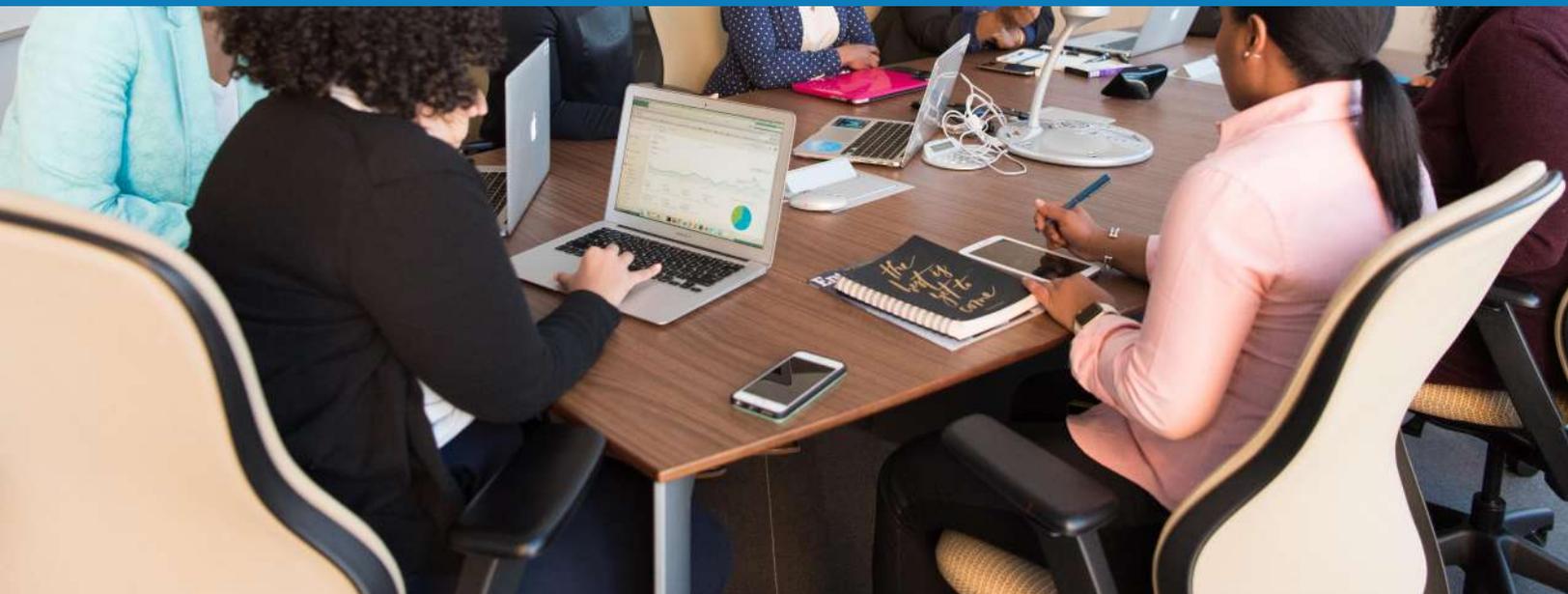




Customised Programs for Organisations

Wowrakesh Business
Academy



Programs for Organizations



DIFFERENTIATOR

Wowrakesh Business Academy Executive Education's custom programs blend scholarly research and practical approaches to address your organization's specific challenges. We see custom programming as a partnership, collaborating to create an effective experience.

DESIGN & DEVELOPMENT

Each custom program is carefully designed to fulfill your organization's specific needs. The process is iterative and comprised of **four steps**:

Step 1 The design and development begins with a needs assessment and contextual analysis of the challenges you are facing.

Step 2 The second phase is a collaborative effort among our faculty members, designated representatives from your organization, and the WBA team. In a highly collaborative, iterative process, the Wowrakesh Business Academy Executive Education team works with you to co-create custom curricula that meld the best ideas of both our faculty and client stakeholders.

Step 3 Design teams from your organization and WBA Executive Education then meet to determine the program's structure which includes content and session structure such as case studies, simulations, and materials.

Step 4 After delivering the program, an evaluation and refinement process takes place in order to make the necessary adjustments for the next iteration.

FORMATS

In light of the current pandemic, our programs for organizations are fully virtual, offering the same interactivity and high-touch learning environment you would experience in person.



Flexible schedules, providing you with broad access to our Wowrakesh Business Academy faculty bench.



No travel constraints, allowing you to optimize networking opportunities for your leaders across the globe.



Virtual breakout rooms that create intimate settings for peer learning and project groups.

We are also offering short virtual sessions — lasting from 1 hour to 1 day — that provide custom programming in a condensed format, delivered in a synchronous online learning environment.

While current circumstances preclude in-person executive education programs, we have been heartened by the trust clients have placed in us to deliver programs virtually, and we are confident in our ability to provide you with a rewarding and beneficial learning experience in a virtual setting.

Programs for Organizations



VIRTUAL SESSIONS FOR ORGANIZATIONS

Our virtual sessions for organizations bring WBA's leading faculty and subject matter experts directly to you and your organization — regardless of where you are located. For the first time ever, we are offering custom programs in a condensed format and delivered in a synchronous online learning environment. Faculty will come to you and your team live and virtually to help you address your organization's immediate business challenges.

- ✓ Fast delivery of world-class content, when and where you need it
- ✓ No more months of contracting, no more months of program design
- ✓ Work through your organization's specific business challenge
- ✓ Choose from 90-minute, 3-hour, or 1-day sessions

Each session is designed to fulfill your organization's specific needs. The process begins with a needs assessment, followed by a collaborative consultation to design a session that best addresses the areas identified, followed by the delivery of the virtual session to your organization.

TOPICS

From People Skills, Presentation Skills, Leadership Skills, Leadership Engagement Skills Organizational change to competitive strategy, from Individual Development to Team Development, choose from our faculty's broad range of expertise.

PROGRAMS THAT CAN BE CUSTOMISED

PEOPLE SKILLS

- **Effective Communication Strategies, Interpersonal Skills**
- **Non - Verbal Communication (Body Language in person and virtually) and Vocal Communication Skills**
- **Listening and Questioning Skills**
- **Effective Communication and Human Relationship**
- **Communication with Different Personality Types**

Our people skills training courses will help you:

- *Strengthen relationships between colleagues*
- *Collaborate amongst team members*
- *Gain employee commitment*
- *Drive effective results for your business*

PRESENTATION SKILLS

- **High Impact Presentation**
- **Successful Public Speaking**
- **Listening and Questioning Skills**
- **Present to Persuade**

Our presentation skills training courses will help you:

- *Communicate with clarity and conviction*
- *Structure presentations for better outcomes*
- *Engage participation and interaction*
- *Encourage audiences to take action*

Programs for Organizations



PROGRAMS THAT CAN BE CUSTOMISED

LEADERSHIP SKILLS

- Develop Your Leadership Potential Stop Doing, Start Leading
- Lead Change Effectively
- Build a High Performance Team
- Build a High Performance Virtual Team

Our leadership training courses will help you:

- Gain employee commitment and loyalty
- Improve communication and collaboration
- Create a culture that retains talent
- Achieve organizational goals and objectives



LEADERSHIP ENGAGEMENT SKILLS

- Build, Trust, Credibility and Respect
- A Managers Guide to Sustainable Employee Engagement
- A Managers Guide to Inclusion and Diversity

Our leadership engagement training courses will help you:

- Gain employee commitment and loyalty
- Improve communication and collaboration
- Create a culture that retains talent
- Achieve organizational goals and objectives

PROGRAMS THAT CAN BE CUSTOMISED

ORGANISATIONAL DEVELOPMENT

- Adjust to Change
- Getting Results Without Authority
- Delegation

Our organizational development courses will help you:

- Evaluate team members for effectiveness
- Define roles and expectations for a team
- Plot your involvement with multiple teams
- Incorporate strategies for team success

CUSTOMER SERVICE

- Transforming Customer Complaints into Opportunity
- Manager Customer Expectations
- Dealing with Upset Clients
- Building Customer Loyalty

Our customer service training courses will help you:

- Assess customer service attitudes and set goals
- Make heroes out of your frontline service people
- Amaze customers with every interaction
- Build rewarding customer relationships



Programs for Organizations



PROGRAMS THAT CAN BE CUSTOMISED

SALES PROGRAMS

- **Global Account Management: Creating Future-Proof B2B Customer Relationships**
- **Virtual Selling : How to Build Relationship Online**
- **Strategic Storytelling: Maximum Impact in a Digital World**
- **Solution Selling**
- **Mastering Inside Sales**
- **Lead Generation and Conversion Strategies**
- **Appeal to Buyer Motives to Close More Sales**

Our sales training courses will help you:

- *Build better relationships with leads*
- *Create loyalty with your existing customers*
- *Identify a prospect's unmet needs*
- *Better convert leads and prospects to sales*

INDIVIDUAL DEVELOPMENT PROGRAMS

- **Time Management : Organise and Prioritize to Increase your Productivity**
- **How to Communicate with Diplomacy and Tact**
- **How to Win Friends and Influence Business People**
- **Strategic Planning Essentials for Future Success**
- **Leading Across Generations**

PROGRAMS THAT CAN BE CUSTOMISED

INDIVIDUAL DEVELOPMENT PROGRAMS

- **Analyse Problems and Make Decisions**
- **Step Up to Leadership**
- **Attitudes for Service**
- **Secrets of Motivation**
- **Virtual Meetings that Engage**
- **Connecting and Collaborating with Others**
- **Managerial Courage**
- **Overcoming Workplace Negativity with Enthusiasm**
- **Cultivate Power Without Being Intimidating**



Programs for Organizations



IN PERSON TRAINING

Learn and apply proven principles and approaches from certified instructors who facilitate engaging, high-energy, collaborative classes.

Whether you prefer a one-on-one session with a certified instructor, a smaller classroom setting, or a large seminar, we provide training options that best suit your style of learning. We offer a variety of hands-on exercises, role-playing, situational coaching, real-time feedback, and real world assignments so you can apply what you've learned through each WBA course.

FOCUSED RESULTS

Impact: Return on Your Time Investment

- Our programs are designed to accelerate your performance and impact
- Instructors combine facilitated exercises, individual presentations, situational coaching, real-time feedback & peer recognition
- Appreciative inquiry approach that unlocks your full potential

Trust: Heritage of High Quality

- Over 1 lakh participants in 3 years worldwide
- Our trainers are dedicated to your unique personal & professional development

Gain the Latest Thought Leadership

- You will learn from both the timeless principles and current dynamics of Business
- Our ongoing research on employee engagement, leadership & professional development are integrated into your learning experience

PROGRAMS

- Demand Generation
- Revenue Growth
- Sales Process Automation
- Skill Improvement
- Accounting Management
- Value Proposition
- Objection Handling
- Sales Closures
- Women Leadership
- Sales Enablement and Excellence



Programs for Organizations



CLIENT ENGAGEMENT

Practical answers to Strategic, Tactical and Administrative challenges of business growth.

With our SAGE Framework and ADVICE methodology, we help our clients diagnose the root cause, implement a customized solution and produce time-bound results, all at a speed and cost that guarantees immediate payback and maximum ROI.

We go beyond the traditional Training & Development model. We guide our clients to set business targets, oversee the execution & hand-hold them to achieve the outcomes.

YOU ARE OUR FOCUS

Our programs bring you right to the very center of business, immersing you in relevant information and providing you with actionable skills that you can use both immediately and over the long term.

Focused on learning that produces results, our programs cover all the major areas of business. Whatever challenge you are facing within your organization, you can find a solution at Wowrakesh Business Academy.

You've always been successful in what you do, and now that the world has changed, you want to get equipped to continue to be successful. When you partner with us, you'll return to your organization with new and sharpened skills to anticipate, innovate, and lead.

Here, your business challenge is the subject. You will bring new questions and challenges that you've never faced before. And you'll return to work with inspiration, direction, and newly found opportunities and an action plan in hand.

HOW DO WE ASSIST

Your ability to rise to the challenge—combined with new strategies, theories, research, and approaches—will give you the tools you need to move your company into the future.

Pivoting our offering to accommodate your new learning needs, we have developed a suite of programs that provides you with the immediate, actionable insights you need today, so you can lead your organization into the future.

The time to make an impact is now. Wowrakesh Business Academy is where highly successful people from the private, public, and nonprofit sectors come to hone their skills and fuel their momentum. Our programs bring immediate and lasting means to excel—proving your investment in learning to be ROI-positive.

The experience and the relationships you will gain will change the way you approach challenges, lead, and do business for years to come. Your alumni benefits* will bring a lifetime of opportunities and access to our resources, including faculty, events, and a powerful alumni community.

PROGRAM OFFERING

Choose between live online programs or in person training programs.



Sessions Photographs



"We provide high-quality Class Room Training, Webinar and Outbound Training at affordable prices"

Some of Our Esteemed Clients



"We provide high-quality Training, Mentoring, Coaching and Consulting Solutions at affordable prices"

Customised Programs for Organisations

Worakesh Business Academy
WhatsApp business account



Worakesh Business Academy

