



INTRODUCTION

When formalised training and development is required to implement your business goals, Team Productivity Consultants offer an Indian experience of having trained more than **7,00,000 delegates of over 200 Blue Chip Indian and Global organisations**. TPCL is a pioneer in soft skill training in India. Established in 1985, TPCL has trained people in India, Malaysia, Singapore, Indonesia, Nepal, Saudi Arabia, Bahrain, Dubai, Mauritius, Sri Lanka and Philippines.

TPCL brings you an extensive range of training programs which are built around principles proven in the real world of business and guarantee results oriented training that will transform your business.

TPCL's Integrated approach towards Training

There are 3 common questions asked on any training initiative:

- What returns have accrued to us out of investment on Training?
- Did we really maximise on training inputs through effective implementation of key learning?
- Was the Training Agency involved and committed to make an impact on our bottom-line?

Sample of Interventions

- B2B Sales - Consultative Selling
- B2C Sales - Retail Skills
- Customer Care workshop
- Profitable Negotiations workshop
- Channel Management workshop

- Managing Performance workshop
- Business Communication workshop
- Creativity and Risk Taking workshop
- Indoor/Outdoor Team Building
- Living Organisational Values

DNA PROCESS



1. DISCOVERY

Discovery phase is the initial process of where we work with selected individuals within your organization to clarify your training needs in absolute detail.

Typically, activities in this phase include but are not limited to, a series of structured interviews with key stakeholders and a selection of your people who would be involved in your learning and development program. It may also include customer/end user engagement to obtain feedback.

2. DESIGN

Design phase occur once your training goals and business objectives have been clearly defined through the Discovery phase. TPCL firm understanding of your business needs and how it operates enables us to begin the Design phase of your tailored program.

Typically, the activities in design phase include the development of your customised program, your review and your final approval of the recommended training solution pre delivery.

3. DELIVERY

Delivery phase involves the actual implementation of your customised training program into your business.

Typically for medium to large business, our clients engage us over a 1-2 year term where we work side by side in partnership towards the previously defined and mutually agreed upon measured business outcomes

4. DEBRIEF

Debrief phase is the process we use to ensure that all of your pre-stated program objectives have been met.

Typically, activities in this phase may include pre and post skills testing, behavioural audits, 'mystery shop' surveys, client feedback and a written review. This phase will reduce your risk and ensure that you enjoy a measured return on investment.



WHO IS DRIVING IT?



ASHOK W. GEORGE

Over 35 years, I have spent time and gained experience in areas of Learning & Development, Business Coaching, Performance Management, Diversity, Management, Execution & HR consulting.

I have worked in the field of Financial Services, Education, Agro, Pharmaceuticals, Office Automation, Airlines, Automobiles, FMCG, IT, ITES and Management Consulting spread over Geographies of India, UK, Malaysia, Mauritius, Nepal, Singapore, Bangkok, Indonesia, Bahrain, Dubai, Saudi and Philippines

Goal: To make contributions to the people and businesses of the firm such that it will create a lasting value and inspire them to build and expand further.

Exposure to designing & executing training programmes for both Indian and Multi National organizations offering diverse products and service to the market, such as Automobiles, Airlines, Office Automation, Consumer Durables, FMCG, Pharmaceuticals, Agro, Information Technology, Telecom, Travel Related Service etc.

Representative Companies where skill building has been conducted for international delegates:

IMB Inc. Sri Lanka, Perfetti UK, Ranbaxy International Division UAE, Sri Lanka, HSBC Mauritius, Habib Bank Mauritius, LIC Mauritius, Air Mauritius, Unilever Saudi Arabia, DuPont UAE, TNT Express Worldwide Bahrain, UAE, American Express UAE, Glenmark UK, Standard Chartered Bank – Singapore, Dubai, Malaysia, Thailand, Indonesia, Sri Lanka...

Representative Companies where skill building has been conducted in India:

Toyota, Honda Siel, Maruti, TCL, Apollo Tyres, CEAT Tyres, MRF Tyres, AMEX, Standard Chartered, Shell, Reebok, DuPont, Kotak Mahindra, IFB, HCL, IBM, TNT Express, LG Electronics, Nokia, Abbott, Ranbaxy, Allergan, Lupin, Nicholas Piramal, Merind, Aventis, Astra Zeneca, Novo Nordisk, Bausch & Lomb, UPL, SWAL, Tata Rallis, Cheminova, Dominos, Perfetti, Nestle, Del Monte, Unilever, Crystal Britannia, Glenmark, Dannone, Motorola, Ricoh, iEnergizer, Wipro, Samsung, LG Electronics, Infosys, Bharti, Schneider, Sify, NTPC, NHPC, SMS India Pvt Ltd, Daimler, YES Bank, BML Munjal University etc.

As a Management consultant, I was involved in providing objective advice, expertise and specialist skills with the aim of creating value, maximizing growth or improving the business performance of clients.

Extensive experience in Conducting Visioning, Business Coaching, Sales, Customer Service, Man-Management, Decision Making, Channel Management, Leadership, Critical Thinking, Strategic Planning and Team Building Training Programmes for various levels of participants. Involved in Sensing Training Needs at various levels. Having experience in conceptualizing, designing and implementation of Need Based Training Programs.

Various Roles

- Current Director, TPCL
- Former Director – CyberHub, Mauritius
- Former Business Head – Hero Group - Hero Mindmine
- Former Director – People Associates Malaysia
- Former Jt. MD - Apex – Aptech Group
- Former Jt. MD – Team Productivity Consultants Ltd
- Former Head of Training – XEROX India

Areas of Specialisation

- Advisory and Consulting
- Boardroom Strategy
- Business Coaching
- C-Suite Coaching
- Change Management
- People Development
- Talent Management and Development
- Outbound Training
- Human Capital Management
- Strategy Execution
- Diversity
- Content Development

For TPCL customised programs/consulting, contact:

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