



Turkey

---

**The NLMK company expresses its sincere gratitude to Alexander Shestak and the Sellwell training company.**

Thanks to Alexander's work, our team was able to successfully complete a challenging task in developing negotiation and influencing skills for our international team. He created a unique program that allowed our employees from different countries with different cultures to enhance their professional negotiation skills in order to meet the requirements of the international market. The training was based on real life situations that took into account the specifics of our company. The participants appreciated many aspects of the trainings which they found useful and interesting, and most importantly, applicable to any professional situations. The program was structured in clear and coherent way allowing all of us to fully grasp each method. The practical methods of the program were structured like a pie. Each slice of the pie was thoroughly explained, starting from experience, then moving on to observation and discussion of the results, then we had a presentation of the method and finally we put the theory into practice.

Alexander created a productive atmosphere of trust and openness.

Participants noted his high professionalism and in-depth grasp of material, ability to maintain high involvement and manage group dynamics throughout the training. We would especially like to note the individual approach in providing feedback and practical advice from the coach when he discussed the particular development areas of each participant. His creative thinking and charismatic energy contributed to the learning process and motivated employees for further development. Alexander was able to answer a wider range of questions that were not included in the program, demonstrating his expertise and ability to tailor the course to the needs of each individual participant.

We express our gratitude and will recommend Sellwell to anyone who needs to improve their negotiation and influence skills in any situation!

