

Enhancing Organizational “Leadership”

(3.5 Hours of expert learning)

Management Level VPs, GMs, Directors, C Level	Relevant Years of Experience 15+ Years	Skill Compatibility Advanced Level Leadership & Management Skills	Competency Highlights Conflict Resolution, Operational Excellence, Project Management
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Competencies	Courses	Learning Outcome	Performance Level	Duration
Managing Change, Integrated Talent Management	Building Blocks for Effective Organizations	Innovation and accountability; Learning through crisis; Building a learning organization; Investing in employee training; Qualities to look for while hiring; Challenges in finding qualified people	Understanding the essentials of building an effective organization	35 Minutes
Developing Leadership, Employees Growth	Developing Organizations as Prosperity Centers	Principles of prosperity; Accountable versus non-accountable employees; Using emotional intelligence as a powerful tool; Hiring top-notch performers; Values in high performance; Calculating employee ROI	Understanding the basics to facilitate high performance	35 Minutes
Leadership, Resource management & Planning	Strategically Managing Large Organizations	Successful management; Organizations dealing with globalization; Global inclusion; Mentoring as a tool to improve employee engagement; Importance of transparency; Contingency planning; Customer centricity; Improving corporate collaboration; Balancing career and family	Successfully managing the organization vis-à-vis business goals	40 Minutes
Change Management, Implementing Strategies, Engaging Employees	Leading Change Management in a Growing Organization	Leadership engagement and people accountability; Championing the change; Reasons for resistance; Leadership approach to engaging employees; Mistakes to avoid during implementation; Implementing large-scale changes; Measuring the impact	Evaluate the importance of change management	40 Minutes
Strategic Thinking, Facilitative Leadership	Building a High Performance Organization	Are leaders born or made; Key elements of the triangle strategy; Setting up effective goals; Finding the best performers; Role of a leader; Learning to delegate; Developing team collaboration; Motivating employees	Enhance organizational leadership	25 Minutes



Afri Riazi
CIO - United Nations



Ranjay Gulati
Professor - Harvard University



Michael Tull
Adjunct Faculty - NYU

And more experts

Leadership Skills For “New Managers”

(4.5 Hours of expert learning)

Management Level

New Managers

Relevant Years of Experience

5 – 10 Years

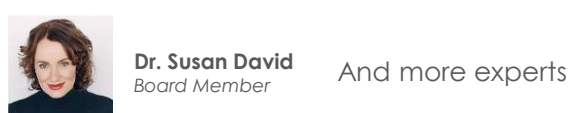
Skill Compatibility

Basic Level Management

Competency Highlights

Goal Setting, Foundational Leadership, Team Management

Competencies	Courses	Learning Outcome	Performance Level	Duration
Building Foundational Leadership, Motivating Others	Fundamentals of Leadership	Leadership development; Core values & management skills; Setting leaders apart; Motivating & engaging employees; Creating high performance team; Encouraging business experimentation & risk taking	Build, engage and motivate your team through knowledge on the fundamentals of leadership	40 Minutes
Leadership Skills, Team Management & Employee Engagement	Growing from a Manager to a Leader	Imbibing leadership qualities that inspire employees to “willingly follow”; Learning how to build teams into a cohesive unit; Making hard decisions with the right information; Servant leadership model and its effectiveness	Build operational excellence through right management and planning	35 Minutes
Goal Setting Coaching	Engaging Leadership	Leadership needs in today’s world; Developing a mindset for success and utilizing emotional intelligence; How to conduct a meeting; Dealing with employee disengagement; Key to achieving goals and advice for young leaders	Develop an ability to focus on both people and mission simultaneously	25 Minutes
Behavior Modelling, Creating Synergies within Team	Six Steps to Build a High Performance Team	Setting the right milestones and expectations; Ensuring employee motivation; Understanding the culture of excellence; Handling organizational adversities	How to set new goals, Nurture a culture of excellence, Motivation	40 Minutes
Improved Productivity, Activity Management	Skills for Improved Productivity	Five step plan to get things done; Increasing focus and gaining clarity from chaos; Importance of vertical and horizontal action management; Making big decisions; Planning for the organization to get things done	Understand the importance of action management to get things done	35 Minutes
Self Awareness, Self Regulation	Emotional Agility	Emotional agility as an essential tool for team conflict and the downside of current emphasis on personal happiness; Gender differences in how we deal with emotions; The importance of labeling emotions and the negative impact of being on emotional autopilot; Value emotional agility and it’s effect on stress	Dealing with emotions and thoughts in a way that help us reach our potential, Achieving happiness, and Understand how cultural norms control our behavior	65 Minutes



Leadership Development Program For “Legacy Managers”

(4.5 Hours of expert learning)

Operational Level

Relevant Years of Experience

Skill Compatibility

Competency Highlights

Executory Level

10 – 15 Years

Intermediate Level Leadership & Management Skills

Strategic Planning, Goal Setting, Employee Engagement

Competencies	Courses	Learning Outcome	Performance Level	Duration
Leadership, Employee Engagement	The Secret to Bold and Gutsy Leadership	Traits of bold leaders; Introduction to the MOXIE concept; Organizational success; Profitability, Fear in business, Global understanding, Benefits of leading up	Evaluate leadership skills for organizational success	45 Minutes
Strategic Planning, Goal Setting	Cause-Driven Leadership	Defining cause-driven leadership; Inclusion of cultural differences for right leadership; Organizational commitment; Focusing on customer loyalty and growth; Gaining competitive edge	Build on leadership acumen for organizational growth	30 Minutes
Customer Centricity, Engaging Employees	Engaged Leaders	Traits of a great leader; Shift from traditional mentorship; Role of technology; Utilizing technology for effective leadership; Leveraging social media; Leadership impact on market growth; Creating a better customer experience	Know the role of technology for enhanced leadership skills	30 Minutes
Talent Management, Productivity Enhancement	Creating a Winning Workplace for Employees	Identifying the indicators of a winning workplace; Trends changing the workplace; Focusing on employee experience; Importance of physical workspace; Improving workspaces for enhanced productivity; Traits and characteristics of agile leaders; Technology as a productivity enhancer	Implement a winning workplace strategy to enhance productivity	40 Minutes
Culture Development, Organizational Development	Building a Right Learning Culture	Right leadership with a focused vision; Key challenges faced by leaders; Importance of staying relevant; Importance of organizations; Skills sets and changing role of CLO; Hiring right people who are emotionally engaged; Focusing on the right behavior including the ability to be adaptive and flexible	Build learning culture as a leader	55 Minutes
Communication, Interpersonal Skills	Effectively Manage Workplace Communication	Developing knowledge of the workplace communication dynamics; Learning an effective way to communicate for better management; Dealing with emotions at workplace; Transforming conflict and rebuilding self-esteem; Enhancing leadership communication; Digital communication for engagement with virtual teams	Understand the communication dynamics for effective workforce management	50 Minutes



John Baldoni
Best-Selling Author



Peter Senge
Professor - MIT



Mehran Assadi
Chairman - National Life Group

And more experts

Leading a Customer-centric Organization

(4 Hours of expert learning)



Management Level	Relevant Years of Experience	Skill Compatibility	Competency Highlights
Legacy Managers	10 - 18 Years	Advanced Level	Customer Centricity, Customer Service Strategy, Strategic Marketing

Competencies	Courses	Learning Outcome	Duration
Customer Service, Understanding Customer Mindsets, Positioning	Customer-Service Leadership	Learning fundamental rules and laws of customer service, Traits of a good customer service leader, Making customer service part of mission statement	30 Minutes
Social Media Marketing, Engaging Others, Developing Strategy	Continuously Influencing Your Target Customers	6 ways of influencing target customers; Elaborating customer-centricity, Building relationships with the customer base	40 Minutes
Building Collaborative Relationships, Customer Orientation, Results Orientation	Building a Customer-Centric Organization	How to build collaboration with customers, How to keep customer base intact, Ensuring satisfaction among customers through customer orientation and empathy	25 Minutes
Developing Strategy, Involving Technology, Collaborating	Strategic Marketing Management	Understanding the evolution of customers from passive to active; Developing marketing strategies according to customer insights	40 Minutes
Customer Centricity, Engaging Employees, Incorporating Technology	Engaged Leaders	Introduction to changing patterns of leadership; Why effective listening is essential and useful; Need of creating a better customer experience	30 Minutes



Charlene Li
Principal Analyst - Altimeter



Joe Ilvento
CLO - CommVault



Russell Stevens
MIT Media Lab

And more experts



Augmenting Women Leadership Skills

(3.5 Hours of expert learning)

Management Level

Managers, Directors, VPs, GMs, C-Level

Relevant Years of Experience

10+ Years

Skill Compatibility

Intermediate & Advanced Level

Competency Highlights

Women Leadership Challenges, Empowering Women Leaders, Talent Management

Competencies	Courses	Learning Outcome	Duration
Women Leadership, Building a Learning Culture	Women Leadership: Taking the Leap to Leadership	Making of a leader; Attributes of success; Theory of work-life balance; Developing leadership qualities; Governance versus management; Crisis management; Learning from failures; Challenges with women leadership; Continuous learning; Importance of mentors	30 Minutes
Women Leadership, Overcoming Challenges	Women in Leadership	Characteristics of a good leader and personal leadership style; Biggest challenges for women in leadership; Overcoming career challenges; Leading in a crisis; Next generation challenges for women; Qualities to look for while hiring; Women who inspire; Advice for younger women	30 Minutes
Entrepreneurial Orientation, Empowering Women	Lessons from a Fearless Female Entrepreneur	The road to entrepreneurship; Dealing with difficult issues; Fearless in business; System for making decisions; Relying on a management team; Women and workplace apparel; Work-life balance; Learning from failure; Advise for female CEOs	55 Minutes
Goal Setting, Encouraging Others	Engaging Leadership	Leadership needs in today's world; Focusing on people as well as the mission; Building a mindset for success; Emotional intelligence matters; Goal setting, Innovation, Career planning; Enhancing performance	25 Minutes
Talent Management, Building Culture	Diversity and Inclusion for Firms	Growing interest in diversity and inclusion; Difference between stereotyping and unconscious bias; Discrimination and microaggression; Addressing unconscious bias; Building the right ecosystem; Challenges of implementation; Developing women leadership	45 Minutes



Patsy Doerr
Global Head, Corporate Responsibility & Inclusion - Thomson Reuters



Sheila Hooda
Board Member - Omaha Insurance Company



Charlie Fusco
Media Expert

and more experts

Digital Marketing Through “Social Media”



(2.5 hours of expert learning)

Management Level Managers, Sr. Managers, Directors, VPs, Marketing Heads, Entrepreneurs	Relevant Years of Experience 10 - 18 Years	Skill Compatibility Intermediate Level	Competency Highlights Leveraging Social Media, Consumer Insights, Measuring ROI
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Competencies	Courses	Learning Outcome	Duration
Leveraging Social Media, Customer Relationship Management, Marketing Strategy	Essentials of Marketing Management	Gaining recognition in the mind of the consumer through clear brand strategy; Digital competitive analysis; Leveraging social media; Democratization of marketing process	35 Minutes
Developing Strategy, Involving Technology, Collaborating	Strategic Marketing Management	Transformation of customers from passive to active; Consumer insights through social media; Big data influencing marketing strategies	40 Minutes
Engaging Others, Social Media Marketing, Managing Campaigns	Social Media Marketing: Rules of Engagement	Basics of social media marketing; Rules of social media marketing; Power of online communities; Finding the right influencer; Measuring ROI of a social media campaign	35 Minutes
Branding, Social Media skills	Creating Brand Awareness in the Social World	Know-how of business transformation in social age; Innovation in social age; Social media hammer; Blog strategies; Tools for social media strategy; Social media beyond marketing; Social age success stories	35 Minutes



Mark Babbitt
 Author, Entrepreneur & Leadership Mentor



Karen Kang
 CEO - Branding Pays



Russell Stevens
 MIT Media Lab

and more experts

Developing Effective “Sales Skills”

(3 hours of expert learning)

Management Level

Managers, Sr. Managers, Functional Heads, AVPs, DGMs, Entrepreneurs

Relevant Years of Experience

0 -10 Years

Skill Compatibility

Beginners & Intermediate Level

Competency Highlights

Overcoming Sales Barriers, Client Acquisition, Sales Strategy

Competencies	Courses	Learning Outcome	Duration
Selling Skills, Communication Essentials with Customers	Becoming a Super Sales Professional	Traits of a super salesperson; Top 3 selling skills; Understanding customers; Planning customer interaction; Impact of technology on sales; Customer relationship in digital age	35 Minutes
Overcoming Barriers, Client Acquisition, Engaging Customers	Effective Sales Techniques	Building credibility and generating trust; Overcoming barriers; Using right sales tools; Becoming a customer champion	30 Minutes
Involving Technology, Strategy, Monitoring Trends	Dynamic Principles of Marketing	Learn about new age marketing; Using social media; Setting marketing success benchmarks; Resolving conflicts between sales and marketing for a successful business	35 Minutes
Customer Service, Sales Strategy	Leveraging Service to Sell	Sales leadership essentials; Importance of networking in sales; Maximizing opportunities through customer service; Busting marketing strategy myths; Self development	40 Minutes



Joe Ilvento
CLO - CommVault



Ira Neimark
Former CEO - Bergdorf Goodman



Linda Popky
Strategic Marketing Consultant

And more experts