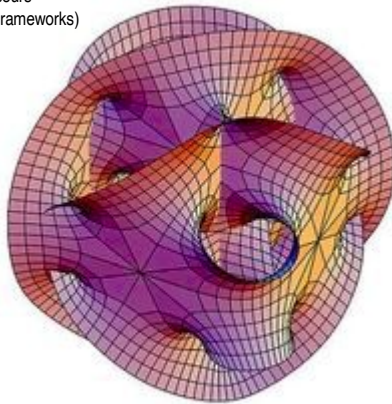


Development-based Transformations are multi-dimensional challenges faced by modern HR. To be successful, they need to work out a balanced portfolio among the complex scenarios.

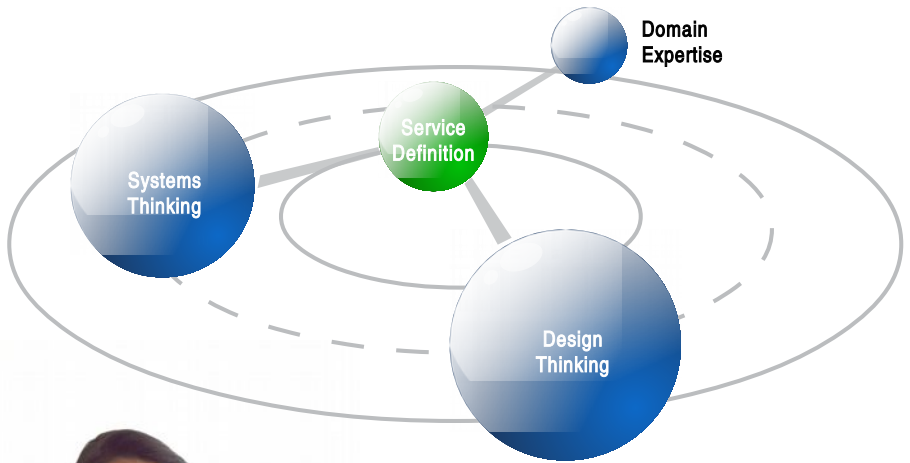
Consulting Connoisseurs use an integrated framework that helps chart and optimize the solutions to various parameters including:

- Objectives of the Program
- Training Need Assessment Results
- Preferred Modes of Delivery
- Outcome Control Systems
- Budgets of Clients
- Algorithmic Methods of Content Finalization
- Pedagogic Expectations
- Long-Term as well as Short-Term Impact Projections

Example of our Analytical Tool to Optimize Multiple Parameters to Maximize Program Value
(Based on the Consulting Connoisseurs' Design Thinking and Systems Thinking Frameworks)



Our Unique Philosophy



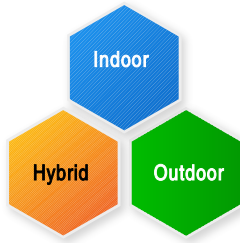
As Simple As It Gets!

All our Programs use the Latest Tools in **Systems Thinking** and **Design Thinking** to identify the Contents, design the Delivery and secure the Effectiveness of our Programs.

In other words, they are Top Notch Programs in their Faculties.

Our Specialty

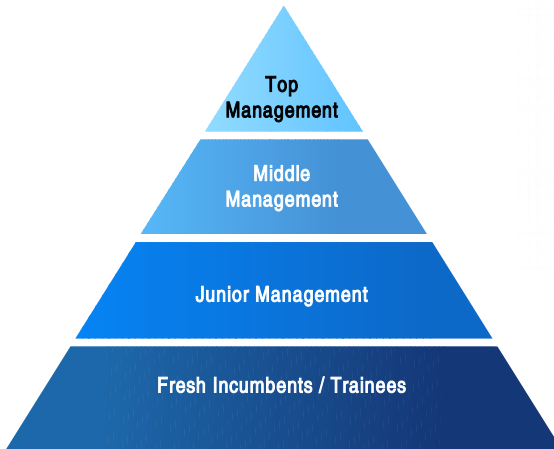
Modes



Faculties



Target Segment



The Training Pyramidal Grid

The Training Pyramidal Model ensures that there are the right programs for every management need. It optimizes the three parameters of Mode, Faculty and the Target Segment.

Our process of engagement involves a meticulous mapping of requirements at the client end, and then, charting out the right solution for each of these area.

Our clients benefit from the multi-perspective approach that is applied at Consulting Connoisseurs. This approach provides a strong delivery model that helps clients realize value at an early stage.

Our programs are across the corporate pyramid grid. You might choose individual programs or bundled services. We normally work on an RoI model for the client.



The Training Pyramidal Grid

We live in a complex, dynamic world where everything is connected to everything else



We need better approaches to study, understand and manage complexity

- Design Thinking
- Systems Thinking
- Six Thinking Hats
- Lateral Thinking using TRIZ
- Thunks Approach to Modern Thinking
- Neuro-Linguistic Programming
- Systems Methodology using Spiritual Theory

These programs are typically one-day workshops that help managers understand new approaches to thinking. They are conducted in controlled environments and are usually preferred to be done at an outdoor location.

Ideally suited for managers and leaders who are facing challenging tasks / times or those who are in critical strategic projects, these programs are specifically tailored at bringing in new tools and techniques where they are trained to see beyond the obvious. Also popular programs for high performing organizations where the overall management team is to be strengthened.

Illustrative Examples of Program Themes: Latest Thinking



- Communication for Managers
- Image Management
- Personal Brand Building
- Newly Promoted to a Manager: Making it Happen
- Corporate Orientation for New Hires
- How-to-Interview: for Managers
- The Power of Motivation
- Team Building
- Decision Making Skills
- Negotiation Skills
- Ethics Management
- Humor and Rhetoric for Employees, etc.

Illustrative Examples of Program Themes: Soft Skills



- Leaders Mentor while Managers Coach
- Vision, Mission and Values
- From Manager to Leader
- Strategy and Business Planning
- Disruptive Value Creation
- Balancing Personal Auras for Better Leadership
- Humor and Rhetoric for Leaders
- Basic Leadership Skills
- Getting Ahead of the Crowd: Implementing New Generation Initiatives
- Charisma... the Change Element
- NLP in Leadership
- Systems Thinking for Leaders, etc.

These programs are meant for various segments starting from (a)Top Management personnel, (b)Transitioning personnel who are moving from senior management to leadership roles and (c)Employees who are just marked for leadership profiles.

Most of these programs are preferred to be conducted using the offsite mode of delivery. However, hybrid models work as well.

Illustrative Examples of Program Themes: Leadership Skills



- Business Planning and Strategy
- Public Private Partnerships
- Project Management
- Supply Chain Management
- Procurement
- Operational Profitability Management
- Human Resource Management

These programs are meant for companies that are looking at **modern approaches and techniques** in the various areas of management.

They are for core management functions.

Illustrative Examples of Program Themes: Management Skills

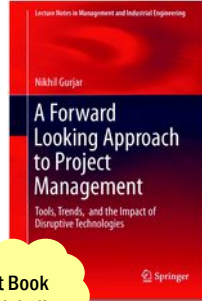


Specialized Skills

- Modeling and Simulations in Management
- Business Analytics
- Digital Marketing and Metrics
- Certification Programs for Project Management and Supply Chain Management
- Train-the-Trainer Programs
- TRIZ for Modern Leaders
- Intellectual Property Management
- Process Mapping and Modeling
- Cyber Security
- IT Forensics

These programs are highly specialized faculties for experts in the respective areas. They are designed for managers and employees of departments that act and perform as independent centres of excellence within organizations.

**Illustrative Examples of Program Themes:
Specialized Skills**



His Recent Book
Released Globally

Rtn N. S. Gurjar
Lead Trainer

N. S. Gurjar is the President of Consulting Connoisseurs, a management consulting firm based out of Mumbai. He is a BTech in Mechanical Engineering from IIT Bombay, a gold medallist MBA from NITIE, Bombay and a first class Master's level Degree Holder in Intellectual Property Law from WIPO, Geneva and UniSA, Pretoria. He has won many national honours and awards.

Mr. Gurjar is a pioneer in the field of modeling and simulation-based management consulting in India and a globally renowned trainer. His experience has spanned across the geographies of the United States, Europe (including Germany, France, Netherlands and Italy) and India.

Mr. Gurjar is an empaneled consultant on several government projects. His passion for training has seen him develop programs for CII and also the Warwick Manufacturing Group, University of Warwick, UK. In addition he has also conducted several development activities for agencies like IIT, VIT, PPMAI, etc. in various areas and each of his programs have received overwhelming response. Mr. Gurjar has also been a guest faculty at NITIE, a leading B-School in India. He is also associated visiting faculty at SP Jain School of Global Management at their Dubai, Mumbai and Singapore campuses.



Sruthi
Trainer

Sruthi is a MBA + Engineering (Biotechnology) professional with experience in the Pharma Consulting industry. She has varied skills in knowledge management and process evaluation including client projects in the knowledge areas of Business Development, Opportunity Assessments, Therapeutic Area Assessment, KOL Identification, Fair Market Value Analysis and Competitive Intelligence for the pharma domain and priority/health care industries.

She has been trained on process mapping, design thinking and systems thinking at Consulting Connoisseurs and is currently focused on the human elements in processes and systems and works from KSA.

Sruthi is a certified Six- Sigma Green Belt, and has additional certifications in Quality Management Systems from the Amity University British Standard Institutions. She has also completed two interesting courses (a) English and Communication Skills Course from the Amity Institute of English Studies and Research, and (b) Behavioral Science Course from Amity Institute of Psychology and Allied Sciences. She has also published in the Croatian Medical Journal. She has been a member of the Society for Human Resource Management.

Sruthi specializes in soft skills and management thinking areas and handles a variety of other specialized areas in systems thinking and design thinking programs.



Akshata
Senior Trainer

Akshata is a Corporate Trainer and Personal Brand Coach. She brings with her more than 22 investment years where she has worked with large to very large corporates in various assignments ranging from Sales & Business Development, Marketing Services, Product Promotion, Brand Building, Customer Service, Training and Team Building. She has conducted numerous training programs and Leadership Development Programs for corporates and professional bodies. Her forte is in personal excellence programs which focus on holistic growth of individuals and help them unleashing their hidden potential.

Akshata has been instrumental in the makeover of many students & professionals in mentoring them achieve their personal & professional goals. Her specialization as certified Neuro-Linguistic professional has helped many aspiring candidates to hone their soft skills and presentation techniques. She does personal consultation for individuals, entrepreneurs, doctors and upcoming TV personalities and helps them in crafting their personal brand.

Akshata is a commerce graduate with a MBA in Marketing and HR from Symbiosis Pune. She has been in the corporate world with companies like Reliance, Parasrampuria and The Shri Ram Group. She has handled management responsibilities in the branding and the customer support functions as well.

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Consulting Connoisseurs

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