



Human
Development &
Change Agents

Company Profile



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◆ ABOUT US

The story started back in 1999 when we were one of Egypt's very first training companies on a mission to drive organizational change and inspire an evolution.

With 20+ years of experience, and by circumventing traditional methods, Quest is a leading Human Development & Change Agents organization operating locally and in the region. We use individual and organizational assessment tools to identify strengths and weaknesses and unleash people's potential.

We take pride in knowing that, what started as a sales and customer training company years ago, has evolved into today's full-fledged organization with multiple product lines, international corporate standards and a deep understanding of the local market. Our passion to leave a positive community impact was, and still is, our number one goal.

Over the years, we've had the pleasure to partner with 400+ clients. Quest's methods have served talented professionals in different industries in achieving behavior changes and have encouraged their personal and professional development. Our experience spans across different sectors including banks, FMCGs, pharmaceuticals, telecommunications, oil & gas companies, automotive, and real estate. We take pride in knowing that we've built valuable, long-lasting partnerships and we honor those partnerships by providing an unparalleled learning experience.

With a bespoke and multi-modality learning approach, our solutions are designed to help businesses stay ahead and navigate through a fast-paced, volatile environment.



◆ WE ARE TRUE AGENTS OF CHANGE ON A COMMITTED QUEST TO ENHANCE YOUR ORGANIZATION'S DEVELOPMENT THROUGH

- The in-depth knowledge that is essential for understanding your talents. It helps identify the skills needed to nurture your people so they can perform better and develop your organization further.
- Building exceptional teams inspired by every individual's capacity and helping each member understand their goals, roles, processes, as well as the impact of their behavior on your business.
- Equipping managers with effective skills, essential in boosting the overall performance and helping them acknowledge the direct impact they have on their teams.
- Coaching executives to realize their full potential to be able to achieve your set business objectives.
- Fostering teamwork to define, shape and deliver breakthrough strategies while guaranteeing consistent growth and increased productivity.



◆ WHY QUEST?

Throughout the years, we have built solid partnerships with clients enabling us to gain powerful hands-on experience. Our senior-level practicing executive professionals know that, because one size does not fit all, different challenges will require different solutions.

Using our tested training methodology, we design solutions and development journeys that are relevant to your business and deliver against your specific needs to meet your training brief.

Here's what we can bring to the table

- Business transformation initiatives
- Vision and strategy alignment and execution
- Executives coaching and personalized development plans
- Management and organizational development
- Business acumen and business understanding
- Sales capability development and sales management
- Character building and interpersonal skills development plans
- Inter and Intra-team alignment and bonding
- Corporate etiquette and business essentials



Our clients and their visions are at the heart of everything we do!

We came to realize that, to reach excellency and maximum efficiency, we had to work as one with our partners and respond differently and individually to each organization's unique set of business needs. That is why our solutions introduce a comprehensive "Blended Journeys" learning approach tailored to suit participants in every level within your organization. With the help of innovative tools, online and face-to-face communication techniques are commonly intertwined in our programs to strengthen the learning experience.

Each training experience is a stimulating development journey. Because we're aware that organizational change is tricky at first and can sometimes be met with resistance, we rely on highly engaging methods that were specifically designed to boost the participants' enthusiasm and pique their interest.

We work on fostering a positive and supportive space where companies can take impactful steps towards achieving their business goals. As catalysts for change, our methodology is based on providing interactive, world-class techniques that encourage long-term impact and are customized to your local environment.

By integrating experiential methods such as business simulation boards and customizable work-mats in our projects, we always make sure to keep your teams engaged.

◆ OUR FACILITATORS

Quest's strong suit! Having talented, top-notch Facilitators on board is something of great importance to us.

Our talented team of carefully selected and highly experienced Facilitators come from rich practical corporate backgrounds, and dedicate efforts and expertise exclusively to Quest.

This kind of exclusivity is what helps us give our partners the added value they deserve.

They are all certified on the Quest methodology, and some of them, in the internationally-recognized methodologies of our business partners and affiliates.

Our Facilitators draw upon their know-how and years of experiences to provide personalized learning and ensure an enjoyable learning journey for the learners.



◆ SCOPE OF WORK

Leadership & Management

Having strong leaders who are in control and know how to allocate an organization's resources well is essential for companies who want to succeed.

Regardless of the seniority level, a great manager must have traits of an accomplished leader within the organization.

And that's where we come in.

For years, we've been putting our expertise to work to design different Leadership & Management training solutions that will help our partners become well-rounded, versatile leaders.

Our reliable and credible solutions help create an environment where managers are able to thrive and deal with various dimensions in the organization.

And, because developing leadership skills is an ongoing effort regardless of one's management level, our leadership journeys come in different formats and are designed for young to mid-career managers all the way up to top-level managers to fulfill your organization's needs.



Lead 4 Success

Build A Strong Foundation for Success With Fundamental Leadership Success

Lead 4 Success® moves leaders from average to high-performing by developing the 4 fundamental leadership skills — self-awareness, learning agility, influence, and communication — that leaders at any level need to master for success.



Center for 
Creative Leadership

Assessments & Coaching

Our experts can help identify, assess, coach and develop your leadership talents; enabling them to thrive in a competitive global economy, lead effectively and drive employee engagement amid constantly changing conditions.

Our portfolio includes scientific assessment tools accompanied by experienced ICF coaches to help organizations build the capabilities needed to achieve strategic objectives and accelerate their performance.



Sales & Service



MERCURI international

Sales & Service have always been the core specialty of Quest. To assert its leading position in this area, Quest has partnered with the largest sales training company worldwide: **Mercuri International Group**; a world leader in the field of Sales Performance Enhancement. Our customizable solutions target salespeople in different industries as well as different levels in the sales function.

The service programs are locally developed to ultimately enhance the skills and attitudes of the customer service representatives across organizations using gamified techniques.



Business Simulations



Quest has partnered with the world renowned **Celemi**; a leading pioneer in the field of business simulations. Business simulations are the bridge between classroom/virtual learning and real-life challenges. They are a hands-on learning method that replicates real, everyday situations to allow people to practice and improve their business acumen in a safe, risk-free environment. The simulations are designed to improve performance in all aspects of the business including sales & marketing, supply chain management, project management, and overall financial principles.



Lego Workshops

Quest introduces a hands-on, experimental process that is designed to enhance your business performance by collaborating with LEGO® SERIOUS PLAY®.

Deploying a methodology that focuses on modeling everyone and everything within an organization, the program directly transforms participants into direct contributors in discussions, decisions and outcomes through a moderated LSP process that integrates team bonding, imagination and mindful involvement.



Personal Development

Whether it's virtual or face-to-face, Quest offers an abundant variety of workshops aimed at growing essential skills needed by all employees to achieve their best performance. These skills are delivered to participants through a structured model, mixing, both, fun and practical learning in order to reinforce basic workplace behaviors and competencies.

Our solutions include but are not limited to: Train-the-Trainer, Presentation Skills, Business Etiquette & Writing, Problem Solving, and Innovation.

Additionally, we believe that character building starts from within and that leadership is truly an added value that should be practiced by everyone, no matter how big or small their role in the organization is.

We, therefore, arm participants with vital capabilities by developing 'Character Building Tracks' that lay the core foundation for each employee's success.



Ripples Online Learning Platform



We've been witnessing how traditional education has changed radically within the past few years and we wanted to expand our services to be able to benefit our clients more and effectively respond to the market changes. Accordingly, we launched "Ripples"; digital capsules that create instant changes in behaviors, rippling through the organization, and shifting the culture.

The Ripples effectiveness lies in the way the information is being delivered. Participants are provided with digital capsules focused on a single skill with practical examples and demonstrations that create instant impact.

Learn more: <https://ripplesbyquest.com/>



◆ Partners & Affiliates

MERCURI
international


CELEMI
THE POWER OF LEARNING

 **dynargie**

 **HOGAN**
 PHOENIX
CONSULTING

 **mbti**
Myers-Briggs Type Indicator® (MBTI®)

**LEADERSHIP
CIRCLE**

 **ICF**

 **SERIOUSPLAY™**

◆ Clientele





◆ Clientele





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