

COMPANY PROFILE



2024



Building and Inspiring your talent for personal & company growth

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About Us



About Imtiyaz



Imtiyaz is a Learning & Consulting solutions provider that was founded by Doddy Ariesta in 2021. They bring a combined 25+ years of various roles in the learning & consulting field, mostly in sales and people development.

Spearheading the initiative, Doddy has hands on experience in multiple companies, crafting learning solutions for more than 50,000 sales people, winning awards for the learning curriculum and gaining multiple certifications along the way. He decided to start a company that can bring even more positive impact to the sales and people development world.

The name Imtiyaz has the meaning of “the mark of distinction and excellence” and that is a value we strive to bring to the table every day.



www.imtiyazlearnings.com



Imtiyaz Learning & Consulting



imtiyazlearnings



Imtiyaz Learnings



0815 17 837 937

OUR FOUNDER & MASTER TRAINER

Doddy Ariesta

Doddy is a **sales practitioner, human resources practitioner, and businessman**, as well as a training master for **Salesmanship, Sales management, and Sales Leadership** training at **Imtiyaz Learning & Consulting**, who has 6 certifications ranging from **sales, soft skills, leadership, training, personality profiling, and human resources** from reputable national and international institutions.

Doddy has worked in a variety of industries for over 22 years, including the **restaurant industry, software and application development, FMCG, Oil and Gas, Pharmacy, Direct Selling, MLM, Automotive, SME, and Start-Up**. **Extensive and in-depth experience** in local, national, and multinational corporations within the **scope of his position roles on a local, national, and global scale**.

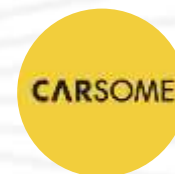
He began his career as a **marketing executive** at a Software & Application Development company, as well as a **professor assistant** at FEB UI, after graduating from the **Faculty of Economics & Business University of Indonesia (FEB UI)**. His career progressed until he was trusted to become **Head of Area, Assistant Manager, Manager, and General Manager**. His previous position before deciding to start a learning consulting firm was **General Manager Learning & Development** at Renault Indonesia.



Companies We Have Helped



Doddy Ariesta has helped and led sales teams to achieve top line and bottom line targets, delivered hundreds of training sessions, designed comprehensive learning curriculums for thousands of sales & business people at these companies:



Our Learning Philosophy

**Mindset on
Personal Growth
& Company Growth**

&

**Easy to
Understand
& Implement**

We try to understand the bigger picture and the role of each training topic in the growth of the participants as well as the organizations as a whole.

Our Master Trainer is very hands-on in conducting Training Need Analysis and has 20+ years growing salesforces to ensure the training becomes a part of a solution not just another training.

We design the learning experience that enables participants to understand and implement the materials using a why-what-how flow.

We use a blend of learning methods, such as concepts, stories, simulation, tools and tailored case studies in order to help participants get the most out of the trainings sessions.

Consulting at Client Sites

PRESENTING THE GTM STRATEGY CONCEPT



KICK OFF THE PROJECT



HRD CONSULTING



MARKETING CONSULTING



SALES CONSULTING



Delivery Methods

SALES TRAINING



LEADERSHIP TRAINING



"Success can be attained through integrity, trust, humility, and discipline."

Delivery Methods

COMPETENCE DELIVERY



GROUP DISCUSSION



ATTENTIVE LEARNERS



FUN LEARNING AMBIENCE



"Our experience has shown that a combination of several delivery methods works more effectively to help ensure our training objectives are met."

Delivery Methods

Pre Training:

- Pre-test

Training:

- Interactive lectures & discussions
- Individual/group projects
- Individual/group presentations
- Role playing
- One on one feedback

Post Training:

- Post-test
- Coaching sessions
- Individual progress report

ENTHUSIAST TRAINER



DYNAMIC ROLE PLAY



GROUP PROJECT



GROUP PRESENTATION



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The Testimonies



**Peter Kropp,
Global Director of The Body Shop Home.**

I'm grateful for what Doddy gave to this program. Doddy is intelligent, knowledgeable, trustworthy and a hard worker. The program was done on a 'shoe-string' budget and took a great deal of ingenuity, creativity and passion to bring it to life. He understand the world of training very well, is a motivational speakers, cares deeply about the member experience and is always willing to adjust and moderate his approach as circumstances dictate.



**Evelyne Klepic,
Country Director of Pampered Chef, France.**

Doddy managed very well the uncertainty and partial lack of resources of a start-up situation. He is a fast learner, knows how to stay calm and focused and get the job done. He is a team player and always attentive to the integration of all other team members. His conceptual and creative competence to create trainings that bring success and motivation were a big support that contributed greatly to the success of Jafra in those 2 years.



**Frans Irawan,
Deputy General Manager of Priskila Prima Makmur (Bellagio).**

Doddy is one of the experienced sales trainers I have ever known, understands internal and market needs, not only theory but practice in the field is very mastering, and is able to build good relationships with salespeople from various positions!





**Yuriski Nasution,
After Sales Director at MG Indonesia.**

Pak Doddy is the best person, good attitude, good a leadership. He know about how to Development the team and sales for sure. He is mastering for theory, practical, understand internal & market need.



**Adi Guntari,
Non Technical Training Senior Specialist at Hyundai Indonesia.**

Pak Doddy is the best expertise in Training Management I have ever know, very practical and easy to understand.



**Arini Tathagathi,
HRGA Manager of Pertamina Training & Consulting.**

Doddy has passion in training and developing people. he already give positive contributions in training materials development and training methods improvement.



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Meet The Expert

OUR FOUNDER & EXPERT

Doddy Ariesta

Doddy is a **sales practitioner, human resources practitioner, and businessman**, as well as a training master for **Salesmanship, Sales management, and Sales Leadership** training at **Imtiyaz Learning & Consulting**, who has 6 certifications ranging from **sales, soft skills, leadership, training, personality profiling, and human resources** from reputable national and international institutions.

Doddy has worked in a variety of industries for over 22 years, including the **restaurant industry, software and application development, FMCG, Oil and Gas, Pharmacy, Direct Selling, MLM, Automotive, SME, and Start-Up**. **Extensive and in-depth experience** in local, national, and multinational corporations within the **scope of his position roles on a local, national, and global scale**.

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Davy Tuilan



Davy is an **automotive expert and professional** with **over 28 years of experience**. He has multi-brand experience with Asian, European, and American automobile manufacturers.

He began his career in the automotive industry as an Area Supervisor and rose through the ranks to become the Domestic Sales Department Head at Toyota Astra Motor. His career as a **C-Level Executive** began with a bang in **2005**, when he joined Ford Motor Company as Sales Director and Marketing Director, following a stint as National Sales Assistant Director at General Motors Autoworld Indonesia.

His outstanding contributions and achievements in the automotive industry have earned him the trust of major brands such as Suzuki, Nissan, and Renault. He was previously employed as the President Director of PT Maxindo Mobil Indonesia and Vice President Sales & Marketing PT Nissan Motor Indonesia

He was appointed as **Chief Operating Officer** of Maxindo **Renault** Indonesia and **Chief Executive Officer** for the **Blimobil** brand, a digital car trading platform brand owned by **PT Nawa Carciege Indonesia**, based on his expertise and knowledge in the automotive industry.

Willi Aulia



Willi has **over 28 years of experience** as a manufacturing expert and professional. He has worked with **Asian, European, and American manufacturers on multiple brands**. In **1996**, he started his career in the automotive industry as a **Logistics Staff** at Wahana Wirawan. **After working in various industries**, his career took off when he was worked as **Assistant Manager of Production Planning** in **2002**. His **General Manager Level** career began with a bang in **2014** at **Nissan Motor Indonesia**. His outstanding contributions and achievements in the automotive industry have earned him the trust of Nissan Motor Indonesia's top management, and he was appointed as **Deputy Plant Director** in **2017**.

Recently, he is still active as **Plant Director** in **French Manufacturing Company**. He expressed his passion to develop people in trainings held at Imtiyaz Learning Consulting and various organizations.



Yuriski Nasution

Yuriski has over 20 years of experience as a technical automotive expert and professional. He has worked with Asian, European, and American manufacturers on multiple brands. In 2001, he started his career in the automotive industry as a Technician at Isuzu Dealer. After working in various industries, his career took off when he was worked as Assistant Manager of Field Quality Improvement in 2012. His General Manager Level career began with a bang in 2022 at MG Indonesia. His outstanding contributions and achievements in the automotive industry have earned him the trust of many automotive companies, such as Ford, Nissan, Carsome, and others.

Recently, He expressed his passion to develop technical people held at Imtiyaz Learning Consulting and various companies.

THE EXPERT



Ryan Maharyadi

Ryan is a professional with **over 13 years of experience** in the **hospitality** and **direct selling** industry, ranging from technical, managerial, and strategic level roles.

Ryan began his career in the hospitality industry as a **receptionist, butler, salesperson, and duty manager after graduating** from **NHI**, one of Bandung's well-known tourism colleges. This early career experience prepared him to launch his career in other industries.

He began his new career in the world of **direct selling** as an **Area Sales Manager** in **2013**, and his career skyrocketed to become **Regional Sales Manager to GM Sales & Business Development** at **Jafra Cosmetics Indonesia**. This position advanced his career even further, and he was hired as **Director of Sales and Marketing** by a **large Indonesian corporation**.

Apart from actively launching his own business, he now frequently shares knowledge and trains in a variety of companies and organizations.



Dini Mufidah

Dini has over 20 years of experience in management, education, and microfinance. She founded and led **Al Ishlah Elementary School in Gorontalo.** She is still active as a **National Facilitator of BPOM** and in **developing women** to improve their economic prosperity. She also serves on the **supervisory board of the local Primary Cooperation** and **Business Owner of Kedai Uli Mufidah, PT Uli Mufidah Nusantara.**

She graduated from the **Institut Pertanian Bogor** with a **Bachelor's degree** in 2002. She is a **BPOM Certified National Facilitator, Certified UMKM Mentor, and Instructor of UMKM's BPOM Good Manufacturing Practice.** She is also **actively involved** in the **development and implementation** of ideas and concepts related to **microfinance management for women.**



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PROGRAMS

Our Learning Philosophy

**Mindset on
Personal Growth
&
Company Growth**

&

**Easy to
Understand
&
Implement**

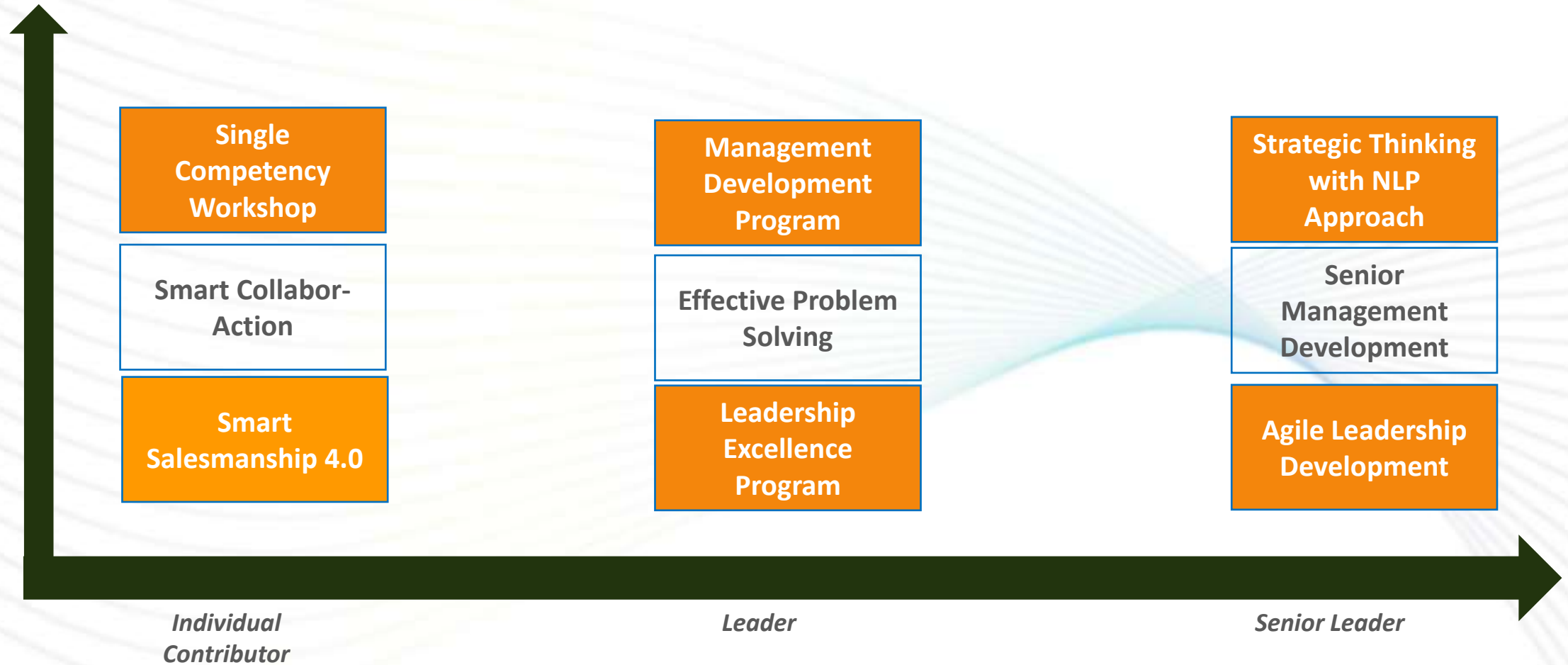
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We use a blend of learning methods, such as concepts, stories, simulation, tools and tailored case studies in order to help participants get the most out of the trainings sessions.

Learning Journey Curriculum Design



ENGLISH



2 DAYS WORKSHOP

SMART SALESMANSHIP 4.0

For Sales Professional

FLOW SMART SALESMANSHIP 4.0

**Pre- Assessment
& Pre Test**



**2 Days
Workshop**



**e-Learning
Management
System**



**Post Training
Evaluation**

SMART SALESMANSHIP 4.0 WORKSHOP *for Sales Professional*



In today's commercial world, where the **Industry 4.0 ecosystem** is a **new industrial revolution** in the **twenty-first century**, **salesmanship capabilities** that are **increasingly complicated** and **far more innovative than in earlier eras** are required. This requirements a **sales professional's intelligence** and **agility** in driving one's own abilities to continue to be productive as well as constantly adapt to keep up with current trends.

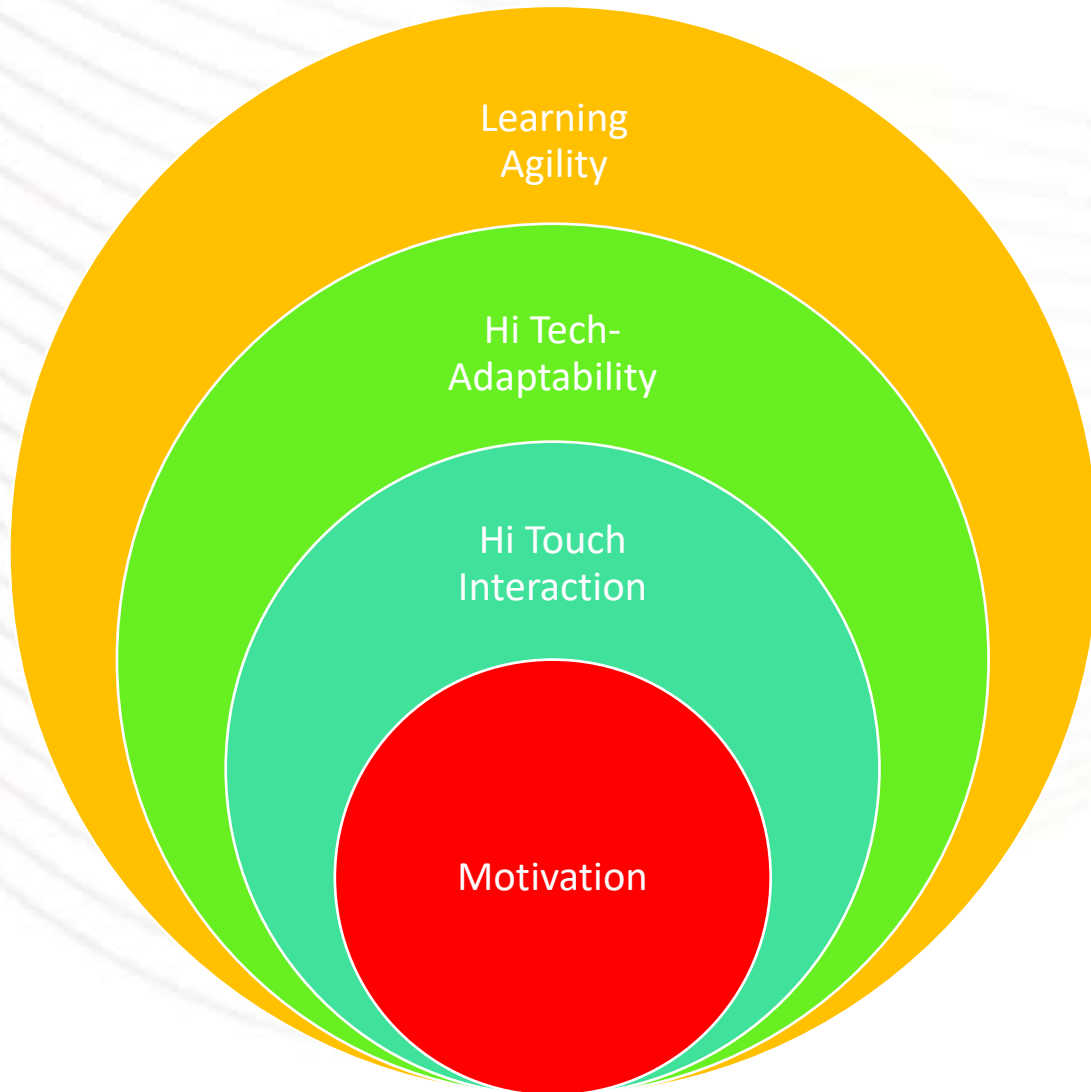
As a **result**, the **sales professional** is **not only self-motivated**, but he also constantly **hones his abilities** and adapts to **quick changes**, particularly **technological innovations** in our century. This is due to the fact that those who are unable to adjust to these changes will be crushed by the wheel of time.

Imtiyaz Learning & Consulting strives to provide the finest quality training for each of our clients, forming sales professionals who are self-motivated, proficient, versatile, and ready for advancement.

Competency to be covered :

- Communication
- Collaboration
- Learning Agility
- Self Management
- Result Orientation

SMART SALESMANSHIP 4.0 WORKSHOP *for Sales Professional*



The Smart Salesmanship 4.0 Workshop aims to **build internal drive** in participants **independent of professional and personal objectives**.

Furthermore, **initiating changes** in terms of **participants' adaptability** in **adjusting themselves and their sales methods** to assist their sales performance using **all useful resources and application software**.

In addition, we provide participants with **technical capabilities** for **applying the most recent artificial intelligence technologies** to **boost their sales achievements**.

Participants **not only learned** how to use **cutting-edge technology**, but they also **improved their ability to connect with customers**.

As a result, a **high-tech, high-touch strategy improves sales performance**.

SMART SALESMANSHIP 4.0 WORKSHOP *for Sales Professional*



In this **2-days SMART SALESMANSHIP WORKSHOP 4.0**, we will boost participants' motivation and potential within themselves while honing their interpersonal and managerial skills. Topics that will be discussed in this workshop include:

MOTIVATION

1. Get to know **self-motivation** with **3 Meta Motivation Programs**.
2. **Align Goals** of personal interests with **company goals S.M.A.R.T.-/y**.
3. **Defining** and **chunking down** career and **life goals**.
4. Increase **self-motivation** with **Self Hypnosis**.
5. **Maximizing the learning curve's** career journey.
6. Use the **1/3 law of self-sharpening** to improve yourself.

HI-TOUCH INTERACTION

1. **Opening conversation** with prospect on high trust.
2. Establish **powerful trust during closing**.
3. **Reading the gesture of customer**.
4. **Developing personal connections** with customers in order to communicate and collaborate with them.
5. **Maintaining lifelong trust** through the customer journey.

SMART SALESMANSHIP 4.0 WORKSHOP *for Sales Professional*



HI-TECH ADAPTABILITY

1. **Understanding prospects by comprehensive buyer profiling.**
2. **Customer purchasing power analysis.**
3. **Smart canvassing technique 4.0.**
4. **Enhancing copywriting technique.**
5. **Writing fluently and advance of business offerings.**
6. **Geo and socio mapping technique.**
7. **Technique for digital listing.**
8. **Customer visualization technique.**
9. **Technique for business-to-business.**
10. **Maximizing artificial intelligence to its full potential for sales success.**

SMART SALESMANSHIP 4.0 WORKSHOP *for Sales Professional*



The Learning Objectives for Participants is

1. Capable to **recognize and improve** their **own drives independently**.
2. Capable of **defining career interests** and **aligning them with company goals**.
3. Capable of **understanding prospects and customers, communicating and cooperating efficiently**.
4. Capable of **constantly and independently sharpening oneself**.
5. Capable of **forming solid relationships and trust** in one another.
6. Capable of **boosting your sales success by harnessing your potential**.
7. Capable of **utilize cutting-edge technologies to boost sales success**.
8. Capable of **learn multiple strategies** for achieving **sales success that blend high touch and high tech**.

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
| ■ Interactive Discussion | ■ Group Presentation |
| ■ Interactive Quiz | ■ Group Dynamics |
| ■ Case Studies | ■ Simulations |



ENGLISH



2 DAYS WORKSHOP

SMART COLLABOR-ACTION WORKSHOP

For Professional Level

SMART COLLABOR-ACTION WORKSHOP *for Professional Level*



ENGLISH

In this Industry 4.0 era, **every employee** must be more professional. The demands of the times are so great, and the **changes** are fast and **often unanticipated**. A professional employee must be able to **raise his motivation to a higher level**, as well as **constantly refine his skills** while **expanding his knowledge** and **broadening his perspectives**.

He must be able to **control himself in terms of motivation, work, self-improvement, and time management**. He must also be a **communicative and collaborative individual**. He must be able to **articulate his views and ideas clearly**, as well as **execute them professionally and effectively**, even **exceeding expectations**.

As a result, Imtiyaz Learning Consulting is here to bridge the skill gap and improve it even further in our training product, **SMART COLLABOR-ACTION WORKSHOP**.

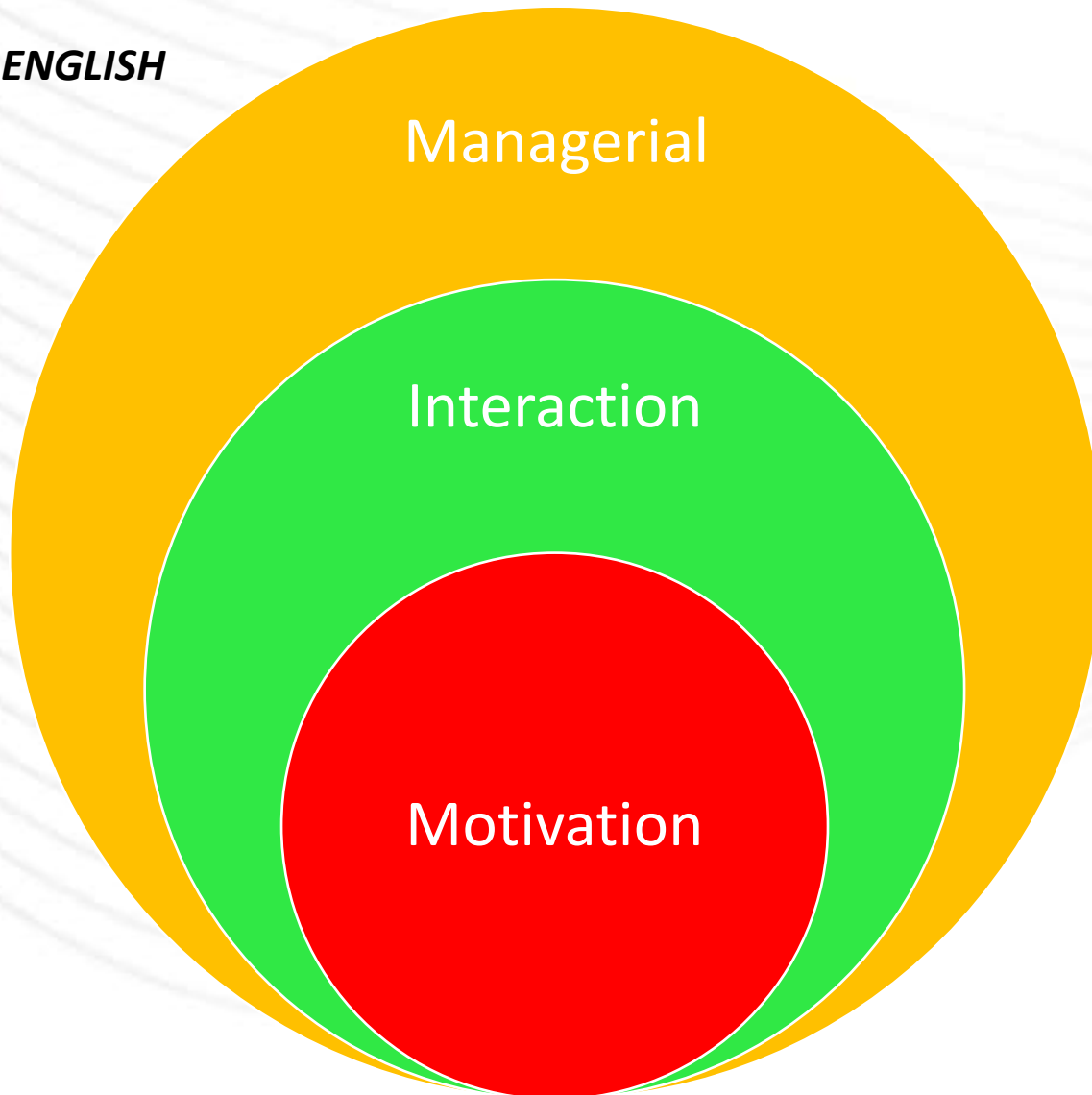
Competency to be covered :

- Communication
- Collaboration
- Learning Agility
- Self Management
- Result Orientation

SMART COLLABOR-ACTION WORKSHOP *for Professional Level*



ENGLISH



We aim to enhance the **participants' motivation** and **potential within** themselves while **sharpening their interpersonal** and **managerial skills** throughout this two-days SMART COLLABOR-ACTION WORKSHOP.

We will begin this class with the fundamentals, namely **Motivation**, followed by **Soft Skills**, and concluded with **Managerial Skills**.

First, **methods for improving** and **honing** each employee's **self-motivation** so that they might **become exceptional** and **professional persons** on their own.

Then, we will improve **employees' interaction abilities**, including **how they empathize, recognize others, communicate, and collaborate effectively**.

Finally, with **proper self-, time-, and task-management skills**, we will perfect the **outstanding and professional personality**.

SMART COLLABOR-ACTION WORKSHOP *for Professional Level*



ENGLISH

In this 2-day SMART COLLABOR-ACTION WORKSHOP, we will boost participants' motivation and potential within themselves while honing their interpersonal and managerial skills.

Topics that will be discussed in this workshop include:

1. Get to know **self-motivation** with **3 Meta Motivation Programs**.
2. **Align Goals** of personal interests with **company goals S.M.A.R.T.-/y**.
3. **Defining** and **chunking down career and life goals**.
4. Increase **self-motivation** with **Self Hypnosis**.
5. **Building interpersonal relationships** in **communicating** and **collaborating**.
6. Perform a **Self Task Diagnosis** to determine your own **level of proficiency in carrying out tasks**.
7. **Time management** must be precise, prioritized, and proportional.
8. **Tasks** should be **managed** intelligently and successfully.
9. **Maximizing the learning curve's** career journey.
10. Use the **1/3 law of self-sharpening** to improve yourself.

SMART COLLABOR-ACTION WORKSHOP *for Professional Level*



ENGLISH

The Learning Objective is : for Participants

1. Capable to **recognize and improve** their **own drives independently**.
2. Capable of **defining career interests** and **aligning them with company goals**.
3. Capable of **understanding others, communicating** and **cooperating efficiently**.
4. Capable of **analyzing their degree of proficiency** in a task **with the aim to execute optimally**.
5. Capable of **managing time** efficiently and successfully.
6. Capable of **task management**.
7. Capable of **constantly and independently sharpening oneself**.
8. Capable of **producing exceptional work results**.

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
| ■ Interactive Discussion | ■ Group Presentation |
| ■ Interactive Quiz | ■ Group Dynamics |
| ■ Case Studies | ■ Simulations |

2 DAYS WORKSHOP

EFFECTIVE PROBLEM SOLVING

For Leader Level



EFFECTIVE PROBLEM SOLVING *for Leader Level*



Learning Objectives :

1. Learn the fundamentals of problem solving and decision making.
2. Learn about the many various types of 7 MP/QC problem-solving tools.
3. Learn the 8 steps of Effective Problem Solving (EPS).
4. Understand how the 8 EPS phases are implemented in various scenarios within the company's operations.

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
| ■ Interactive Discussion | ■ Group Presentation |
| ■ Interactive Quiz | ■ Group Dynamics |
| ■ Case Studies | ■ Simulations |

EFFECTIVE PROBLEM SOLVING *for Leader Level*



In this 2-days *EFFECTIVE PROBLEM SOLVING WORKSHOP*, Topics that will be discussed in this workshop include:

- Problem Solving and Decision Making Fundamentals
- Learn the fundamentals of problem solving and decision making.
- Decision-making authority.
- The role of staff in problem solving.
- The role of superiors in problem solving.
- Understanding Problem Solving Instruments.
- 8 Steps Effective Problem Solving (EPS) :
 1. Clarification of the problem;
 2. Breakdown of the problem;
 3. Setting of targets;
 4. Root Cause Analysis;
 5. Creation of countermeasures;
 6. Thorough observation of countermeasures;
 7. Evaluation of results and process;
 8. Standardization of successful processes.
- **An overview of seven MP tools:**
 1. Stratification Graph,
 2. Pareto Diagram,
 3. Histogram,
 4. Fishbone Diagram,
 5. Affinity Diagram,
 6. Interrelationship Diagram,
 7. Tree Diagram,
 8. Matrix Diagram,
 9. Prioritization Matrix,
 10. Process Decision Program Chart,
 11. Arrow Diagram.



2 DAYS WORKSHOP

AGILE LEADERSHIP DEVELOPMENT PROGRAM

For Senior Leader Level

AGILE LEADERSHIP DEVELOPMENT PROGRAM



Leadership is the most critical aspect of running a business in the Industry 4.0 age. Leadership is challenging to replicate with artificial intelligence. This expertise will never be superseded by artificial intelligence based solely on historical data. Meanwhile, leadership is highly dynamic and emotionally involved.

To lead an organization, qualified leadership qualities are required. Differences in technology and disruption among generations are significant factors to consider when leading. Leadership gaps are also caused by generational cultural differences. In terms of leadership styles, generational expectations can differ.

In this Agile Leadership Development Program, we will learn from one another how to lead our teams more agilely, with clear, objective, transparent, and humanistic goals and direction.

Subjects Covered :

- Agile Leadership 4.0
- Leading The Youth Generation
- 4 Agile Leadership Style
- Giving Effective Feedback
- Performance Coaching
- Unleashed the Motivation
- Pacing – Leading
- Objective Evaluation
- Effective Delegation
- Counseling/Supporting
- Directing with Inspiration

AGILE LEADERSHIP DEVELOPMENT PROGRAM



1. Understand the Agile Leadership 4.0 concept.
2. Understanding the challenges of leadership in the face of generational gaps.
3. Discover the different characters in each generation.
4. Learn how to assess the maturity level of team members from multiple generations.
5. Understand how to demonstrate the four leadership styles to each team member in an effective and agile approach.
6. Learn how to inspire others to lead.
7. Understand how to carry out performance coaching and counseling with team members.
8. Learn how to give both positive and negative feedback.

Learning Method :

- Interactive Facilitation
- Interactive Discussion
- Interactive Quiz
- Case Studies
- Group Discussion
- Group Presentation
- Group Dynamics
- Simulations

2 DAYS WORKSHOP



SENIOR MANAGEMENT DEVELOPMENT PROGRAM

For Senior Leader Level



SENIOR MANAGEMENT DEVELOPMENT PROGRAM



Managerial abilities include not just the ability to manage projects and time, but also how we carry out tasks flawlessly through the hands of our brilliant and inspired team members. Management is inextricably linked to how we cope with the present VUCA business environment.

Volatility, Uncertainty, Complexity, and Ambiguity serve as the context for Industry 4.0, which is rife with technological upheaval. Rapid change creates both uncertainty and opportunities. It is necessary to be equipped to observe a problem from many angles and even in different time frames.

In this workshop, we provide expertise on management in the VUCA era, in addition to management tools that are simple to comprehend and reliable. Apart from the 8 Steps for Effective Problem Solving, we provide top executives the Keppner Tregue Decision Making Method. As consequently, Top Leaders are fully prepared to run an organization.

Subjects Covered :

- VUCA Business Context
- Industry 4.0 Characteristic
- TOWS Matrix Analysis
- Strategic Formulation
- Effective Goal Setting
- Chunking the “Big Elephant”
- 8 Steps of Effective Problem Solving
- 4 Rational Thinking Process of Keppner Tregue Method
- Decision Making with 3 Time Frame

SENIOR MANAGEMENT DEVELOPMENT PROGRAM



Learning Objectives :

1. Understand the VUCA business environment.
2. Understanding Industry 4.0.
3. Understand methods to utilize TOWS Matrix analysis.
4. Understand the process for crafting the corporate strategy.
5. Chunking the Big Elephant strategy.
6. Understand how to implement the eight steps of Effective Problem Solving (EPS).
7. Applying the Keppner-Tregue Method, comprehend the four steps of the Rationale Thinking Process.

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
| ■ Interactive Discussion | ■ Group Presentation |
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LEADERSHIP EXCELLENCE PROGRAM

For Leader Level

LEADERSHIP EXCELLENCE PROGRAM



Leadership is the most critical aspect of running a business in the Industry 4.0 age. Leadership is challenging to replicate with artificial intelligence. This expertise will never be superseded by artificial intelligence based solely on historical data. Meanwhile, leadership is highly dynamic and emotionally involved.

To lead an organization, qualified leadership qualities are required. Differences in technology and disruption among generations are significant factors to consider when leading. Leadership gaps are also caused by generational cultural differences. In terms of leadership styles, generational expectations can differ.

In this Leadership Excellence Program, we will learn from one another how to lead our teams more agilely, with clear, objective, transparent, and humanistic goals and direction.

Subjects Covered :

- Agile Leadership 4.0
- 4 Agile Leadership Style
- Giving Effective Feedback
- Performance Coaching
- Objective Evaluation
- Effective Delegation
- Supporting
- Counseling
- Directing with Inspiration

LEADERSHIP EXCELLENCE PROGRAM

1. Understand the Agile Leadership 4.0 concept.
2. Learn how to assess the maturity level of team members from multiple generations.
3. Understand how to demonstrate the four leadership styles to each team member in an effective and agile approach.
4. Understand how to inspire others to lead.
5. Understand how to effectively delegate.
6. Understand how to give feedback.

Learning Method :

- Interactive Facilitation
- Interactive Discussion
- Interactive Quiz
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- Simulations

2 DAYS WORKSHOP

STRATEGIC THINKING with NLP APPROACH

For Senior Leader Level

STRATEGIC THINKING with NLP Approach *for Leader Level*



Strategic Thinking Skills are any skills that enable you to use critical thinking to solve complex problems and plan for the future. These skills are essential to accomplish business objectives, overcome obstacles, and address challenges—particularly if they're projected to take weeks, months, or even years to achieve.

Strategic thinking skills include Analytical skills; Communication skills; Problem-solving skills; Planning and management skills.

Neuro Linguistic Programming (NLP) as a set of guiding principles, attitudes and techniques. It can be used remedially to help you get more out of life. It can help to uncover or change whatever is holding you back. It can be used productively to help you make far-reaching positive changes beyond the original problem. NLP also provides the tools to make excellence more easily attainable; because if you are achieving excellence yourself it can be modeled, developed and used to teach others.

NLP can give more benefit to Sales and Business, such as Interaction with leading-edge technology, Increased productivity and motivation, Enhanced negotiation, presentation skills and influence, and Achievement of personal and professional goals.

Subjects Covered :

- | | | |
|--------------------------|----------------------------|----------------------------|
| ■ Strategic Mind Setting | ■ Strategic Implementation | ■ Leading Change |
| ■ Strategic Diagnostic | ■ Strategic Engagement | ■ Current to Desired State |
| ■ Strategic Analysis | ■ Pacing - Leading | ■ Reframing |
| ■ Strategic Formulation | ■ Chunking | |

STRATEGIC THINKING with NLP Approach *for Leader Level*



Learning Objectives are Participants

1. Understand the ***Strategic Thinking Concept with Neuro Linguistic Programming (NLP) Approach.***
2. Understand **NLP concept** that inspired **Smooth & Continous Strategic Thinking Process.**
3. Understand importance of ***Installing the Confidence Mindset*** in Strategic Thinking.
4. Understand importance of ***Reframing*** the Situation and Condition of the Business.
5. Understand ***Current State to the Desired State of the Company*** in Strategic Thinking.
6. Understand importance of ***Hovering Over*** Internal and External Condition of the company.
7. Understand importance of ***Chunking the Strategy.***
8. Understand importance of ***Pacing-Leading the Strategy Smoothly.***

Learning Method :

Interactive Facilitation

Interactive Discussion

Interactive Quiz

Case Studies

Group Discussion

Group Presentation

Group Dynamics

Simulations

ENGLISH



ONE DAY WORKSHOP

EMPHATIC & EFFECTIVE COMMUNICATION

SINGLE COMPETENCY WORKSHOP

For Professional Level



EMPHATIC & EFFECTIVE COMMUNICATION *for Professional Level*



Description:

Communication in the business sector, particularly inter-departmental and intra-departmental communication, requires not only effective but also empathic abilities.

The Learning Objective is for Participants

1. Understand Basic Theory of Communication.
2. Understand the communication is not just exchanging words and ideas.
3. Understand the 3 Vs in Effective Communication.
4. Understand how to build rapport and trust in communicating with others.
5. Capable of understanding others, communicating and cooperating efficiently.

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
| ■ Interactive Discussion | ■ Group Presentation |
| ■ Interactive Quiz | ■ Group Dynamics |
| ■ Case Studies | ■ Simulations |

ENGLISH



ONE DAY WORKSHOP

SYNERGY & COLLABOR-ACTION WORKSHOP

SINGLE COMPETENCY WORKSHOP

For Professional Level



SYNERGY & COLLABOR-ACTION WORKSHOP *for Professional Level*



Description:

Collaboration within the organization is essential. Because members of the firm rely on one another to accomplish the company's objectives. Building strong connections, as well as synergizing and moving as an effective team, is vital today.

The Learning Objective is for Participants

1. Understand how to build relationship in collaborating with others.
2. Understand his/her own's abilities to synergize with others.
3. Understand about interdependency and reciprocal relationship with others.
4. Capable of understanding others, communicating and cooperating efficiently.
5. Understand the T.E.A.M. (Together Everyone Achieves More) Concept

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
| ■ Interactive Discussion | ■ Group Presentation |
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| ■ Case Studies | ■ Simulations |

ENGLISH



ONE DAY WORKSHOP

UNLEASHING YOUR LEARNING AGILITY

SINGLE COMPETENCY WORKSHOP

For Professional Level

UNLEASHED YOUR LEARNING AGILITY *for Professional Level*



Description:

Learning agility is critical in circumstances and business environments that change rapidly and unforeseen. Professionals need to adapt their learning approach to keep up with technological disruption. For them to keep up with the rapidly evolving times, professionals need to encourage themselves autonomously. Not only skills and knowledge need to be cultivated, but so are professional networks.

The Learning Objective is for Participants

1. Understand the objective of own's career.
2. Understand the concept of V.U.C.A. (Vulnerability, Uncertainty, Complexity, Ambiguity) disruptive era
3. Understand how to motivate themselves by 3 Meta Program Motivation.
4. Understand the need to advance their skills, insights, and professional network.
5. Understand the Accelerate Learning Curve Concept in digital era.

Learning Method :

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|--------------------------|--------------------|
| Interactive Facilitation | Group Discussion |
| Interactive Discussion | Group Presentation |
| Interactive Quiz | Group Dynamics |
| Case Studies | Simulations |

ENGLISH



ONE DAY WORKSHOP



5 PILLARS OF SELF MANAGEMENT

SINGLE COMPETENCY WORKSHOP

For Professional Level

5 WAYS PILLARS OF SELF MANAGEMENT *for Professional Level*



Description:

A professional employee manages himself in five ways: he manages his motivation to ensure he is always at a high level, he manages his job responsibilities effectively and efficiently, he manages his time carefully, he manages his pursuit of knowledge so that he is constantly ahead of the date, and he performs renovations and innovations in all of his tasks.

The Learning Objective is for Participants

1. Understand how to manage his/her mood and motivation.
2. Understand how to manage his job responsibilities.
3. Understand how to manage time carefully.
4. Understand the need to develop his/her knowledge.
5. Understand the importance of innovation and renovation in conducting his/her tasks.

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
| ■ Interactive Discussion | ■ Group Presentation |
| ■ Interactive Quiz | ■ Group Dynamics |
| ■ Case Studies | ■ Simulations |

ENGLISH



ONE DAY WORKSHOP

PURSUING YOUR GOALS

For Professional Level



PURSUING YOUR GOALS *for Professional Level*



Description:

A professional employee must be driven by outcomes. This will ensure that people constantly attain their goals in every task. He must be able to balance personal and business objectives while applying to S.M.A.R.T. He additionally needs to constantly plan and examine his task with attention.

The Learning Objective is for Participants

1. Understand how to unleashed the driven within.
2. Understand how to align and balance work and life.
3. Understand how to implement S.M.A.R.T. Goal concept.
4. Understand how to implement P.D.C.A. concept in rejuvenating the task.
5. Understand how to plan the project effective and efficient.

Learning Method :

- | | |
|----------------------------|----------------------|
| ■ Interactive Facilitation | ■ Group Discussion |
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5

The Investments

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