

Overview

Behavioural Skills Training is among one of the most sought aspect of the Personal Development Programme. World-wide; industries and corporates believe in the continuous investment of skills-training for creating human resource as their long-term asset.

Our platform includes professional Coach and Trainer-who are committed to empower individuals, entrepreneurs and organisations on their growth path through effective Trainings, Coaching's and Mentoring.

Learning Objectives

Participants who enrol themselves in Behavioural/Soft-skill/Leadership Training will be able to:

1. Enhance their Communication Skills
2. Enhance their leadership styles
3. Gain more clarity in their life
4. Gain more confidence
5. Understand Success measures more closely
6. Train their mindset to achieve success
7. Enhance their networking skills
8. Counter their fears and doubts
9. Set their goals in a scientific manner
10. Polish their Public Speaking skills

Training Skills sets

1. Soft Skills Training

- a. Business Communication
- b. Negotiation & Problem Solving
- c. Teamwork
- d. Personality Development
- e. Emotional Intelligence

2. Leadership Skills Training

- a. Middle Management Leadership
- b. Senior Management Leadership
- c. Change Management
- d. Growth through Innovation

3. Success Mindset Skills Training

- a. Success Strategies
- b. Goal Setting

4. Neuro-Linguistic Programming in Work sphere

5. Sales & Marketing Effectiveness

6. Coaching

- a. Business Coaching
- b. Executive Coaching
- c. Life Coaching

1. Soft Skills Training

a. Business Communication

Duration: 4 hours

Content:

- Professional Communication at workplace
- Etiquette of Communication
- Barriers of Communication
- Poor Communication-how does it sound and impact
- Colours Psychology in communication
- Resolving conflicts through communication
- Communication through Written/oral/Presentation routes
- Communication through Non-verbal routes
- Positive Communication-a habit-exercise
- Leaders communication
- Communicating feedbacks to Teams
- Communicating Complaints-exercise

Program Meant for: *Business Professionals, Entrepreneurs, Corporate professionals, Team Leaders*

What will you learn after the programme?

- Awareness to your existing communication style
- Understand the barriers to communication and resolve them while you communicate
- Ability to communicate effectively during complex and dynamic business environments and with external customers
- Ability to communicate vulnerably in the desired situations and express more clearly
- Ability to communicate better through written, verbal and non-verbal routes for better outcomes
- Build positive communication in your vocabulary

Methodology Used

Discussion, Interactive Training, Case studies, Presentation, Situational Exercises

b. Negotiation & Problem Solving

Duration: 3 hours

Content:

- Objectives of Negotiation
- Negotiating in everyday life
- Win-win Negotiation
- Factors affecting negotiations
- Qualities of a good Negotiator
- How to win during Difficult Negotiations
- Negotiating with party-whom you do not like
- Emotional Intelligence during Negotiations
- Negotiation Tactics
- Case Study
- Exercise

Program Meant for: *Business Leaders, Entrepreneurs, Corporate Leaders*

What will you learn after the programme?

- Negotiating in all kinds of business environments
- Understand the qualities required to effectively negotiate
- Using communication tool as a driver to effective communication
- Understand the models of Negotiation-to build successful outcomes

Methodology Used

Interactive Training, Case studies, Presentation, Role Play

c. Team work

Duration: 4 hours

Content:

- Objectives of Team work
- Qualities of a productive team
- Art of Collaboration
- When to Delegate
- Why Teams cannot achieve successfully
- How do I know if I am a great team worker
- Understanding bigger perspective
- Communications for synergistic team work
- Some great teams-globally-business outcomes
- Case Study
- Exercise

Program Meant for: *Business Leaders, Entrepreneurs, Professionals, Corporate Leaders*

What will you learn after the programme?

- Skills required to be an effective team player
- Prioritising goals for successful outcomes
- Ability to collaborate effectively within teams
- Ability to create synergistic environments around you

Methodology Used

Interactive Training, Coaching, Case studies, Presentation

d. Personality Development

Duration: 2 hours

Content:

- Parts of our Personality
- Outer Personality
- Inner Personality
- How environment shapes our personality
- Your personal style
- How you view yourself-exercise
- Fears & Doubts-overcoming them
- Role model-exercise

Program Meant for: *College students, Professionals*

What will you learn after the programme?

- Understanding the blocks in your personal style
- Ability to merge your outer and inner personality
- Ability to tackle your fears and doubts
- Ability to leverage your strengths

Methodology Used

Interactive Training, Coaching, Interactive exercises, Presentation

e. Emotional Intelligence

Duration: 4 hours

Content:

- What is Emotional Intelligence
- Factors determining your Emotional Intelligence
- Benefits of higher Emotional Intelligence
- Key Skills for developing Emotional Intelligence
- Why are highly emotional intelligent people successful
- Qualities of highly emotional intelligent people
- Exploring Self-awareness
- Your Emotional Intelligence scores
- How to improve your Emotional Intelligence
- Handling crisis using emotional intelligence skills
- Reflections- Exercise

Program Meant for: *Business Leaders, Professionals, Executives, Leaders, College Students*

What will you learn after the programme?

- Discover your emotions and implement strategies to develop your emotional intelligence.
- Learn strategies to manage your own emotions in stress
- Learn to build social emotional skills
- Learn to unwire your habitual wiring for better EI

Methodology Used

Interactive Training, Coaching, Discussion, Presentation

2. Leadership Skills Training

a. Middle Management Leadership Training

Duration: 10 hours

Content:

- Essence of leadership
- How do you define a Leader?
- Leadership- responsibility vs accountability
- Why do we Lead?
- Can everyone Lead?
- Middle management Leadership-roles
- Thermometer vs Thermostat Leadership
- Leaders as Coach
- Transformational Leadership
- Strategic Leadership
- Operational Leadership-converting strategies into workable plans
- Creating a Developmental Culture
- Fostering Agility, creativity in environments
- Volunteering bigger projects
- Advisory Domains-out of box thinking
- Decision making-reflecting
- Creating trust-foundation for career growth
- Exercises
- Case Study

Program Meant for: *Business Leaders, Middle-level leaders, Professionals aspiring to reach to middle management.*

What will you learn after the programme?

- Learn to build high-performance teams.
- Learn to take wiser decisions benefitting organisation
- Learn other aspects of leadership-to help you grow as a leader
- Learn to create a nurturing environment

Methodology Used

Interactive Training, Coaching, Discussion, Presentation, Role plays

b. Senior Leadership Training

Duration: 6 hours

Content:

- Your strengths as a senior Leader
- Organisation Vision vs Aligned actions
- Strategic Management
- Driving Change
- Developing more leaders
- Competencies Mapping
- Productivity vs Leadership Impact
- Making team believe in your vision
- Creating more Influence
- Self –aware Senior Leaders
- Productivity from Diversity

Program Meant for: *Business Leaders, Senior-level leaders, Middle managers aspiring to reach to senior management*

What will you learn after the programme?

- Learn to create more influence
- Learn to measure your productivity levels
- Learn to Drive change within teams and organisation

• **Methodology Used**

Discussion, Presentation, Case studies, Presentation

c. Change Management

Duration: 4 hours

Content:

- Change – requirement or forced?
- Change at Individual Level
- Motivation factors for Change
- Organisational culture during change
- Key stakeholders
- Communicating change
- Adapting change
- Resistance to change
- Feedback and communications
- Leading the change
- Change implementation strategy
- Umbrella strategy for change management
- Team fitness review during process of change

Program Meant for: *Business Leaders, Team Leaders*

What will you learn after the programme?

- How to drive change in your organisation
- How to manage resistance to change
- How to create change at individual level

- **Methodology Used**

Discussion, Presentation, Coaching, Case studies, Presentation

d. Growth through Innovation

Duration: 6 hours

Content:

- Innovation-the need
- Preparing for Innovation Culture
- Creative Teams development
- Key Skills for developing Innovation Culture
- Pros n Cons for Innovation Culture
- Sustaining Innovation culture-key strategies
- Leading through Innovation
- Communications and feedbacks
- Case Studies

Program Meant for: *Business Leaders, Leaders*

What will you learn after the programme?

- Learn to apply Innovation as a culture within the organisation
- Learn Strategies for driving Innovation

Methodology Used

Interactive Training, Coaching, Discussion, Presentation, Case Studies

7. Success Mindset Skills Training

a. Success Strategies

Duration: 14 hours

Content:

- Success-your definition
- Are you successful?
- What makes you successful
- Success Strategies- **64 key principles**
- Breakthrough Success
- Overcoming fears and doubts
- Creating Success Mindset

Program Meant for: *Business Leaders, Corporate Leaders, Professionals, College students, executives*

What will you learn after the programme?

- Key Success Strategies to implement in your live to achieve success in all spheres
- Manage failures with resilience

Methodology Used

Interactive Training, Coaching, Discussion, Presentation, Examples

b. Goal Setting

Duration: 3 hours

Content:

- Why are Goals important
- Driving Goals successfully
- Goal setting methodology
- Goal Setting exercise in 5 spheres
- 5 reasons why we do not achieve our goals
- How to survive rejections
- Belief system during goal achievement

Program Meant for: *Business Leaders, Corporate Leaders, Professionals, College students*

What will you learn after the programme?

- Methodology to set goals in all spheres of your life
- Manage rejections gracefully
- Learn to Build a robust belief system for goal achievement

Methodology Used

Interactive Training, Presentation, Stories

8. Neuro-Linguistic Programming in Work sphere

Duration: 3 hours

Content:

- NLP- basic and objective
- Benefits of NLP
- Modalities used in NLP
- NLP and Communication
- How NLP can be utilized to build rapport
- Identify your learning type
- Creating more engagements
- Creating high-performance teams through NLP

Program Meant for: Business Leaders, Corporate Leaders, Professionals

What will you learn after the programme?

- Methodology to use NLP for better communications
- Learn to engage better with your clients
- Learn to enhance the morale of your team through NLP

Methodology Used

Interactive Training, Presentation, Stories, Stories

9. Coaching

a. Business Coaching

Duration: On consultancy work-minimum 3 months

Scope:

- Creating vision for Sales and Marketing Departments with entrepreneur
- Training Sales and Marketing teams on skills effectiveness
- Creating Sales and Marketing Systems
- Brand packaging-positioning statements-advisory
- Strategic management on brands
- Creating robust Marketing plan for brands

Program Meant for: *Business Entrepreneurs*

b. Executive Coaching

Duration: 5 weeks

Scope:

- One-on-One coaching in professional realms
- Empowering you with skills to handle your professional challenges
- Creating more balance and alignment

Program Meant for: *Business Leaders, Corporate Leaders, Professionals*

c. Life Coaching

Duration: 5 weeks

Scope:

- One-on-One coaching in personal realms
- Empowering you with skills to handle your personal challenges
- Creating more balance and alignment

Program Meant for: *Business Leaders, Corporate Leaders, Professionals*