



LINKING PEOPLE MANAGEMENT WITH BUSINESS STRATEGY

Another strength of AIM Strategies® is the depth of worldwide contacts and international collaborative resources, which extend beyond our internal management consulting team or extended AIM® global associates. We partner with a network of strategic alliances, which allows us to bring in global expertise on special projects and extraordinary ongoing collaborations. We are pleased to offer our clients an even broader range of services while maintaining the high quality that defines AIM Strategies® enabling human connection in the virtual world.

Coaching Alliance

The Coaching Alliance is a network of management consulting and executive coaching professionals with an average of more than 20 years experience in the HR field with clients ranging from small companies to Fortune 100 enterprises in the U.S. and internationally. Core strengths are in coaching, training, leadership development, talent management and OD. For more information contact Yael S. Zofi at yael@aim-strategies.com



Embassy CES offers ESL language programs (English as a Second Language) to international students, companies and professionals from all over the world. Their US learning centers are based in New York, Boston, Fort Lauderdale, Los Angeles, San Francisco, San Diego and Seattle. AIM Strategies® is a proud supporter of the Embassy CES Internship program.



Cut-e provides measurement solutions, predictive analytics and robust psychometrics. It is our European business partner as Yael Zofi often works with Cut-e on senior management onsite assessments with companies such as Credit Suisse.



American Management Association is our partner in training solutions. Yael Zofi serves as a Subject-Matter-Expert (SME) for the 5-Day MBA Program and teaches several courses, namely: Successfully Managing People, Collaborative Leadership Skills, Remote Team Management, Coaching From a Distance, Leading Virtual Teams, Coaching Virtual Teams, and Internal Consulting Skills.

Zofi's book, **TOPS Managing Up**, is utilized in AMA's Top 40 workshops "Influencing Up, Down and Across The Organization" and distributed with eBay and PayPal globally.



Global Dynamics provides cross-cultural training, expatriate services, consulting, diversity training, and intercultural marketing research designed to meet the global needs of multinational corporations in more than 60 countries. Yael Zofi runs their virtual teams program and teaches a 1-day "Leading Virtual and Remote Teams" across Becton Dickinson (BD) in the US and abroad and often AIM Strategies® partners with GDI to provide a wider array of virtual team management, cross-cultural communications and global leadership effectiveness products and services.



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THE Myers & Briggs FOUNDATION

The Myers & Briggs Foundation is largely responsible for certification and administration of the MBTI[®] Tool. Yael Zofi and the AIM Strategies[®] Consulting Team are certified in MBTI[®] Step I & II Instrument as well as MBTI[®] Materials and online questionnaire which are often utilized when coaching teams and individuals.

BREXON

Brexon is AIM Strategies[®]'s European partner on global projects related to organizational change, team development and process improvement.

TRACOM GROUP

Tracom Group is famous for their Social Style Model, which is the foundation of AIM's interpersonal skills and diversity training and consulting offerings. The Social Styles - Amiable, Driving, Expressive, and Analytical - provide a behavioral framework around communication tendencies exhibited in all people.



Thomas Kilmann is an e-learning organization dedicated to resolving conflict throughout the world. The famous Thomas Kilmann Conflict Mode Instrument (TKI) is utilized in several of AIM Strategies[®] leadership development training delivery programs, especially ones such as 'Successfully Managing People' and 'Collaborative Leadership Skills'.

Yael Zofi also refers to the TKI model often when working with groups or individuals to help them better understand the various conflict Modes and options in Crucial Conversations.



Innova offers Dr. Edward de Bono's Six Thinking Hats[®] creative thinking tools that can be applied to leadership development, team building, problem solving and meeting facilitation. Senior AIM Strategies[®] Consultants are certified and participate in these CE programs.



CCL offers comprehensive, 360-degree assessment tools that provide vehicles for feedback from multiple perspectives critical for success. AIM Strategies[®] is certified in their 360-tools and participates in their global leadership studies.



New York University besides being a well-established higher education institution, NYU and AIM[®], and in particular Professor Yael Zofi who has been teaching at NYU since 1995, have had an ongoing business relationship from hosting interns and providing internships to offering consulting projects and making special appearances,