great opportunity for HR and Training personnel to see what the market offers and hear about the latest trends."

**Anuja Ghosh**

Learning & Development  
Manager, Fairmont Dubai

# TRAINING & DEVELOPMENT EXHIBITION

## WHY ATTEND?

With so many new emerging technologies and products evolving on a monthly basis, understanding what to buy and what strategies to implement can be difficult.

You know the problems you are facing, but how can you possibly know about all the different technologies that will solve them?

How can you differentiate between one supplier and the next?

How can you get up-to-speed with the latest learning strategies?

How can you make sure you invest your money in the RIGHT solutions?

**What's the answer?** Simple....visit The Training & Development Show Middle East.

Visit The Training & Development Show Middle East to:

- ✓ Revitalise HR and L&D functions
- ✓ Meet 2000+ of your peers from around the region
- ✓ Discover new technologies and new ideas
- ✓ Improve day-to-day operations of your organisation



## OPENING DATES & TIMES

Tuesday 15 September: 9am - 5.30pm

Wednesday 16 September: 9am - 5pm



Hall 2, Dubai International  
Convention and Exhibition Centre, UAE



For further information please call **+971 4 440 2535**  
or visit [www.terrapinn.com/tdshow](http://www.terrapinn.com/tdshow)

## WHO ATTENDS?



Register for free at [www.terrapinn.com/visit/tdshow](http://www.terrapinn.com/visit/tdshow)





## FREE SEMINARS

Visitors to The Training & Development Show have the opportunity to attend 40 FREE educational seminars.

Topics to be covered include how to:

- ✓ Increase performance and productivity
- ✓ Attract and retain talent
- ✓ Strengthen your work culture
- ✓ Foster creativity
- ✓ Nurture innovation in your workforce
- ✓ Design a customised eLearning platform
- ✓ Get the most out of video training and webinars
- ✓ Leverage cloud innovations

Establish new learning models, gain buy-in from leadership, measure success of learning and development initiatives and evaluate employee engagement strategies.

Visit [www.terrapinn.com/visit/tdshow](http://www.terrapinn.com/visit/tdshow) for full seminar schedule.

## FREE ROUNDTABLES

Attend 45 minutes of in-depth discussions led by the experts to enable you to increase productivity and radically transform the workplace.

A key topic expert is assigned to each table to lead discussions with attendees. You simply choose which one you want to attend on the day:

- HR and L&D strategies
- Oil and gas
- Banking and finance
- Government and ministries
- Sales
- Customer service
- Compliance
- Health & Safety
- Leadership

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## FREE TEAM BUILDING TRAINING

This innovative Team Building Zone is centred on trialling high-impact learning solutions designed to engage your team.

Get hands on with the latest and greatest team-building solutions that will strengthen communication and relationships within your organisation.

This is a unique opportunity to try before you buy.

Unleash the full potential of your team by bringing them to the Team Building Zone and test these solutions for yourself.

Register for free at [www.terrapinn.com/visit/tdshow](http://www.terrapinn.com/visit/tdshow)

## FREE NETWORKING

Meeting and partnering with the right people is essential in growing and refining your organisation. But it's difficult.

Conquer this by visiting our Meeting and Partnering Zone and taking part in Speed Networking, as we bring the right people, to the right place, at the right time.

Save weeks of travel time and thousands of dollars in travel expenses and meet Learning & Development Managers, HR Managers, Chief Learning Officers, Training Managers, CXOs and many more business leaders from Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates.

**2 DAYS**

**2000 ATTENDEES**

**40 SEMINARS**

**75 EXHIBITORS**



**"It is a good opportunity for those who are in T&D. It provides platform for networking, exploring business and technology advancement."**

**Hamid Jamil**

Senior Aviation Security, Government of UAE - **General Civil Aviation Authority**



## THE EXHIBITION

Walking around the exhibition and meeting over 75 exhibitors is an important part of your learning experience and the fastest way to evaluate the technologies available and ultimately make the best purchase.

### Visit the Training & Development Show Middle East and....

- ✓ Discover what's new
- ✓ Identify future suppliers
- ✓ Buy products and services
- ✓ Meet key suppliers
- ✓ Comparison shop
- ✓ Network with fellow industry peers
- ✓ Solve problems

### Meet suppliers providing the following services

- Training & coaching
- Professional development
- Strategic management
- Learning management systems (LMS)
- Content development
- E-learning solutions
- Assessment platforms
- Accreditations & certifications
- Recruitment & outsourcing
- Collaborative & cloud based technology

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# DAY ONE, TUESDAY 15 SEPTEMBER

	Theatre 1	Theatre 2	Theatre 3	Theatre 4
	Learning & development seminars	Human capital & talent management seminars	FAHR & Partners Theatre	Roundtables & Team Building Zone
10:00			<b>Welcome address by H.E. Dr. Abdul Rahman Al Awar</b> , Director General, <b>Federal Authority for Government Human Resources</b> <b>Linking needs analysis with HR development programs, talent management development, and the gaps in man power planning (best practices)</b> <b>Reserved for FAHR &amp; Partners</b>	
10:30				
11:00	<b>Topic to be confirmed</b> <b>Magdi Ismail</b> , Director, <b>TTM Associates</b>	<b>Career development in hospitality</b> <b>Ron Hilvert</b> , Managing Director, <b>Emirates Academy of Hospitality Management</b>		<b>THOUGHT LEADERSHIP</b> <b>Moody's Analytics</b> <b>Building an effective risk culture through thought leadership</b> <b>Clive Humphrey</b> , Senior Director, Middle East Training & Certification, <b>Moody's Analytics</b>
11:30	<b>Why should we build Change Management competency in our organizations</b> <b>Khaled Almobarak</b> , President, <b>Mawj Training &amp; Consulting</b>	<b>The relevance of continuous learning today</b> <b>Ahmed Al Banan</b> , CEO, <b>Origin Group Bahrain</b>	<b>Training as a way for achieving innovation within organisations (new trends)</b> <b>Reserved for FAHR &amp; Partners</b>	<b>BANKING AND FINANCE</b> <i>Sponsor this session</i> Upskill your workforce with specialized training programmes for the banking and finance industry. Learn how your business can benefit from eLearning and blended training programmes.
12:00	<b>Managing Performance - A New Approach</b> <b>Paul Matthews</b> (Founder and MD, People Alchemy Ltd, an Enthralltech partner)	<b>Thought Leadership - Driving Top Talent &amp; Innovation</b> <b>Mr Prakash Menon (PK)</b> Executive Director, <b>Thought Leadership Middle East</b>		<b>OIL &amp; GAS</b> <i>Sponsor this session</i> Learn how to increase productivity and safety, while decreasing training spending by developing your e-learning strategies for off-shore training
12:30	<b>Innovation in corporate leadership training</b> <b>Dr. Daniel C Daoust PhD</b> , <b>Spectrum Training &amp; Evaluation</b>	<b>HR misunderstood: Practices that give 'HR' a bad name</b> <b>Mr. Yawar Ali Kazmi</b> , Management Trainer and keynote speaker, <b>Sitespower Training</b>		<b>HOSPITALITY</b> <i>Sponsor this session</i> This roundtable is designed to ensure your workforce is trained to protect and promote your brand. Learn how you can ensure a consistent quality of service, though continued training schemes.
13:00	<b>The Internal Consultant - Developing cross functional Business Partnering to add value and drive organisational growth</b> <b>Gillian Jones</b> , Co-Managing Director at <b>Emerge - The Training Alliance</b>	<b>Leadership Training Best practice and Solution optimisation</b> <b>Tim Walker</b> , EMEA Channel Account Manager, <b>Skillsoft</b>	<b>One hour with the experts</b> Hear from two training experts on how to address the biggest challenges facing training and development experts. <b>Reserved for FAHR &amp; Partners</b>	<b>Team building sessions</b>
13:30	<b>Risk Management training: Not just for Financial Institutions</b> <b>Clive Humphrey</b> , Senior Director, <b>Middle East Training &amp; Certification</b> , <b>Moody's Analytics</b>	<b>Human Capital &amp; Talent Management</b> <b>David Boote</b> , Regional Sales Manager Middle East & Africa, <b>SumTotal</b>		<b>Transform your training with these simple activities</b> <b>Jamie Thompson</b> , Director, <b>MTa Learning</b>
14:00	<b>It's showtime: empower the trainer in you, engage the participants and improve your training delivery in these 5 steps</b> <b>Aarthi Elizabeth</b> , Product Marketer, <b>Zoho</b>	<b>Topic to be confirmed</b> <b>24 x 7 Learning</b>		<b>Creating Team Unity</b> <b>Jay Carlin</b> , Head of Development, <b>Emerge - The Training Alliance</b> .
14:30	<b>Interactive Learning Solutions</b> <b>Ravi Dugal</b> , CEO, <b>Flipick</b>	<b>Quick Tips: How to improve retention in a competitive talent market</b> <b>Roisin Wadding</b> , Managing Director, <b>Quantum Human Resource Consultancy</b>	<b>OpenThinking Training Olympics (Arabic)</b> The Training Olympics is a challenge where training managers will have to solve 20 cases related to training and development. Training managers will work in groups of three. Each group will have a voting device to select their answers for each case and collect points based on their answers. The three groups with the highest scores will win Gold, Silver and Bronze Medals. <b>Iyad Mourtada</b> , Managing Director, <b>OpenThinking</b>	<b>Experiential Learning: 5 ways to make a big impact</b> <b>Jamie Thompson</b> , Director, <b>MTa Learning</b>
15:00	<b>Interactive e-Learning: MS Office in English and in Arabic</b> <b>Petr Daniel</b> , CEO, <b>GOPAS</b>	<i>Sponsor this session</i>		<b>Team building activities</b> <i>Sponsor this session</i>
15:30	<b>Strategic Supply Chain Management</b> <b>Dr. Steyn Heckroodt</b> , Dean at <b>Westford School of Management UAE</b>	<i>Sponsor this session</i>		
16:00	<b>"Efada" as a tool of the knowledge management in managing human resources in the learning organizations</b> <b>Ashraf Saber</b> , Executive Manager, <b>International Center for Leadership - Saudi Arabia</b>	<b>Topic to be confirmed</b>		
16:30	<i>Sponsor this session</i>	<i>Sponsor this session</i>		
17:00	<b>Topic to be confirmed</b>	<b>Topic to be confirmed</b>		

## DAY TWO, WEDNESDAY 16 SEPTEMBER

	Theatre 1	Theatre 2	Theatre 3	Theatre 4
	Learning & development seminars	Human capital & talent management seminars	FAHR & Partners Theatre	Roundtables
10:00			Impact/outcome measurement (tools & best practices) Reserved for FAHR & Partners	
10:30	How microlearning is revolutionizing the learning landscape Sue Brett, Vice President of Marketing and Business Development, Eton Institute	Topic to be confirmed		
11:00	5 trends for the future of learning and development. Mr. Anesh Jagtiani, Regional Sales Manager Middle East and Africa, Fitch Learning	Coaching for Success + audience experiment Mr. Kamal Namaan, Founder and Managing Director, Corner-stone Training Solutions	Online learning (value & impact) Reserved for FAHR & Partners	LEADERSHIP ROUNDTABLE SumTotal Systems Host: Paul Gledhill, Co-Founder & Executive Director, Xpert Learning This roundtable will give you new ideas on all areas of leadership development from identifying high potential leadership candidates with the right competencies and new world skills to developing leaders who will drive the corporate brand and vision  SALES ROUNDTABLE Sponsor this session This roundtable will walk you through the sales training used by top performing companies across the globe and how it can transform your business.  HEALTH & SAFETY ROUNDTABLE Speaker to be announced This roundtable will talk you through the key H&S training schemes for every industry. You will learn how to ensure your business is a safe place to work and which schemes and standards you need to be implementing in 2016.
11:30	Sponsor this session	MASTERCLASS: Creating outstanding company performance in a multicultural business environment – understanding and mastering the five biggest challenges Barry Hilton, Managing Director, Mercuri International – The Training Alliance		
12:00	Gamification - Reshaping Corporate Training Sammir Inamdar (Founder and CEO, Enthralltech) and Asma Thorve (Founder and MD, Enthralltech)		Competency based approach for designing training (models) Reserved for FAHR & Partners	
12:30	How to unleash the power of experiential learning Jamie Thompson, Director, MTa Learning			
13:00	Business Model Flexibility Dr. Steyn Heckroodt, Dean at Westford School of Management UAE	Topic to be confirmed	One hour with the experts Hear from two training experts on how to address the biggest challenges facing training and development experts. Reserved for FAHR & Partners	COMPLIANCE ROUNDTABLE Speaker to be announced From leadership buy-in to training initiatives, ensure your business and every employee understands how to adhere to key compliance standards.
13:30	Topic to be confirmed	Topic to be confirmed		
14:00	Topic to be confirmed	MS Excel tips for HR Managers Lynchpin Training Ramzan Rajani, Corporate Technology Trainer, Lynchpin Training	OpenThinking Training Olympics (English) The Training Olympics is a challenge where training managers will have to solve 20 cases related to training and development. Training managers will work in groups of three. Each group will have a voting device to select their answers for each case and collect points based on their answers. The three groups with the highest scores will win Gold, Silver and Bronze Medals. Iyad Mourtada, Managing Director, OpenThinking	Team building sessions
14:30	Sponsor HERE to position your brand at the forefront of L&D strategy	Can you solve these challenges? <ul style="list-style-type: none"><li>Human capital</li><li>Talent management</li><li>Performance strategy</li><li>Employee engagement</li></ul> Present one of these sessions Call Matthew Williams on +971 4440 2523		Topic to be confirmed
15:00	Present engaging case studies on how your approach has delivered tangible business benefits to leading organisations			
15:30	Call Matthew Williams on +971 4440 2523			
16:00				
16:30				





**"More than 160 people attended our presentations, and many of them were interested in following up with us and registered for our courses"**

**Iyad Mourtada**  
Managing Director,  
OpenThinking

## EXHIBIT AT THE TRAINING & DEVELOPMENT SHOW

Get your solutions in front of thousands of new customers.

Profile and present your brand to the region's biggest decision makers under one roof in just two days.



### Do you provide...

- Training & coaching
- Professional development
- Strategic management
- Learning Management Systems (LMS)
- Content development
- E-learning solutions
- Assessment platforms
- Accreditations
- Recruitment & outsourcing
- Collaborative & cloud based technology



### Educate your prospects

- Present an engaging seminar to big industry prospects
- Deliver a case study to build credibility and buyer confidence
- Lead a specialised roundtable for peer to peer discussion and market insight



### Demonstrate your products

- Showcase the full extent of your offerings to excite and inspire
- Teach HR professionals about your capabilities
- Build value by proving the impact your solutions will have for their businesses



### Meet prospects face-to-face

- Speed Networking to help you meet all the buyers
- Dedicated Networking Lounge access
- Networking app – access and contact attendees pre, during and post event
- One-on-one meetings - guaranteed real face time with budget holders



### Generate leads

- Focus on stand space to profile your brand to the training and development community and be a part of this evolving industry



### Increase brand awareness

- Get your brand in front of 2000 HR, Training and L&D Managers and business owners
- Be recognised as a leading solution provider to this market

**Find out more by calling Matthew Williams on  
+971 (0)4 440 2523 or email [Matthew.williams@terrapinn.com](mailto:Matthew.williams@terrapinn.com)**

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