

# BUILDING AND DEVELOPING HIGH PERFORMANCE TEAM

HCM : 07-08/5/2026

HN : 11-12/5/2026

- There is a lack of collaboration and effective communication among team members.
- Members don't understand the team's shared goals clearly, resulting in a lack of direction and scattered focus.
- Roles and responsibilities of team members are unclear, leading to ambiguity and an uneven distribution of task assignments.
- The team struggles with internal conflicts and disputes.

## OBJECTIVES

- ✓ Understand the importance of building a strong team to achieve departmental and organizational goals.
- ✓ Recognize the roles of a manager in developing and leading high-performance teams.
- ✓ Master practical methods for building a cohesive and goal-oriented team.
- ✓ Explore effective models that foster stronger teamwork, collaboration, and mutual support among team members.
- ✓ Acquire essential skills to organize, build, lead, monitor, and motivate team members effectively.

## TARGET

- Staff
- ✓ First-line Manager
- Middle Manager
- Top Manager

## 2-DAY TRAINING

Having a strong team will enable you and your organization to overcome any challenges and quickly achieve significant accomplishments.

### Part 1: Overview of Team building

- Difference between Team & Group; Teamwork & Collaboration
- The importance of Team building
- Challenges in building a team
- 4 stages of team development

### Part 2: The roles of a Team Leader or Manager

- The necessary skills of a team leader or manager
- Roles and responsibilities of a team leader or manager
- How to implement, monitor, and manage a team's operation effectively

### Part 3. GRIP Model - Building Effective Teams

3.1 Characteristics of an effective team

3.2 The GRIP Model for building a successful team

- Goal: Setting goals in teamwork
- Roles: Define roles and responsibilities among members
- Interpersonal: Interactive communication method
- Procedures: Procedures for effective collaboration

### Part 4. Setting team goals (Goals)

- Clearly define the team's purpose
- Align personal goals with team goals
- Build SMART goals
- Practice goal-setting for the team/department/section

### Part 5. Identifying roles and responsibilities of members (Roles)

- Model 3A - Understand the other person's personality for successful cooperation
- Principles of communicating with different personalities
- Roles needed in a team
- Role and responsibility analysis matrix for effective coordination

### Part 6. Interpersonal communication methods and procedures for effective collaboration

- Effective communication for teamwork: Hou-Ren-Sou method (Report - Contact - Discuss method)
- Motivation and inspiration techniques
- Methods of influencing with "soft power"
- Managing emotions (EQ) in collaboration
- Effective feedback and suggestion methods
- Problem/conflict resolution process
- Persuasion and influence techniques

### Part 7. Action Plan

※The above content is subject to change without prior notices.



## TRAINING TIME & VENUE

Ho Chi Minh 07-08/5/2026 (Thu - Fri)  
Time: 8:30 ~ 16:30  
Venue: T Floor, Nam Giao 1 Building,  
261-263 Phan Xich Long, Cau Kieu Ward

Ha Noi 11-12/5/2026 (Mon - Tue)  
Time: 8:30 ~ 16:30  
Venue: 14F, Hapro Building  
11B Cat Linh, O Cho Dua Ward



## TRAINER

Ms. T. T. N. HANH

- MBA - Master of Business Administration - Ho Chi Minh City University of Economics and Finance (UEF); Mini MBA - The Oxford Centre For Leadership - United Kingdom.
- Master Train The Trainer International - International Trainer of WISC - Ascendo Academy - Singapore.
- 19 years of experience as a CEO, senior manager, consulting training specialist.
- Expert in consulting - coaching, training in Business Administration and Operations; Building and developing the training system - internal development and coaching; developing leadership capacities; and sales and customer service.



## COURSE INFORMATION

[Language] Vietnamese  
[Fee] 5,800,000 VND/Person  
(Lunch for 2 days, not including VAT).  
**For companies with 2-4 participants, training fee is discounted 5%; with 5 or more participants, discounted 10%**  
(Applied separately for training in HCM & in Ha Noi)

[Method] We applied offline training  
[Participants] HCM: 28 people - HN: 30 people  
(First-come, first-served basic).

[Registration ] Fill in the attached "Application form" and send to AIMNEXT via Email (training-vn@aimnext.com).

AIMNEXT  
Professional Training & Consulting



Head office in HCMC:  
Address: T floor, Nam Giao Bldg. 1, 261-263 Phan Xich Long, Ward 2, Phu Nhuan Dist., HCMC  
Tel : +84 (0) 28 3995 8290

Representative office in Hanoi:  
Address: 12A Floor, Sao Mai Building, No.19 Le Van Luong St., Thanh Xuan Dist., Hanoi  
Tel : +84 (0) 24 6685 0388  
Mail: training-vn@aimnext.com

In charge Ms. Loan Anh (English, Vietnamese)  
Mr. Nagayoshi Tasuku (Japanese)