

## WHO WE ARE AND WHAT WE DO

**MVC Institute is a Brazilian Training and Consultant Company, which activities includes consulting, training, coaching and publishing.**

MVC Institute consulting and training services always respect the following believes:

- To integrate a humanist vision to the purposes of profit and value adding for the company / the client.
- To direct all activities to achieve measurable benefits for the business.
- To allow the client a proactive vision / performance concerning the variables which interfere on his organization life, now and in the future.

MVC Institute has been in business since 1991, always as a leading training Brazilian company.

For over 20 years our directors have been attending the ASTD International Conference, as participants and/or speakers (2006, 2008 and 2010).

Now we are looking for international alliances.

Our targets are Certification, Management Negotiation and Leadership.

Please see additional information on the links below.

Best regards,

**Luiz Junqueira** (CEO) and **João Vilhena** (President)

➤ **Our Consultants**

<http://www.institutomvc.com.br/web-2/equipe.htm>

➤ **Our Differentials**

[http://www.institutomvc.com.br/english/ingles/our\\_diff.htm](http://www.institutomvc.com.br/english/ingles/our_diff.htm)

➤ **Our Products**

**Training - Consulting – Lectures**

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- Corporate Universities – Development and Auditing Results
- Pocket MBAs / Negotiation, Sales, Performance, Leadership, Crisis Management and Communication Skills.
- How to transform HR / Training to act as a Profit / Results Center.
- Strategic Planning / Vision (Human Support to Strategic Development).Mission, Values, Strategies, Entrepreneurial Personality (Realignment and Integration).
- Certification (Sales)
- Managing the XXI Century Company (The Environment, The Company, The Professional and the Human Being).
- Competition / Competitive Intelligence Mapping.
- Motivating / Energizing for Results.
- Value Creation for Business / Building Value Makers Executives.
- Developing Managers as from Company Introduction Program (Proactivity in Managerial Development).
- Building and Development of Internal Consultants / Trainers / Entrepreneurs.
- Knowledge Rationalization (Learning Acceleration, Optimization and Retention).
- Decision Making Process: Integrating the Rational and the Intuitive Dimensions.
- Financial Administration for HR Managers and Professionals (Non Financial Executives)

➤ **Our Consultant's Books**

<http://www.institutomvc.com.br/web-2/livros.htm>

➤ **Our e-learning Programs**

**Coaching** | Sergio Hillerheim | [Access Demo](#)

**Personal Development/Desenvolvimento Pessoal** | Denize Dutra | [Access Demo](#)

**Team Building/Equipes de Alta Performance** | Américo Marques Ferreira | [Access Demo](#)

**Change Management/Gestão da Mudança** | Américo Marques Ferreira | [Access Demo](#)

**Communication Skills/Comunicação Eficaz** | Eunice Mendes | [Access Demo](#)

**Strategic Thinking/Pensando Estrategicamente** | Marco Aurélio Vianna | [Access Demo](#)

**Negotiation Skills/Teoria e Prática da Negociação** | JB Vilhena | [Access Demo](#)

**Consultative Sales/Vendas Consultivas** | JB Vilhena e JL Meinberg | [Access Demo](#)

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**Available in Spanish**

➤ **Our DVDs**

<http://www.institutomvc.com.br/web-2/Filmes.htm>

➤ **Articles/English**

<http://www.institutomvc.com.br/english/articles.htm>

➤ **Articles/Portuguese**

[http://www.institutomvc.com.br/web-2/login\\_privilegiado.htm](http://www.institutomvc.com.br/web-2/login_privilegiado.htm)

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