

# TRAINING SUGGESTIONS REPORT

**Employee: Beatriz Gonçalves**

**Department: Sales**

**Suggested Training Courses:**

1. Sales and Marketing Strategy
2. Effective Communication and Negotiation Skills
3. Customer Relationship Management (CRM) Essentials

**Employee: Isabel Almeida**

**Department: Customer Support**

**Suggested Training Courses:**

1. Customer Service Skills
2. Conflict Resolution and Negotiation
3. Effective Communication in Customer Facing Roles

**Employee: Miguel Rodrigues**

**Department: Operations**

**Suggested Training Courses:**

1. Lean Process and Six Sigma
2. Supply Chain Management
3. Operational Risk Management

**Employee: Sofia Pereira**

**Department: Finance**

**Suggested Training Courses:**

1. Financial Analysis and Planning
2. Budgeting and Cost Management
3. Financial Reporting and Compliance