Profesi.io
Your Smart People Solution

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SRW&Co.
It's the People inside

Course Catalogue 2021

About Profesi.io

Profesi.io is a platform that brings Human Resource (HR) solutions , fast and easy. Powered by artificial intelligence, you can customize your HR System based on the **HR best practices at affordable price**.

Profesi.io helps your company to design and implement a Competency Based HR System with these modules:

1. Best practices and customizable **Competency Dictionary and Competency Profile**
2. Easy to use **360-degree Assessment**
3. **Learning Management System**, to propose suitable courses based on employee's competency gaps.

Profesi.io *Your Smart People Solution*

Strategies to develop and implement digital learning

IN THIS TECHNOLOGY DRIVEN INDUSTRY 4.0 ERA AGAINST THE BACKDROP OF GLOBAL COVID-19 PANDEMIC. DIGITAL LEARNING IS GAINING PROMINENCE AS AN INEVITABLE LEARNING OPTION. IF WE'RE NOT CATCHING UP WITH THOSE TECHNOLOGY ADVANCEMENT, WE'RE GOING TO BE LEFT BEHIND.

So' take a look at these tips on How to develop and implement Digital Learning.

1. Provide digital learning contents that suit functions and experiences and continuously curate the contents

2. Take advantage of learning data analytics to provide personalized learning

3. Adopt adaptive learning platform to enhance learning experience

4. Implement new digital learning methods

5. Create a digital learning path

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Tips to speed up your learning curve

IMPROVING YOUR LEARNING CURVE IS MANDATORY IN ORDER TO AVOID GETTING STUCK IN A VICIOUS CYCLE OF YOUR DEVELOPMENT.

Here are few tips for you:

1. Start by learning from many sources

When you learn a new skill, you can explore from online and offline sources such as reading from internet, join online or offline classes, talk to colleagues, and observe practice from what others did. Once you master the basics, you can improvise as you want.

2. Don't expect miracles

In the process of lifting up your learning curve, you will have to put in a lot of time to practice and keep on deepening your knowledge and skill. There are no magic tricks that can make you a pro within a short period.

3. Evaluate your progress

Take notes of your challenges and progresses, and evaluate it. This will keep you on track to meet the goal you've set for yourself.

4. Get feedback

It is not easy to evaluate ourselves, so get input from others and identify your learning opportunity. Don't ever stop learning and keep on improving ourselves!

Profesi.io *Your Smart People Solution*

Meet The Learning Partner

OUR PARTNERS AROUND THE WORLD

We are committed to help our users reach professional and personal goals. We will empower you to manage your own development and provide you with the best course program from our learning partner around the world.

We believe our users deserve the very best support. We want you to grow with us. That's why we build and continue partnership with world class business schools and top education institution, to help you achieve your career goals and ambitions as a user of **Profesi.io.**

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Course Programs

Profesi.io *Your Smart People Solution*

Course Program by NYU Stern Executive Education

- » [Advanced Corporate Finance: Strategies for Optimizing Capital Structure and Maximizing Shareholder Value](#)

- » [Advanced Valuation](#)

- » [Change Leadership: Strategies for Organizational Growth in a Dynamic World](#)

- » [Corporate Sustainability](#)

- » [Decision Modeling in Business Analytics](#)

- » [Digital Marketing and Social Media Strategy: Leveraging Analytics and Artificial Intelligence](#)

- » [Finance and Accounting for Non-Finance Executives](#)

- » [Great Leadership: Developing Practical Leadership Skills](#)

- » [Investment Philosophies](#)

- » [Leadership Training for High Potentials](#)

- » [Organizational Politics and Power Dynamics: Competitive Strategies for Growing Your Career](#)

- » [Sustainable Finance and ESG Investing](#)

- » [Sustainability Training for Business Leaders](#)

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Course Program by NYU Stern Executive Education

» [Understanding the Basics of Corporate Finance](#)

» [Advanced Retail Strategy](#)

» [Breakthrough Innovation: Strategies for Taking Your Moonshot](#)

» [Business Drivers of Industries: An Analytical Framework](#)

» [Coding in R for Data](#)

» [Communication Strategies: Developing Leadership Presence](#)

» [Corporate Finance](#)

» [Design Thinking: Leading Strategic Innovation](#)

» [Inclusive Leadership: Addressing Unconscious Bias to Build Stronger, Diverse Teams](#)

» [Leadership for the 21st Century: Delivering on Purpose and Profit](#)

» [Modern Finance Topics for Senior Executives](#)

» [Negotiation Strategies: Optimizing Outcomes through Collaboration and Conflict Resolution](#)

» [The Future of Globalization: Managing Threats and Opportunities in a Post-Pandemic, Populist World](#)

» [Visualizing Data](#)

Course Program by Chicago Booth School of Business

» Behavioral Economics: Nudging to Shape Decisions

» Chicago Booth Approach to Finance

» Chicago Booth CIMA Education Program

» Executive Program in Corporate Strategy

» Global Senior Management Program

» High-Stakes Strategies: Strategies to Manage Systemic Risks for Competitive Gain

» Leading with Data and Analytics

» Mergers and Acquisitions

» Negotiate with Influence: Shape Outcomes at the Bargaining Table

» Resilient Leadership for High-Performing Organizations

» Strategic Thinking for Turbulent Times

» The Advanced Management Program

» Wealth Planning Essentials

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Course Program by CKGSB School of Business

- » [AI & Big Data for Executives](#)
- » [Cutting-Edge Insights from China](#)
- » [Digital Transformation 2021](#)

daily meaning
people development consultant

Course Program by Daily Meaning

daily meaning
people development consultant

Enabling people
to be credible
as a professional,
and happy as
a human being

» Optimizing Personal Leadership in Managing Uncertainty

» Virtual Leadership to Engage Your Team

» Optimizing Virtual Communication

» Enhancing Your Virtual Collaboration

» Analytical Thinking & Creative Problem Solving

» Recreating Customer Experience in New Normal Situation

» Productive Remote Working Culture

» Becoming Future Ready Professional

» Embracing and Creating Innovation

» Leading Change

» Becoming The +1 Professional

» Analytical Thinking

» Beyond Time Management

» High Impact Communication

» Business Presentation

Profesi.io *Your Smart People Solution*

Course Program by Daily Meaning

» Business Storytelling

» Leading & Motivating Your Team

» Becoming an Inspiring People Leader

» Becoming an Inspiring Coach

» Problem Solving & Decision Making

» Strategic Thinking

» Strategic Planning & Organizing

» Professional Lobbying

» Effective Negotiation

» Creating Customer Centricity

» Improving Efficiency & Effectiveness

» Embracing Change & Creating Innovation

» Leading Change

» Credible Professional Development - The Beautiful Mind At Work

» Credible Professional Development - Becoming an Irreplaceable Professional

Profesi.io *Your Smart People Solution*

Course Program by Daily Meaning

» [Credible Professional Development - Becoming a Better Professional by Rediscovering Your IKIGAI](#)

» [Credible Professional Development - Strengthening Your Credibility by Being Beneficial for Others](#)

» [Credible Professional Development - Riding Two Horses: Becoming An Innovative Professional](#)

» [Credible Professional Development - Strengthening Your Professional Brand Image](#)

» [Credible Professional Development - Business Ethics](#)

» [Credible Professional Development - Mindfulness at Work](#)

» [Credible Professional Development - Creating Auto-Pilot in Developing Yourself](#)

» [Credible Professional Development - Woman Can Have It All](#)

» [Credible Professional Development - Work-Life Integration](#)

Profesi.io *Your Smart People Solution*

Course Program by Daily Meaning

daily meaning
people development consultant

Enabling people
to be credible
as a professional,
and happy as
a human being

» [Positive Organization - The Law of A Garbage Truck: Creating A Positive Working Environment](#)

» [Positive Organization - Beyond Performance Management: Applying Performance Motivation](#)

» [Positive Organization - Say No To The New Form of Harassment & Bullying at Work](#)

» [Effective Collaboration - Strengthening The Interdependency Through 360° Leadership](#)

» [Effective Collaboration - Mastering A Cross-Generational Collaboration](#)

» [Personal Management - Don't Manage Your Time, Manage Your Energy](#)

» [Personal Management - Managing Your Priority at Work](#)

» [Change Management - Embracing Changes, Managing The Future](#)

» [Service Excellence - Deliver Your Best : From Customer Service To Customer Experience](#)

» [Impactful Communication - How To Sell Your Ideas](#)

Program Detail

NYU Stern Executive Education

Profesi.io *Your Smart People Solution*

Advance Corporate Finance: Strategies for Optimizing Capital Structure and Maximizing Shareholder Value

NYU | STERN
Executive Education

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

-

Investment*

USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage

» Accounting Principles and Processes
» Business Valuation
» Capital Structure Analysis
» Cost Analysis and Accounting
» Financial Analysis
» Financial Planning
» Financial Risk Management
» Tax Planning
» Treasury Management

Scan or click QR to register

Overview

Does financial leverage actually matter? What are the benefits, costs and risks associated with it? Is there an optimal amount of leverage? And if firms are highly levered, how should stock market investors adjust for risk?

This program is designed to answer these and related questions. In this course, participants will learn about the Nobel prize-winning Modigliani-Miller (MM) Theorem of capital structure, and examine the effects of leverage on firm value and equity risk. They will understand how leverage creates valuable interest tax shields while increasing the risk of financial distress. Through a combination of discussion, case studies and numerical examples, participants will gain hands-on practice with rigorous methods (WACC and APV) to account for leverage in equity or firm valuation or when making investment decisions.

NYU | STERN
Executive Education

Advance Valuation

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 2,200

*subject to change, please follow updated information on the website

Competency Coverage
» Business Valuation
» Capital Structure Analysis
» Cash Flow Management
» Financial Analysis
» Mergers and Acquisition
» Portfolio/Investment Performance Management
» Treasury Management

Scan or click QR to register

Overview
Whether it's managing a portfolio, preparing for an imminent merger or acquisition, or marveling over the newest dollar figure attached to a tech wunderkind, valuation is the key to parsing and understanding the numbers. Taught by Professor Aswath Damodaran, one of the leaders in the field, Advanced Valuation is for analysts, financial officers, and portfolio managers seeking a deeper understanding of valuation, and the skills and knowledge to confidently make financial decisions.

Through video lectures, live online meetups, and a hands-on valuation project, students will learn how to estimate the value of any business, small or large, private or public, in a developed or an emerging market. They will also be able to price businesses using earnings, book value, revenue, or other pricing multiples and comparables.

This course includes a free bonus course for students looking to enhance their accounting skills: Essentials of Financial Accounting taught by NYU Stern Professor Amal Shehata.

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Change Leadership: Strategies for Organizational Growth in a Dynamic World

NYU | STERN
Executive Education

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage
» Corporate Strategic Planning
» Driving Performance
» Innovative and Creativity
» Problem Solving and Decision Making
» Project Planning and Execution
» Strategic Leadership

Scan or click QR to register

Overview
Change or wither? Contemporary business environments are placing business leaders in increasingly challenging situations, that demand an ability to navigate an increasing pace, volume and complexity of industry and organizational change. This course is designed to guide leaders through the process of initiating and implementing successful change that ensure continuous strategic viability and growth.

This program will focus on methodologies and tools that help executives plan and implement change more effectively, rapidly and proactively. Participants will discuss theories and best practices of change, learn to diagnose change needs of their company, develop a change plan and examine cases that illustrate different change implementation techniques. The exploration of these cases will deepen participants' understanding of the challenges, burdens and key practices associated with leading a major change in an organization.

NYU | STERN
Executive Education

Corporate Sustainability

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 2,200

*subject to change, please follow updated information on the website

Competency Coverage
» Corporate Strategic Planning
» Corporate Social Responsibilities Management
» Customer Service Excellence
» Driving Performance
» Economic Analysis
» Industry Analysis
» Innovative and Creativity
» Inventory Management
» Logistics
» Market Research
» Problem Solving and Decision Making
» Strategic Leadership
» Stakeholder Relations

Scan or click QR to register

Overview
In today's volatile, complex, and uncertain world, it is crucial for businesses to understand key environmental as well as societal risks and opportunities. Both demand successful management by business leaders in order to drive innovation, improve operational efficiency, and create value for their firm and society.

Taught by Professor Tensie Whelan, this 14-week course provides participants with the ability to help their business be a force for change through ESG (environment, social, and governance) investing, sustainable supply chain management, employee and consumer engagement, sustainability marketing, and more. With companies facing greater demands for transparency, societal challenges such as poverty and inequity as well as natural resource constraints like less available water and a warmer climate, these skills are critical to the future of business and society.

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Decision Modeling in Business Analytics

NYU | STERN
Executive Education

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

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Investment*

USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage

» Corporate Performance Review
» Corporate Strategic Planning
» Data Analytics
» Financial Analysis
» Marketing Strategy
» Risk Analysis and Mitigation

Scan or click QR to register

Overview

Most firms invest time and dollars into data analytics that identify what has already happened and what might happen in the future, but this is not enough to drive success. In order to take full advantage of their data analytics, executives must know how to transform data insights into optimal, executable actions that are evaluated by their impact on key performance metrics, leading to better decision making.

This course teaches participants to harness the full potential of large quantities of data to make more informed decisions at all levels of their organizations. Participants will learn about modern decision models and machine learning tools. Through application of these tools, executives will examine data, recommend a range of actions and evaluate each action's impact on targeted performance metrics. This course provides hands-on experience working with different models--including optimization modeling, uncertainty modeling and risk prediction--and emphasizes their application in finance, marketing and operations functions across industries.

NYU | STERN
Executive Education

Digital Marketing and Social Media Strategy: Leveraging Analytics and Artificial Intelligence

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 5,400

*subject to change, please follow updated information on the website

Competency Coverage
» Branding Strategy and Positioning
» Corporate Identity and Image Management
» Customer Service Excellence
» Data Analytics
» Market Research
» Market Segmentation
» Marketing Strategy
» Media Content and Communications
» Pricing Strategy
» Promotion and Advertising
» Public Relations

Scan or click QR to register

Overview
The emergence of the Internet has drastically changed various aspects of an organization's operations. Some traditional marketing strategies are now completely outdated, others have been deeply transformed, and new digital marketing strategies are continuously emerging based on the unprecedented access to vast amounts of information about products, firms, and consumer behavior.

In this program, we will examine best practices related to the business use of social media and digital marketing. While there will be sufficient attention given to top level strategy used by companies adopting social media and digital marketing, the course will also focus on digital analytics oriented tools: how to make organizations more intelligent in how they conduct business in the digital age. Measurement plays a big role in this space. Thriving in such an environment requires the understanding and leveraging of the major mega-trends of today such as digital attribution, social listening, big data and the social graph for external and internal business innovation. In our exploration of these topics, we will also examine how artificial intelligence and machine learning is transforming digital marketing. To close the course, we will discuss how specific firms can create a comprehensive social media and digital marketing plan and execute it.

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NYU STERN
Executive Education

Finance and Accounting for Non-Finance Executives

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

-

Investment*

USD 7,200

*subject to change, please follow updated information on the website

Competency Coverage

» Accounting Principles and Processes
» Asset Management
» Business Valuation
» Capital Structure Analysis
» Cash Flow Management
» Corporate Funding
» Corporate Performance Review
» Financial Analysis

» Financial Modeling
» Financial Risk Management
» Industry Analysis
» Mergers and Acquisition
» Portfolio/Investment Performance Management
» Treasury Management

Scan or click QR to register

Overview

This program equips executives with a general understanding of accounting and financial principles as they relate to organizations' operations and decision-making processes. It also prepares financial analysts and investors with a general understanding of the valuation content and limitations of financial statement information.

Starting with a review of financial data in a company's annual report and accounting statements, participants will gain a well-rounded understanding of how basic accounting information may be used in communicating with financial managers, as well as to assess a firm's future prospects and value. The remaining time will be spent covering finance principles relevant to leaders whose primary job responsibilities are outside of the finance function with implications for project decisions, corporate structure and performance measurement. This will involve examining how project choice maps to various financial metrics and highlighting common pitfalls in this process, such as recent psychological biases described in the field of Behavioral Finance.

NYU | STERN
Executive Education

Great Leadership: Developing Practical Leadership Skills

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage
» Continuous Improvement
» Developing Others
» Problem Solving and Decision Making
» Strategic Leadership

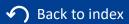**Scan or click QR to register**

Overview
As you rise in your career, you will need multiple and often conflicting constituencies on board to follow your vision. But if you don't lead, others will not follow. Following the premise that leadership is a skill to acquire and master, rather than a genetic inheritance, this course will provide a framework and template for your journey to becoming a great leader.

Designed for those who wish to better understand and further develop their potential and propensity to lead others, this course uses a formula for leadership success to help you identify and hone the essential self-reflective skills necessary to give form and substance to your vision. To achieve these objectives, we combine a variety of pedagogical approaches: lectures, group discussions, case analysis, videos, and self-assessments. Emphasis is placed on self-reflection and linking the concepts from the program to participants' own objectives and development as leaders.

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NYU | STERN
Executive Education

Investment Philosophies

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Online

Schedule*

Contact Us

Additional Date

-

Investment*

USD 2,200

*subject to change, please follow updated information on the website

Competency Coverage

» Business Valuation
» Cost Analysis and Accounting
» Economic Analysis
» Financial Analysis
» Financial Risk Management
» Industry Analysis
» Market Research
» Portfolio/Investment Performance Management

Scan or click QR to register

Overview

Consistently winning at investing is not only difficult to do, but does not follow a standard script. In other words, investment winners range the spectrum, from chartists to value investors to market timers, and imitation seems to provide no payoffs. So, what is it that separates these winners from the losers? Is it just luck? Is it skill? Is it personality? Professor Aswath Damodaran believes it is all three working together. The combination of all three takes the form of a consistent investment philosophy built not just on fundamental beliefs about how markets work (or fail to work), but one that fits an individual's personal strengths and weaknesses.

In this course, students will look at a range of investment philosophies with the intent of finding not only the core beliefs that animate them, but also the ingredients needed to make them work. Students will look at the historical evidence in support of or working against each philosophy and what they need to bring to the table to succeed with that philosophy. In the process, Professor Aswath Damodaran hopes that students will find an investment philosophy that best fits them, given their individual strengths and weaknesses.

NYU | STERN

Executive Education

Target Group

» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

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Investment*

USD 3,800

*subject to change, please follow updated information on the website

Leadership Training for High Potentials

Competency Coverage

» Continuous Improvement

» Driving Performance

» Developing Others

» Innovative and Creativity

» Organizational Culture Management

» Problem Solving and Decision Making

» Relationship Building

» Strategic Leadership

Scan or click QR to register

Overview

Leadership is a mindset, a set of behaviors, and a set of actions that can be carried out by individuals at all levels of an organization each and every day. Whether you are leading a group, mentoring an associate, or dealing with clients, all of these situations require leadership skills, and mastering these skills will help you become more effective in your respective role.

This program will introduce you to a variety of analytical frameworks related to leadership and will focus on how to apply those frameworks to analyze and address important leadership challenges. It will also help you to better understand the context within which leaders typically operate and help make you more conscious of the choices you make as a leader in an organization. To achieve these objectives, this course combines a variety of pedagogical approaches: lectures, discussions, case analysis, short videos, and group exercises. Emphasis is placed on self-reflection and linking the concepts from the program to the participants' own leadership objectives.

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NYU | STERN
Executive Education

Organizational Politics and Power Dynamics: Competitive Strategies for Growing Your Career

Target Group
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage
» Relationship Building
» Strategic Leadership
» Continuous Improvement
» Strategic Leadership
» Relationship Building
» Organizational Culture Management

Scan or click QR to register

Overview

Organizations—from companies to communities—suffer not due to the presence of politics, but the absence of political skills to effectively manage those politics.

This 2-day program aims to dispel the misconceptions of what power—the basis of social behavior—really means within an organizational context and give participants a practical grasp of what the actual sources of power are. Technical skills are needed to find solutions to problems, but political skills are needed to find resolutions to conflicts. This program will provide a systematic approach for learning these political skills.

By the end of this program, participants will have gained substantial insight into how best to harness their political skills for effective management of conflict at different levels of the organization and different stages of its growth.

NYU | STERN
Executive Education

Sustainable Finance and ESG Investing

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 4,680

*subject to change, please follow updated information on the website

Competency Coverage
» Business Acumen
» Continuous Improvement
» Corporate Performance Review
» Corporate Social Responsibilities Management
» Customer Service Excellence
» Driving Performance
» Financial Analysis
» Portfolio/Investment Performance Management
» Professionalism and Social Responsibility

Scan or click QR to register

Overview
Sustainable investing is a topic of increasing interest to the financial community. With global environmental and social challenges increasing, and with meaningful millennial participation in markets anticipated, trillions of dollars are beginning to shift. The battle for future market share may well be won by those who respond best to this new investment paradigm. Sustainable Finance and ESG Investing provides participants with the experience, tools and community of practice they will need to become an important part of this global paradigm.

Through a combination of lecture, discussion and group exercises, participants will learn about financially material Environmental Social Governance (ESG) indicators and data providers and learn how to translate corporate performance on sustainability into financial performance. They will also review best practices in ESG and impact investing and develop their own sustainable investment strategies. Executives will leave this course with concrete ideas about how to incorporate sustainable investment practices within their organizations.

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Sustainability Training for Business Leaders

NYU STERN
Executive Education

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage
» Business Acumen
» Corporate Funding
» Corporate Performance Review
» Corporate Social Responsibilities Management
» Corporate Strategic Planning
» Customer Service Excellence
» Industry Analysis
» Portfolio/Investment Performance Management
» Professionalism and Social Responsibility
» Stakeholder Relations

Scan or click QR to register

Overview

The ability to deliver products and services sustainability and meet the needs of today's global population without sacrificing the needs of future generations presents one of the biggest business opportunities since the Industrial Revolution. The Business and Sustainable Development Commission suggests that the economic opportunities presented by achieving the UN Sustainable Development Goals (UN SDGs) is valued at more than $12 trillion.1 As companies around the world operate in a rapidly changing global ecosystem and are held to increasingly demanding environmental and social standards, the executives that lead these companies need to understand how these environmental and social factors affect their business.

This course is designed to assist executives in developing the knowledge, skills and perspective they need to understand and address these environmental and social challenges and build companies that meet the needs of society while delivering economic returns to shareholders and stakeholders. Through a combination of lecture, discussion and group exercises, participants will better understand how to reduce risk, create competitive advantage, and develop innovative services, products and processes in a sustainable way that builds value for society and protects the planet. Participants will also gain exposure to and experience in translating corporate performance on sustainability into financial performance. They will leave this course with a 3-month roadmap outlining concrete steps for implementing sustainable practices at their organization.

Understanding the Basics of Corporate Finance

Target Group

» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

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Investment*

USD 3,600

*subject to change, please follow updated information on the website

Competency Coverage

» Accounting Principles and Processes
» Business Valuation
» Cash Flow Management
» Cost Analysis and Accounting
» Financial Analysis
» Financial Modeling
» Financial Planning
» Portfolio/Investment Performance Management
» Risk Analysis and Mitigation
» Treasury Management

Scan or click QR to register

Overview

Almost every decision in the corporate world is financial in nature. There are numerous financial implications when purchasing another firm (e.g., a competitor or supplier), launching an expensive advertising campaign, deciding to purchase, rent or buy a new production facility—the list goes on.

This course will cover the basics of discounted cash flow analysis and rigorous cash flow forecasts derived from P&L projections. Participants will understand rules for making investment decisions, including the net present value (NPV) rule and internal rate of return (IRR) rule, as well as the treatment of real options. Participants will also learn how to compute the right discount rate, or cost of capital, to account for the time value of money as well as risk. This course will utilize numerical examples to give participants hands-on practice with each of the methods taught.

Profesi.io *Your Smart People Solution*

NYU STERN
Executive Education

Advance Retail Strategy

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Contact Us

Schedule*

Contact Us

Additional Date

-

Investment*

USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage

» Account Management
» Customer Care
» Customer Relationship Management
» Data Analytics
» IT Strategic Planning
» Market Segmentation

» Marketing Strategy
» Media Content and Communications
» Promotion and Advertising
» Sales Skills

Scan or click QR to register

Overview

In the current retail climate, companies must evaluate and implement new technologies at a rapid pace in order to satisfy their customers' desires for an increasingly sophisticated retail experience, both in-store and on eCommerce sites. The goal of the Advanced Retail Strategy program is to provide retail professionals with the tools and strategies to navigate these shifting industry standards with confidence.

Participants will discuss customer acquisition and retention, retail marketing communications, and consider ways to leverage digital marketing and social media for their brand. This course also touches on cutting edge technologies such as artificial intelligence and machine learning, and will provide a foundation for participants to assess the potential value of these innovations for their business.

Taught in collaboration by Stern professors and industry practitioners, this short course aims to provide an immersive learning experience for retail professionals, and incorporates a variety of learning formats including lecture, group work, and panel discussions. This course also includes a walking tour of several retail locations in SoHo, New York City's premiere shopping neighborhood. During this experiential learning session, participants will be able to examine how different retail companies are innovating the in-store experience for their customers.

Breakthrough Innovation: Strategies for Taking Your Moonshot

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

-

Investment*

USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage

» Digital Thinking
» Innovative and Creativity

Scan or click QR to register

Overview

In this class, Professor Melissa Schilling draws on decades of research on breakthrough innovation and breakthrough innovators to show you how to nurture and harness your own breakthrough innovation potential. Through a series of exercises, participants will identify and prioritize their best breakthrough innovation opportunities and a path to bringing those ideas to reality.

Using rich examples and lessons from the lives of Elon Musk, Dean Kamen, Marie Curie, Steve Jobs, and other mega-innovators, Professor Schilling will help participants develop a set of strategies and habits designed to increase their ability to see the big picture of any industry setting, better tap their creative insight, cultivate intense task confidence (i.e., faith that they can overcome any obstacle to achieve their goals), and chart out a game plan for pursuing a life-changing innovation – a "moonshot."

This course is primarily designed to help individuals harness their own breakthrough innovation potential, but it is also extremely useful for managers who want to to better nurture the breakthrough innovation of those they work with.

Profesi.io *Your Smart People Solution*

Business Drivers of Industries: An Analytical Framework

NYU | STERN
Executive Education

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 5,400

*subject to change, please follow updated information on the website

Competency Coverage
» Cash Flow Management
» Corporate Strategic Planning
» Corporate Performance Review
» Financial Analysis
» Financial Risk Management
» Industry Analysis

Scan or click QR to register

Overview

This course illustrates a streamlined and structured framework to analyze business drivers of companies from a wide range of industries, excluding financial services. This helps us understand their business model, drill into their financial statements, and assess competitive advantage.

The analysis proceeds as follows:
1. We apply the Six-Pack Framework for a top-down and comprehensive analysis of financial statements to extract six key valuation inputs – Size, Growth, Margins, Asset intensity, Business risk, and Financial risk.
2. We analyze how these inputs depend upon a company's strategy by computing the Competitive Advantage Score that weighs competitive drivers and scores strategic strength along those drivers.

The analysis of a wide range of companies will expand your strategic horizons to enable you to foresee challenges and opportunities due to changing competition, technology, and environment. The framework and the perspective will sharpen your ability to lead value creation as an entrepreneur or executive, or to understand value creation as an investor, banker, analyst, or consultant.

NYU | STERN

Executive Education

Target Group
» All Levels

Delivery Method
Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 1,320

*subject to change, please follow updated information on the website

Coding in R for Data

Competency Coverage
» Data Analytics

Scan or click QR to register

Overview

In today's age of analytics, the ability to transform data into information and actionable insights is essential. Coding in R for Data provides students with an understanding of how to import, format, understand, and communicate their data findings in R, a common statistical language utilized in a diverse range of industries.

In this 4-week course, students will learn how to program in R for effective data manipulation and visualization. They will import, transform, and manipulate datasets for various analytical purposes. Program participation will also develop the ability to create control structures, such as loops and conditional statements to traverse, sort, merge, and evaluate data. This course is designed for those who have no experience in R or programming.

Profesi.io *Your Smart People Solution*

Communication Strategies: Developing Leadership Presence

Target Group
» Top-Level Management

Delivery Method
Contact Us

Schedule*
Contact Us

Additional Date
-

Investment*
USD 5,400

*subject to change, please follow updated information on the website

Competency Coverage
» Relationship Building
» Stakeholder Relations

Scan or click QR to register

Overview
As a leader, your words are going to be repeated, broadcast, commented on and critiqued. Enhancing your communication skills will help you deliver more powerful statements across multiple stakeholder groups and multiple platforms.

In this advanced communication program, participants will practice developing and delivering well-crafted, concise messages with clearly defined intents that support their personal brand. Three videotaped sessions provide an opportunity for participants to identify key strengths in their communication style, as well as opportunities for improvement. They will also receive individualized feedback and coaching from faculty and learn how to use this feedback to augment their existing skills. Participants will leave empowered to enhance their leadership presence, build trust with key constituents and create more memorable and effective communications.

NYU | STERN
Executive Education

Corporate Finance

Target Group
» All Levels

Delivery Method
Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 2,200

*subject to change, please follow updated information on the website

Competency Coverage

» Accounting Principles and Processes
» Business Valuation
» Cash Flow Management
» Cost Analysis and Accounting
» Financial Analysis
» Financial Modeling

» Financial Planning
» Portfolio/Investment Performance Management
» Risk Analysis and Mitigation
» Treasury Management

Scan or click QR to register

Overview

Every choice a corporation makes has financial implications. As a result, when defined broadly, every business decision fits under the rubric of corporate finance. In Corporate Finance with Professor Aswath Damodaran, students become familiar with this "big picture" of corporate finance while also learning the intricate theories and techniques that are crucial to maximizing shareholder value.

Over the course of 15 weeks, students will learn about risk, valuation, betas, dividends, and more, along with their real-world applications. The course will teach the reasoning behind major investing, financing, dividend decisions and, most importantly, how corporate finance can be fun.

This course includes a free bonus course for students looking to enhance their accounting skills: Essentials of Financial Accounting taught by NYU Stern Professor Amal Shehata.

Profesi.io *Your Smart People Solution*

NYU | STERN

Executive Education

Design Thinking: Leading Strategic Innovation

Target Group

» Top-Level Management

» Mid-Level Management

Delivery Method

Contact Us

Schedule*

Contact Us

Additional Date

-

Investment*

USD 3,800

*subject to change, please follow updated information on the website

Competency Coverage

» Collaborative Relationship

» Innovative and Creativity

» Problem Solving and Decision Making

Scan or click QR to register

Overview

We live in a fast-changing world where strategic innovation is key to business survival and success. Over the past decade, design thinking has emerged as the overarching method for innovation that strives to enhance and migrate value to end users in order to maintain brand loyalty while sustaining company competitiveness. Still, as the complexity of organizational problems grow, so do the challenges associated with innovation management and the questionability of expected results.

This course provides an overview of design thinking, and focuses on the frameworks and tools needed to effectively apply this method to uncover compelling, innovative solutions to complex problems. We will review and discuss theories, practices and methods of design thinking, and learn to sprint through the five stages of the design thinking process: empathizing, defining the problem/challenge, ideating, prototyping and testing. We will also identify collaborative team dynamics that need to be mastered for this process to succeed, and practice these concepts to gain deeper insight to its requirements and challenges. This course presents two interlinked opportunities: first, to learn the theoretical foundation of design thinking as an innovation strategy; and second, to apply the key practices associated with successful design thinking implementation.

NYU | STERN
Executive Education

Inclusive Leadership: Addressing Unconscious Bias to Build Stronger, Diverse Teams

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

-

Investment*

USD 3,400

*subject to change, please follow updated information on the website

Competency Coverage

» Strategic Leadership
» Innovative and Creativity
» Relationship Building
» Talent Management
» Continuous Improvement
» Organizational Culture Management

Scan or click QR to register

Overview

In today's rapidly changing global economy, companies with the best talent are at a competitive advantage -- and that talent is increasingly diverse in many dimensions. Yet, as challenges during the recent pandemic have highlighted, long-time structural and cultural factors continue to limit the movement of diverse talent into leadership positions. According to a 2019 McKinsey report, women and people of color hold 65% of entry level positions, but their numbers decrease at every successive level across sectors. Research shows that, in order to create and maintain a diverse leadership pipeline and inclusive work culture, frontline managers are key. Yet most companies do not help managers develop the skills they need to lead a diverse team in an inclusive way.

This course is designed to address this gap and help develop the skills needed to become a more impactful frontline manager and leader. Participants will develop an inclusive leadership mindset, with a focus on working with others across differences of multiple types, including gender, race, ethnicity, sexual orientation, disability and age. The course examines how to surmount the negative impact that implicit bias can have on performance, team dynamics and efforts to create inclusive environments. Through self-reflective exercises, interactive sessions and group work, the course will move from building awareness of practices that foster diversity and inclusion, to helping participants create an inclusive leadership plan that results in stronger teams and organizations.

Profesi.io *Your Smart People Solution*

NYU | STERN
Executive Education

Leadership for the 21st Century: Delivering on Purpose and Profit

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

Contact Us

Additional Date

-

Investment*

USD 9,280

*subject to change, please follow updated information on the website

Competency Coverage

» Developing Others
» Professionalism and Social Responsibility
» Strategic Leadership
» Business Acumen
» Corporate Social Responsibilities

» Continuous Improvement
» Corporate Strategic Planning
» Organizational Culture Management
» Problem Solving and Decision Making
» Stakeholder Relations
» Talent Management

Scan or click QR to register

Overview

Today's quickly changing business landscape has brought increased pressure for organizational leaders not only to maximize profitability and shareholder value, but also to do what is right and moral from the standpoint of a wider array of stakeholders, including employees and customers. Topics that were once siloed have become core to successful business practices. In this one-of-a-kind program, NYU Stern has identified the emerging topics that will become integral markers of success for businesses in the future and assembled a team of trailblazing faculty who are setting the standards for these issues.

This course is designed for those who understand that topics such as social responsibility, climate change and environmental sustainability, ethics and morality, diversity and inclusion, and employee well-being have become integral components of leading a competitive and profitable company, and are looking for the knowledge skills necessary to embed these concepts in their organizations and themselves. We have structured this course as daily intensive sessions, to not only equip you with knowledge, but to help you build a habit of incorporating these practices every day.

NYU | STERN

Executive Education

Target Group
» Top-Level Management

Delivery Method
Contact Us

Schedule*
Contact Us

Additional Date
-

Investment*
USD 9,280

*subject to change, please follow updated information on the website

Modern Finance Topics for Senior Executives

Competency Coverage
» Business Valuation
» Capital Structure Analysis
» Data Analytics
» Financial Analysis
» Financial Risk Management
» Treasury Management

Scan or click QR to register

Overview

It is an inescapable fact of today's dynamic business world that all senior executives, top managers, and board members must have the knowledge to make high-level decisions based on a core understanding of financial issues. This need for practical financial expertise has only become more urgent over the last decade, given rapidly evolving regulatory, technological and market developments.

Modern Finance Topics for Senior Executives is an intensive five-day overview of the modern finance skills, techniques and issues that are most pertinent to top executives of business firms. Topics considered in this workshop include financial technology, modern capital structure and valuation techniques, risk management, current global markets and regulatory environments, and projections of how finance is likely to evolve in the future.

The goal of this short course is to combine seasoned managers and directors with some of the best researchers and teachers of modern finance in an intensive, interesting and constructive dialogue that adds substantial value in a time-efficient format. The agenda includes content by senior faculty, case studies, small group interaction and panel discussions with executives from key corporations, securities analysts, the media and institutional investors.

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↺ **Back to index**

NYU | STERN
Executive Education

Negotiation Strategies: Optimizing Outcomes through Collaboration and Conflict Resolution

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Contact Us

Schedule*
Contact Us

Additional Date
-

Investment*
USD 5,400

*subject to change, please follow updated information on the website

Competency Coverage
» Driving Performance
» Innovative and Creativity
» Relationship Building

Scan or click QR to register

Overview
Negotiations are both an inevitable reality and vital to success. Regardless of your specific industry, organization or title, you must constantly address differences and try to reach agreement with your employees, bosses, coworkers, vendors, clients and nearly everyone else that you encounter. Unfortunately, the results of these negotiations often fall short of what they could have been—or, even worse, lead to costly and unnecessary conflicts.

This course will enhance your negotiation skills, empowering you to optimize the outcomes of your negotiations and improve the resolutions of your complex disputes. You will learn how to pursue ideal agreements, achieve buy-in from reluctant parties and successfully implement solutions that benefit your organization. To develop and hone these essential skills, this program utilizes an experiential approach in which participants actively engage in a variety of simulated negotiations. Through extensive discussion and analysis of these simulations, you will gain an in-depth understanding of what it takes to effectively negotiate agreements and resolve disputes.

NYU | STERN
Executive Education

The Future of Globalization: Managing Threats and Opportunities in a Post-Pandemic, Populist World

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
Contact Us

Additional Date
-

Investment*
USD 500

*subject to change, please follow updated information on the website

Competency Coverage
» Economic Analysis
» Industry Analysis
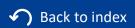» Operational Risk Management

Scan or click QR to register

Overview

Over the past half-century, globalization has fostered an increasingly interconnected world. International trade and multinational corporations now play more than twice as large a role in the world economy as they did just a few decades ago. In 2019 alone, there was nearly $25 trillion in goods and services traded and more than $1.5 trillion in global corporate capital invested. Meanwhile, as we have entered the digital age, international data flows have skyrocketed, creating yet another means of enhancing global interconnectivity.

However, despite staggering advances along various dimensions, globalization is under threat. Present threats stem from populist/nationalist movements the world over; geo-political tensions between the world's economic and military powers; concerns about job loss, social and economic inequalities, and environmental degradation; technological changes that could shift supply chains from foreign markets back to domestic markets; and the lingering effects of the coronavirus pandemic on the desire or the perceived need to engage in global exchange.

Combining lecture, discussion, and individual and group exercises, this short course addresses the prospects for globalization. Participants will learn about the past, present, and future of globalization, while developing the ability to strategically navigate a rapidly changing global landscape. Additionally, participants will focus on specific skills needed to manage globalization, especially given its likely trends.

Profesi.io *Your Smart People Solution*

Visualizing Data

Target Group

» All Levels

Delivery Method

Online

Schedule

Contact Us*

Additional Date

-

Investment*

USD 1,320

Competency Coverage

» Data Analytics

Scan or click QR to register

Overview

With businesses generating and capturing increasing amounts of data, the ability to interpret and present insights in a persuasive way is more crucial now than ever before. Visualizing Data shows you how to make sense of your data, present clear evidence of your findings, and tell engaging stories all through data graphics.

In this four week course, students can progress at their own pace through the key steps of data visualization. The hands-on lessons will focus on techniques for data preparation — how to choose, create, and edit graphics, as well as best practices for presenting your visualizations.

*subject to change, please follow updated information on the website

Program Detail

Chicago Booth School of Business

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CHICAGO BOOTH
The University of Chicago Booth School of Business

Behavioral Economics: Nudging to Shape Decisions

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Online

Schedule*

February 16 – April 13, 2021

Additional Date*

May 18, 2021
September 21, 2021

Investment*

USD 2,800

*subject to change, please follow updated information on the website

Competency Coverage

» Customer Service Excellence
» Economic Analysis
» Market Research
» Strategic Leadership
» Marketing Strategy

» Professionalism and Social Responsibility
» Problem Solving and Decision Making

Scan or click QR to register

Overview

Organizations around the globe are increasingly using "nudge thinking" to help people make more efficient decisions. Nudge units are applying insights from the field of behavioral science to design policy, create change, and build a customer-centric approach to strategy. When these insights are applied to management, leaders discover new ways to drive enterprise value, improve product and service design, and help stakeholders make better choices.

In this online program, executives will learn how to leverage behavioral economic insights to improve economic, policy and management outcomes.It further combines academic theory and business knowledge with practical, real-world applications. Through a highly interactive learning environment, executives will learn how to use data intelligence to better predict outcomes and practically apply behavioral insights to their organization. Online sessions will cover topics including history of behavioral economics, prospect theory, sophisticated choices, self-control, fairness, the psychology of incentives, biased beliefs, inattention, discrimination and nudging.

CHICAGO BOOTH
The University of Chicago Booth School of Business

Chicago Booth Approach to Finance

Target Group

» Top-Level
   Management
» Mid-Level
   Management

Delivery Method

Online

Schedule*

February 16 – April
13, 2021

Additional Date*

May 18, 2021
September 21, 2021

Investment*

USD 2,800

*subject to change, please
follow updated information on
the website

Competency Coverage

» Accounting Principles and Processes
» Asset Management
» Business Valuation
» Cash Flow Management
» Cost Analysis and Accounting
» Financial Analysis
» Financial Planning

Scan or click QR to register

Overview

The business world is marked by volatility and unpredictability. Yet one thing remains constant—the language of business. And this competitive business world requires leaders to have a solid understanding of these core financial accounting principles to make effective decisions in their organization.

The Chicago Booth Approach to Finance offers you a unique opportunity to discover accounting through the Chicago Booth approach, which views accounting as the language of business rather than a mere set of standards.

Led by renowned Chicago Booth Professor, Haresh Sapra, over an eight-week period you'll be introduced to key financial statements— learning how to understand them, how to prepare them and become familiar with their main components. And, after acquiring an understanding of how to interpret a company's financial statements and financial position, you'll be able to make impactful decisions on how to combat competition, make strategic growth decisions, and create shareholder value.

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Chicago Booth CIMA Education Program

CHICAGO BOOTH
The University of Chicago Booth School of Business

Target Group
» Mid-Level Management

Delivery Method
Blended Learning

Schedule*
January 13 – April 10, 2021

Additional Date*
May 12 – August 6, 2021
September 8 – December 3, 2021

Investment*
USD 4,850

*subject to change, please follow updated information on the website

Competency Coverage
» Accounting Principles and Processes
» Business Valuation
» Corporate funding
» Cost Analysis and Accounting
» Economic Analysis
» Financial Analysis
» Financial Modeling
» Financial Planning
» Market Research
» Portfolio/Investment Performance Management
» Tax Planning

Scan or click QR to register

Overview
CIMA is only credential designed specifically for financial professionals who want to attain a level of competency as an advanced investment advisor or consultant. Chicago Booth is a registered education provider for the education program requirement in the certification process.

This program is for experienced financial professionals from a variety of backgrounds and business models—including independent advisors, investment consultants, national and regional broker-dealer representatives, and bank/trust employees. It is open to those who have submitted a CIMA certification program application.

CHICAGO BOOTH
The University of Chicago Booth School of Business

Executive Program in Corporate Strategy

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

May 3 – 13, 2021

Additional Date*

August 2 – 12, 2021

Investment*

USD 7,950

*subject to change, please follow updated information on the website

Competency Coverage

» Business Acumen
» Corporate Performance Review
» Corporate Strategic Planning
» Data Analytics
» Economic Analysis
» Industry Analysis
» Innovative and Creativity
» Market Research
» Problem Solving and Decision Making

Scan or click QR to register

Overview

In today's turbulent business world, leaders find themselves in a complex competitive environment where corporate strategy is more critical than ever before. Those who are able to think strategically and predict the impact of industry evolution are able to make competitive shifts and maintain profitability.

In this program, executives will learn techniques to understand the competitive structure of an industry and a company's competitive advantage. Participants will analyze various strategic decisions, including positioning, pricing, new venture, technology, and diversification. In addition, the program will look at how organizational structure impacts effective strategy development and implementation.

Participants will apply the program material to define long-term strategic objectives and initiatives and will translate these objectives into an execution roadmap.

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CHICAGO BOOTH
The University of Chicago Booth School of Business

Global Senior Management Program

Target Group

» Top-Level
  Management

Delivery Method

In-Person

Schedule*

January 2022 - TBC

Additional Date*

-

Investment*

USD 19,500

*subject to change, please
follow updated information on
the website

Competency Coverage

» Corporate Strategic Planning
» Developing Others
» Driving Performance
» Economic Analysis
» Industry Analysis
» Innovative and Creativity
» Marketing Strategy

» Mergers and Acquisitions
» Strategic Leadership

Scan or click QR to register

Overview

Gain a global perspective and international network in this management program cocreated by Chicago Booth and IE Business School. Chicago Booth and IE Business School have joined forces to create this uniquely applicable program that provides senior managers and directors with the opportunity to hone dynamic, strategic vision skills through the exchange of ideas, experiences, and knowledge with renowned business leaders, scholars, and professionals in a highly interactive context.

CHICAGO BOOTH
The University of Chicago Booth School of Business

High-Stakes Strategies: Strategies to Manage Systemic Risks for Competitive Gain

Target Group
» Top-Level Management

Delivery Method
Live-Online

Schedule*
April 12 – 21, 2021

Additional Date*
September 20 – 29, 2021

Investment*
USD 3,500

*subject to change, please follow updated information on the website

Competency Coverage
» Business Continuity Management
» Corporate Strategic Planning
» Driving Performance
» Innovative and Creativity
» Problem Solving and Decision Making
» Public Relations
» Relationship Building
» Stakeholder Relations
» Strategic Leadership

Scan or click QR to register

Overview
In today's rapidly changing business environment, the stakes for organizations are high. Successful leaders are those who proactively lead risk management strategies for their organization—scanning the horizon for threats and shining a light on new opportunities while communicating clearly under pressure.

In this 2-week program, you'll learn critical strategic approaches for managing risk and making high-stakes decisions. You'll acquire the tools to identify and anticipate a broad set of risks—not only the risks in your direct control, but also ones that can result from external forces such as pandemics, supply chain disruptions, financial crises, terrorism, and cybersecurity threats. You'll also elevate your ability to make critical leadership and communication decisions during times of change, uncertainty, and crisis.

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CHICAGO BOOTH
The University of Chicago Booth School of Business

Leading with Data and Analytics

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
February 22 – April 4, 2021

Additional Date*
April 26 - June 6, 2021
July 12 - August, 2021
September 6 - October 17, 2021
October 25 - December 5, 2021

Investment*
USD 4,500 – 5,700

*subject to change, please follow updated information on the website

Competency Coverage
» Analytical and Problem Solving
» Corporate Strategic Planning
» Driving Performance
» Strategic Leadership

Scan or click QR to register

Overview

As the volume of business data expands, the winners in tomorrow's marketplace will be those who can generate insight from information. Yet many leaders feel daunted by the sheer amount of data available. Many others make the critical mistake of looking for patterns in the data they have, instead of framing productive questions to get the data they need.

Many of the ideas, methods, and principles that describe the best business data and analytics practices were pioneered by faculty at the University of Chicago Booth School of Business. In this six-week program, participants learn how to "think data" the Booth way. They develop the critical and creative reasoning skills needed to frame a data analytics project, collaborate with data specialists, and ultimately make evidence-based decisions that drive results—without sacrificing speed and agility.

CHICAGO BOOTH
The University of Chicago Booth School of Business

Mergers and Acquisitions

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
March 29 – April 9, 2021

Additional Date*
July 12 – 23, 2021
November 8 – 19, 2021

Investment*
USD 7,950

*subject to change, please follow updated information on the website

Competency Coverage
» Business Valuation
» Capital Structure Analysis
» Corporate Funding
» Corporate Strategic Planning
» Due Diligence
» Financial Analysis
» Mergers and Acquisitions

» Organizational Culture Management
» Portfolio/Investment Performance Management
» Risk Analysis and Mitigation
» Tax Planning

Scan or click QR to register

Overview
The forces of globalization and technological change have created a highly competitive and dynamic business world where mergers and acquisitions are increasingly used to seek competitive advantage and maximize value for shareholders.

Engaging in M&A activity is not a low-risk endeavor, so it is imperative that executives know how to navigate this landscape. At Chicago Booth, you will learn not only from M&A successes but also from M&A failures to better evaluate risk and put frameworks and tools to practice in a risk-free environment.

Profesi.io *Your Smart People Solution*

CHICAGO BOOTH
The University of Chicago Booth School of Business

Negotiate with Influence: Shape Outcomes at the Bargaining Table

Target Group
» Mid-Level Management
» Junior Executives

Delivery Method
Live-Online

Schedule*
March 1 – 10, 2021

Additional Date*
June 7 – 16, 2021
October 4 – 13, 2021

Investment*
USD 2,500

*subject to change, please follow updated information on the website

Competency Coverage
» Communication Skill
» Developing Others
» Professionalism and Social Responsibility
» Relationship Building
» Problem-solving and Decision-Making

Scan or click QR to register

Overview
In today's fast-paced, high stakes business environment, new opportunities and deals may present themselves at any moment and executives must be ready to negotiate. Negotiation skills may make the difference between a favorable and detrimental outcome for your organization. In this program, you'll learn how to negotiate to achieve more value while maximizing the benefits for your organization and yourself.

In this highly interactive, live-online program, you'll gain the skills to become a more effective negotiator. You'll discover your unique negotiation style and its benefits in crafting a deal, explore how different strategic choices affect outcomes, acquire frameworks for cross-cultural negotiations, and identify biases at the bargaining table. You'll also acquire powerful social capital techniques that can help you make more impactful deals and exceed organizational objectives.

What's more, you'll also gain a sense of confidence at the bargaining table that can only be achieved through experiences and practice. Unlike other negotiation online programs, you'll participate in live negotiation exercises and receive live feedback from both faculty and a diverse group of peers to help you grow your negotiation skills.

CHICAGO BOOTH
The University of Chicago Booth School of Business

Resilient Leadership for High-Performing Organizations

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule*
April 13 – 22, 2021

Additional Date*
May 11 – 20, 2021
August 3 – 12, 2021
November 9 – 18, 2021

Investment*
USD 2,500

*subject to change, please follow updated information on the website

Competency Coverage
» Communication and Interpersonal Understanding
» Developing Others
» Driving Performance
» Innovative and Creativity
» Professionalism and Social Responsibility
» Relationship Building
» Strategic Leadership

Scan or click QR to register

Overview
Discover how to lead with courage for an agile, high-performance environment. Rising to meet challenges and adversity tends to be a watershed moment in a leader's career. Whether navigating the complex turbulent landscape of a global pandemic, managing technological change, or responding to economic setbacks, the highest-performing leaders are those who are brave and resilient, and embolden others in their organization to action.

Profesi.io *Your Smart People Solution*

CHICAGO BOOTH
The University of Chicago Booth School of Business

Strategic Thinking for Turbulent Times

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule*

April 5 – 14, 2021

Additional Date*

-

Investment*

USD 2,500

*subject to change, please follow updated information on the website

Competency Coverage

» Corporate Strategic Planning
» Customer Relationship Management
» Customer Service Excellence
» Digital Thinking
» Industry Analysis
» Innovative and Creativity
» Market Research

» Market Segmentation
» Problem Solving and Decision Making
» Strategic Leadership

Scan or click QR to register

Overview

Technological and digital advancements have changed the playing field. From mobile banking to transportation to e-commerce, seemingly every industry has been affected. While some organizations are making small incremental changes, bold forward thinkers are discovering new uncharted markets that competitors failed to recognize. Being able to envision the unthinkable requires a strategic mindset with an intent to change the game.

In this program, participants will gain the strategic frameworks to anticipate threats and explore new opportunities deliberately. Attendees will evaluate business models that incorporate disruptive innovation to seize high-potential markets yet discovered. You'll gain the strategic thinking tools to identify value drivers, evaluate repressed markets, and determine where the higher value lies in the future.

When you leave this program, you'll be better prepared to align innovation with your business strategy, push creative boundaries, and improve your strategic thinking skills to analyze factors for long-term sustainable growth.

CHICAGO BOOTH
The University of Chicago Booth School of Business

The Advanced Management Program

Target Group
» Top-Level Management

Delivery Method
Blended Learning

Schedule*
October 11 – November 11, 2021

Additional Date*
-

Investment*
USD 56,000

*subject to change, please follow updated information on the website

Competency Coverage
» Corporate Strategic Planning
» Driving Performance
» Financial Analysis
» Financial Planning
» Innovative and Creativity
» Marketing Strategy
» Mergers and Acquisitions
» Organizational Culture Management
» Portfolio/Investment Performance Management
» Problem Solving and Decision Making
» Professionalism and Social Responsibility
» Relationship Building
» Strategic Leadership

Scan or click QR to register

Overview
In the Advanced Management Program (AMP), executives are immersed in a collaborative environment, in which our world-class faculty provide frameworks and tools developed at Chicago Booth that can be immediately applied in their various leadership roles. The professors and their fellow classmates offer new perspectives, challenge their thinking, and offer meaningful feedback, all with the goal of increasing their ability to effectively lead their organizations.

AMP consists of two parts:
1. Three week-long core sessions focusing on different aspects of enterprise leadership
2. Three live-online or in-person elective sessions—allowing for individualized curriculum, depending on each executive's experience and interests, and flexibility in scheduling, which is critical for senior executives

AMP is the only senior executive program to offer this individualized course of study. The three elective courses, combined with the three cohort core sessions, provide Chicago Booth AMP participants a customized learning experience unlike any other top business school.

Profesi.io *Your Smart People Solution*

CHICAGO BOOTH
The University of Chicago Booth School of Business

Wealth Planning Essentials

Target Group

» Wealth owners with financial assets of USD 10 million or more

Delivery Method

Live-Online

Schedule*

March 15 – 26, 2021

Additional Date*

June 14 – 25, 2021

Investment*

USD 2,800

*subject to change, please follow updated information on the website

Competency Coverage

» Financial Planning
» Portfolio/Investment Performance Management
» Risk Analysis and Mitigation
» Treasury Management

Scan or click QR to register

Overview

Gain wealth planning essentials to navigate today's uncertain times. In the era of COVID-19, the only certainty is uncertainty. Markets have rebounded from their initial crash earlier in the year, but the global economy remains fragile. Taxes are likely to go up in the coming years in response to rising deficits. How should families manage through the turbulence? In this program, you'll gain wealth planning essentials to navigate these uncertain times.

This program is for wealth owners only, with financial assets of USD $10 million or more. Single family office executives may attend with principal family members, but other financial advisors may not attend.

Program Detail

CKGSB School of Business

Profesi.io *Your Smart People Solution*

AI & Big Data for Executives

Target Group

» Top-Level
  Management
» Mid-Level
  Management

Delivery Method

Blended Learning

Schedule

Live-Online:
March 16 – May 11, 2021
On Campus:
October 26 – 28, 2021

Additional Date

-

Investment

Live-Online: USD 5,000
On Campus (Beijing):
USD 6,000

Competency Coverage

» Data Analytics
» Digital Thinking
» Industry Analysis
» IT Strategic Planning

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Overview

The future will see large parts of our lives influenced by AI and Big Data. Together, they have the power to transform how business works – tasks previously not amenable to automation can now be performed by algorithms with high accuracy. Business leaders are required to develop new forms of leadership that best facilitate the integration of human and machine thinking.

Presented by world-class faculty and leading industry practitioners from across the globe, the AI and Big Data for Executives program includes knowledge fundamentals in AI and Big Data, practical use cases in major industries in China, the U.S. and other AI-leading economies, and the latest research findings on AI development and governance in different cultures. You will emerge from this program with a forward-looking understanding of AI and Big Data, and frameworks to confidently apply AI in your own organization.

The program approaches AI and Big Data from a business perspective. You don't need a technical background for this program.

CKGSB
长江商学院
CHEUNG KONG GRADUATE
SCHOOL OF BUSINESS

Cutting-Edge Insights from China

Target Group
» Top-Level Management

Delivery Method
Blended Learning

Schedule
Live-Online:
September 9, 2021 (4 Weeks)
On Campus:
October 25 – 28, 2021

Additional Date
-

Investment
Live-Online: USD 1,000
On Campus (Beijing):
USD 8,000

Competency Coverage
» Corporate Strategic Planning
» Data Analytics
» Digital Thinking
» Innovative and Creativity
» Business Acumen
» Economic Analysis
» Industry Analysis
» IT Strategic Planning

Scan or click QR to register

Overview
Cutting-edge Insights from China is a four-day intensive English-language program specially designed for senior executives and policy makers to stay ahead of the strategic development from China. To be taught by globally acclaimed professors from CKGSB, together with business leaders from established companies, unicorns and unicorns-to-be in China, the program will provide an immersive learning opportunity for you to dive deep into China and develop a savvier understanding of the new geopolitical, economic, technological and social uncertainties of the coming decade.

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Digital Transformation 2021

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule

June 1, 2021 (5 Weeks)

Additional Date

-

Investment

USD 3,000

Competency Coverage

» Branding Strategy and Positioning
» Corporate Strategic Planning
» Digital Thinking
» Economic Analysis
» IT Strategic Planning
» Logistics
» Marketing Strategy

Scan or click QR to register

Overview

The coronavirus pandemic is supercharging a new era of digitalisation in China. New technologies and business models are being rapidly adopted to address the challenges and opportunities brought about by COVID19.

Taught by globally acclaimed professors from CKGSB, this program will dive deep into the business transformations accelerated by the crisis. Participants will be equipped with cutting edge insights as to how consumers shop, businesses operate and governments plan policy in a digitally-reshaped post-pandemic world.

Program Detail

Daily Meaning

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Optimizing Personal Leadership in Managing Uncertainty

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Collaborative Relationship
» Driving Performance
» Innovative and Creativity
» Problem Solving and Decision Making
» Professionalism and Social Responsibility
» Strategic Leadership

Scan or click QR to register

Overview
Learning Objective
» Optimizing your productivity by having the right mindset to face new normal and uncertain situation.
» Create effective and positive virtual collaboration with other team members to provide added value and optimize contribution.

Discussion Topics
» Embracing Uncertainty: Accept and face the current situation related to work and new normal in a positive way by being aware and wary about what we know, being focused and flexible about what we want to achieve, and learning to plan & planning to learn.
» Becoming a Trustworthy Professional: Strengthening your trustworthiness when collaborating with other team members and stakeholders to manage uncertainty and achieve shared goals.
» Becoming an Enabler: Become an enabler instead of a doer by maximizing the added values you deliver to stakeholders.

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Virtual Leadership to Engage Your Team

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Collaborative Relationship
» Communication and Interpersonal Understanding
» Developing Others
» Driving Performance
» Innovative and Creativity
» Professionalism and Social Responsibility
» Relationship Building

Scan or click QR to register

Overview
Learning Objective
» Strengthen leadership presence in virtual work to maintain team engagement and performance.
» Empower team to enhance their responsibility and dependability.
» Enhancing team collaboration to achieve the best result.

Discussion Topics
» **Clarity (Be Clear & Focus)**: Establishing priorities by focusing on impact & effort. Giving clarity when delegating task to your team with "should-need-want" principle.
» **Challenge (Develop Your Team)**: Upskilling your team skills and upgrading the working process in order to manage uncertainty and deal with new normal effectively.
» **Collaborate (Encourage Interdependency)**: Shift the way your team collaborate from being dependent to interdependent and being dependable even in work from home situation.
» **Connected (Build psychological safety)**: Shift the way you connect with your team from merely checking-up into checking-in on them. Empower your team by giving feedforward instead of giving feedback.

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Optimizing Virtual Communication

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Communication and Interpersonal Understanding
» Communication Skill
» Driving Performance
» Professionalism and Social Responsibility
» Relationship Building
» Strategic Leadership

Scan or click QR to register

Overview

Learning Objective
» Enable professionals to build solid partnerships and engage their stakeholders better, aligning them towards desired directions of the business.
» Determine strategies to communicate effectively in the virtual field, overcoming the new normal challenges of communication.

Discussion Topics
» **Becoming a Trustworthy Business Partner**: Learn how to leverage your role and communication impact using From Messenger to Business Partner and Trustworthy Quotient framework.
» **Boosting Your Confidence Level**: Understand your confidence level through The New Science of Self-Confidence and boosting it through Optimizing Your Impact and The Power of Charm.
» **Strengthening Your Virtual Communication Content**: Enhance your virtual communication content quality by demonstrating Second Order Thinking and delivering Actionable Insight.
» **Building Positive Partnership with Stakeholders**: Improve your partnership with stakeholder by optimizing Professional Positioning Framework and practicing Talking Filters on your virtual communication.

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Enhancing Your Virtual Collaboration

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Communication and Interpersonal Understanding
» Communication Skill
» Collaboration
» Collaborative Relationship
» Relationship Building

Scan or click QR to register

Overview

Learning Objective
» Overcome challenges during virtual collaboration by implementing the Google Perfect Team Formula.

Discussion Topics
» **Step Up Your Collaboration:** Achieve best results by collaborating, not merely coordinating. Learn the difference, evaluate current processes, and identify opportunities to improve.
» **Creating Trust in Collaboration (Psychological Safety & Dependability):** Teams perform their best in a psychologically safe working environment (to work without fear) and when they can rely on each other (dependability). Learn how to make others feel psychologically safe and fulfilling roles.
» **Providing Sense of Clarity (Structure & Clarity):** Manage clarity in collaboration process by clarifying the Purpose, Priority, Process, Performance (Standard), and People (Roles) in virtual collaboration.
» **Be Motivated & Purposeful (Meaning & Impact):** Boost your motivation to collaborate by finding the meaning of your roles (worthiness and pleasurable) and what impact you can create instead of just what roles you have or what task you do (Am – Do – Cause).

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Analytical Thinking & Creative Problem Solving

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Analytical and Problem Solving
» Innovative and Creativity
» Problem Solving and Decision Making
» Strive for Excellence

Scan or click QR to register

Overview

Learning Objective
» Strengthening analytical thinking skills which will enable professionals to comprehend complex information, turn data into powerful insight, and support problem solving process.
» Strengthening creative problem-solving skills effectively and efficiently in order to create impactful solution.

Discussion Topics
» **Strengthening Your Analytical Thinking**: Understand deeply what is it mean to be an analytical thinker and master key abilities in analytical thinking through practical and easy to comprehend framework.
» **From Data to Insight**: We are all surrounded by data. This topic lets participants learn how to transform data into powerful insight that more user friendly.
» **Critical Steps in Creative Problem Solving**: Get participants' ready to solve problem by set their mindset to become effective problem solver. After that, participants will be equipped with 3 practical steps to solve problem which are visualize – articulate – solve problem.
» **Boost Confidence as Problem Solver**: In order to deliver impactful solution to the stakeholders, in this topic participants are equipped with strategies to increase their inward-emotional and outward-social confidence level, also the 'never-failed' formula of solution deliveries.

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Recreating Customer Experience in New Normal Situation

Target Group

» All Levels

Delivery Method

Live-Online

Schedule

Contact Us

Additional Date

-

Investment

Contact Us

Competency Coverage

» Communication Skill
» Communication and Interpersonal Understanding
» Customer Care
» Customer Service Excellence
» Receptionist Skill
» Relationship Building

Scan or click QR to register

Overview

Learning Objective

» Enhance the customer obsessed mindset to create positive customer experience.
» Optimize roles in recreate customer experience by understanding customers' needs and concerns.
» Strengthen the positive partnership with customers in every interactions.

Discussion Topics

» **From Customer Service to Customer Experience**: Strengthen customer obsessed mindset by understanding the difference between Standard Service (focus on procedures) and Customer Experience (focus on impacts).
» **Improving Customer Experience in New Normal**: Being more aware of customer's urgency level, needs, and expectations in new normal situation with the outside-in approach and persona mapping.
» **Creating Impactful Customer Experience**: Implementing the 3 critical elements of customer experience: understanding customers' needs– role optimization – giving added value.
» **Strengthening Customer Experience as Culture**: Understanding the levels of negative impact of giving an ineffective customer experience in new normal situation with simple practical tools "Buku Dosa".

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Productive Remote Working Culture

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule

Contact Us

Additional Date

-

Investment

Contact Us

Competency Coverage

» Achievement Orientation
» Collaboration
» Collaborative Relationship
» Developing Others
» Driving Performance
» Professionalism

» Professionalism and Social Responsibility
» Relationship Building
» Strategic Leadership
» Strive for Excellence

Scan or click QR to register

Overview

Learning Objective
» Strengthen professional contribution and leadership to create a productive remote working culture as a 'new normal'.
» Empower team to enhance their presence and responsibility.
» Gain trustworthy partnership and collaboration in a 'new normal' situation.

Discussion Topics
» **Team Performance and Engagement Reflection**: Analyze your current team performance and engagement in remote working situation through interactive survey.
» **Strengthening Your Presence by Lead Up and Lead Down**: Keep the stability in your work process by creating engagement with your leaders and staffs by implementing Lead Up and Lead Down principles.
» **Managing Your Team Performance during Working from Home**: Manage your team's performance through virtual interaction with impactful 3Ps communication strategies – Problem, Plan, Progress.
» **Implement Your Productive Remote Working Culture**: Establish your new remote working culture that encourage your team to stay productive and keep their well-being healthy using Remote Culture Canvas.

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Becoming Future Ready Professional

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Achievement Orientation
» Continuous Improvement
» Driving Performance
» Innovative and Creativity
» Professionalism
» Professionalism and Social Responsibility
» Strive for Excellence

Scan or click QR to register

Overview
Learning Objective
» Strengthening participants ready to learn mindset to develop their potentials.
» Participants are able to understand rapid change of situation, define their room for improvement, craft impactful learning strategies and plan, also committed to execute their learning plan.

Discussion Topics
» **#BeAware: Having a Wide and Deep Understanding of Current Situation**: During and after pandemic there are many changes happening in the organization. As professionals, participants need to understand about the changes and find the gap in their competencies in order to support company's goal in handling challenges.
» **#BePrepared: Leveraging Your Growth as a Professional**: Growth and adaptive mindset are vital part to becoming future ready professionals. In this topic participants will learn to switch their mindset and be ready to embrace changes and challenges into exciting learning zone.
» **#BeActive: Creating Learning Plan and Be the Best Version of You**: To become the best version of participants' self, agility and habit are need to be built. Therefore, this topic will guide participants with strategies to become agile in learning also creating top-notch habit. As real implementation, participants will be asked to create their version of learning plan based on what they have learned trough out the workshop.

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Embracing and Creating Innovation

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule

Contact Us

Additional Date

-

Investment

Contact Us

Competency Coverage

» Achievement Orientation
» Analytical and Problem Solving
» Business Acumen
» Continuous Improvement
» Digital Thinking
» Driving Performance
» Innovative and Creativity

» Problem Solving and Decision Making
» Professionalism and Social Responsibility
» Strive for Excellence

Scan or click QR to register

Overview

Learning Objective
» Becoming a more change-resilient professional by being capable in facing and overcoming the uncertainties of change.
» Able to innovate to leverage the opportunities of change and sustain business performance despite the threats of change.

Discussion Topics
» **Becoming an Adaptive Innovator**: As an Innovator, we need to be more change-resilient by understanding the external and internal drivers of change. Will you adapt to survive or thrive?
» **Changing by Innovating**: Take quantum leaps in innovation by practicing OTSW instead of SWOT (seizing OPPORTUNITIES(O) first) and be the disruption though Design Thinking as a framework for innovation in the digital age: Empathize – Define – Ideate – Prototype – Test.
» **Innovating for Competitive Advantage**: Create new opportunities with your innovation from your resources. Utilizing the VRIO Dimensions and offer New Sparks in re-designing product/service offerings.

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Leading Change

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Achievement Orientation
» Business Acumen
» Continuous Improvement
» Driving Performance
» Developing Others
» Innovative and Creativity
» Relationship Building

» Strategic Leadership
» Strive for Excellence

Scan or click QR to register

Overview
Learning Objective
» Prepare stakeholders to embrace change in new normal situation, avoiding resistance to change.
» Engage stakeholders to implement required changes effectively.
» Enable stakeholders to sustain dan maintain the required changes.

Discussion Topics
» **Preparing Mindset to Embrace Change**: Setting the right mindset in embracing change by having a growth mindset instead of fixed, and mental toughness in dealing with change by optimizing control, commitment, and open to challenges.
» **Increasing the Sense of Urgency**: Avoid resistance to change by creating the sense of urgency by focusing the why changes should happen, highlighting the positive and negative gaps that are needed to close.
» **Engaging Stakeholders to Implement Change**: To engage stakeholders in implementing changes, we need consider their logical, emotional, and survival aspects (neuroscience) thus they don't feel overwhelmed nor underestimate the changes.
» **Communicate for Buy–In**: Enable stakeholders to comprehend and maintain the change by pushing the right button, specifically highlighting stakeholders' concerns, problems to be solve, and benefits to be gained.

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Becoming The +1 Professional

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Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Achievement Orientation
» Continuous Improvement
» Driving Performance
» Professionalism
» Professionalism and Social Responsibility
» Strategic Leadership
» Strive for Excellence

Scan or click QR to register

Overview
A credible company is formed by credible professionals; professionals who are more concerned with creating impact than the capabilities or status they have. Ultimately, the added values these professionals strive to deliver to all their stakeholders shape the company's positive brand image and hence competitive advantage.

Discussion Topics
» **Your Professional Brand Image**: Create a consistent brand image of you: What I am – What I do – What I cause. Enhance your branding by strengthening your trustworthy quotient: credibility, reliability, intimacy, and orientation to others.
» **Strengthening Your Credibility**: Are you a Human Doing or a Human Being? - Start building your credibility by being mindful on the impact of what you do. Become a Business Enabler instead of a Do-er by maximizing the added-values you deliver to stakeholders.
» **Becoming an Effective Professional**: Maximize your work efficiency and effectiveness by stretching your focus from 'getting-things-done' into 'doing the right things right'. Never Stop Learning: optimize your effectiveness by always fine-tuning your work attitude, work processes, and work capabilities.
» **Building Positive Partnership With Stakeholders**: Become a confident professional by empowering your inward-emotional-confidence and outward-social-confidence. Build mutual partnership with stakeholders with the "I'm OK-You're OK" professional positioning.

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Analytical Thinking

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Analytical and Problem Solving
» Collaboration
» Continuous Improvement
» Driving Performance
» Innovative and Creativity
» Professionalism and Social Responsibility
» Problem Solving and Decision Making
» Strategic Leadership
» Strive for Excellence

Scan or click QR to register

Overview
Learning Objective
» Advancement in business and technologies shifted the world's outlook for essential skills. Among hundreds of competencies, the ability to perform a thorough analysis remains fundamental for leaders. Contemporary business environment is packed with a dense network of data, along with increased competition. Analytical skill then becomes the emphasis: how to orchestrate vast database and turning them into insights for successful & sustainable growth.

Discussion Topics
» **Strengthening Your Thinking Abilities**: Knowing your thinking system: You Are What You Think – be aware of personal bias in every thought. Become a critic of your own thinking by upgrading your first-order thinking to second order thinking.
» **Strengthening Your Analytical Thinking**: Amplify your analytical thinking by challenging information with the following techniques: Thinking the unthinkable: 5-whys analysis; Questioning the unquestionable: Assumption Clarification; Challenging everything: What-if Analysis.
» **Executing Analytical Thinking**: TO, PO, LO, SO, GO – an analytical method to accomplish your tasks: Where are we going TO, LOok to the information, find POssibilities, SO which alternative do you choose?, Let's GO with an action plan.
» **Analytical Thinking in Collaboration**: Improve your Collaborative Intelligence by widening your view of stakeholders and relating to their 'ways of seeing'. The Inquiry Compass In Collaborative Intelligence: Analytic, Procedural, Relational, Innovative – 4 styles of collaborative problem solving.

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Beyond Time Management

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Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage

» Achievement Orientation
» Continuous Improvement
» Driving Performance
» Strategic Leadership
» Professionalism

» Strive for Excellence
» Project Planning and Execution

Scan or click QR to register

Overview

In facing rising customer expectations and rapid competition, it is crucial to maintain employees in their optimal states. However, optimal performance does not come from putting more hours or strict work scheduling; instead, it comes from physical, mental, and emotional well being. Beyond Time Management challenges employees to produce significant business results without burnout by effectively managing their energy.

Discussion Topics

» **Managing BODY**: The 7 things that can boost up your energy at the tiring points your job. Are you an Early Person or a Night Owl? – Maximize your productivity by synchronizing tasks with your body clock.
» **Managing EMOTIONS**: The Stress vs Performance curve: understand your stress tendency when facing challenges. Strengthen your Adversity Quotient in dealing with stress; stop being a quitter, don't settle on being a camper, strive to be a climber.
» **Managing MIND**: Work smart, not hard by focusing on what matters – use the importance vs. urgency matrix to manage your tasks. Optimize your focus by multi-thinking, not multi-tasking – avoid mind exhaustion from ineffective multi-tasking.
» **Managing SPIRIT**: Avoid drama and unhappiness by understanding the 3 circles of control: control – influence – concern. Staying positive with asset-based thinking – create energy and minimize anxiety by focusing on the brighter side of things.

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High Impact Communication

Target Group

» All Levels

Delivery Method

Live-Online

Schedule

Contact Us

Additional Date

-

Investment

Contact Us

Competency Coverage

» Achievement Orientation
» Communication and Interpersonal Understanding
» Communication Skill
» Continuous Improvement
» Collaboration
» Collaborative Relationship

» Professionalism
» Relationship Building
» Strive for Excellence

Scan or click QR to register

Overview

Whether it is for projects, negotiations, or giving directions, the success of many business activities hinges on effective communication. Beyond getting your message across to get things done, impactful communication builds solid partnerships that make breakthroughs possible. With high-impact communication, employees could better engage their stakeholders and align them towards desired directions of the business.

Discussion Topics

» **The Outside-In Approach in Communication**: It's not about 'what I want to say' but what others need or want to hear – engaging others by speaking from their point of view. Make your message impactful by focusing on shared concerns; identify shared concerns by mirroring on others' roles and needs.
» **Strengthening Your Communication Content**: Enhance your communication quality by demonstrating intellectual humility, courage, and autonomy. Articulate your ideas effectively using the PRES framework: Point – Reason – Example – Summary.
» **Managing Communications with Maturity**: Effective communication cannot happen with empathetic listening - be a good listener by removing listening blocks from your mind. My rights count and so do yours, I win, and you win – develop your assertiveness in communication.
» **Emotional Intelligence in Communication**: Practicing emotional intelligence in communication: fight, flight, freeze, or face? Making communication effective in emotional situations – by understanding how the brain control emotions.

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Business Presentation

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Achievement Orientation
» Communication Skill
» Communication and Interpersonal Understanding
» Innovative and Creativity
» Professionalism
» Relationship Building

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Overview
Impactful presentations have the power to drive business results into the right direction; they create stakeholder buy-in by grabbing minds, touching hearts, and influencing actions. Without effective presentations, ideas get stuck in shelves, messages get ignored, and progress do not happen. The decision of your stakeholders might be difficult to control, but you can definitely control the information they use to make those decisions.

Discussion Topics
» **The HEAD of Your Presentation**: Creating effective and efficient content: framing your message with a clear flow of mind. Make your presentation insightful by transforming data into mind-grabbers and knowledge that are meaningful for the listener.
» **The HEART of Your Presentation**: Become a charming presenter with a genuine yet simple approach: appreciation – connection – support. Co-create, don't lecture: create an engaging experience for listeners through two-way interactions.
» **The HANDS of Your Presentation**: Get your listeners' buy-in – create desire and a sense of urgency around your message. What to say vs. what to accomplish: move your listeners into doing what you want them to do.
» **Final Challenge**: Individual 3-minute presentation practice along with feedback from Lead Facilitator.

Business Storytelling

Target Group

» All Levels

Delivery Method

Live-Online

Schedule

Contact Us

Additional Date

-

Investment

Contact Us

Competency Coverage

» Achievement Orientation
» Business Acumen
» Communication Skill
» Communication and Interpersonal Understanding
» Professionalism
» Relationship Building

Scan or click QR to register

Overview

Storytelling is one of the most principal methods to communicate that has been proven to boost business growth; it drives your stakeholders to make the right business decisions by creating strong connection between the stories and the stakeholders' concerns. Storytelling has the power to engage our brain in a deeper way than data alone, which enable you to inspire and motivate your stakeholders. It might be difficult to control your stakeholders' actions, but you can change their perspective and influence them to move towards shared goals.

Discussion Topics

- **The Science of Storytelling**: How story affects our brain? – Understanding the neuroscience of powerful storytelling. Create an attractive story by implementing the 4 characteristics of powerful story: Connection – Engaging – Drive Behavior – Memorable.

- **The Storytelling Formula**: Mastering the 3 elements of business storytelling to leverage the impact of your story.

- **Final Challenge**: Individual 5-minute presentation practice along with feedback from Lead Facilitator.

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Leading & Motivating Your Team

Target Group
» All Levels

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage

» Achievement Orientation
» Career Management
» Collaborative Relationship
» Communication and Interpersonal Understanding
» Communication Skill
» Continuous Improvement

» Developing Others
» Driving Performance
» Strategic Leadership
» Strive for Excellence

Scan or click QR to register

Overview

Strong leadership and a motivated workforce are hallmarks of almost all successful businesses. Today, leaders must work hands-on with their teams, understand each person's unique strengths, and finally, have an engagement strategy in order to keep everyone highly engaged and productive. By adopting Leading & Motivating Your Team practices, leaders will have the ability to create high-performing teams that could boost not only the company's profitability, but also employee morale.

Discussion Topics
» **Setting Goals that Others will Pursue**: The Seven "Leadershift": Sharing the power in leadership to empower team ownership when setting goals. Set Wildly Important Goals that align team identity with organization expectations: Using the Must – Need – Want framework.
» **Fostering Commitment Beyond the Job**: Collaborative Leader Cycle : Connect – Consider - Communicate – Create – Confirm – Congratulate. Foster team growth by delegating; lead them as the person they can be, not the person they are now.
» **Motivating People for Team Engagement**: Becoming an expert on the people you manage: Identify what drives and motivates your team. Make you team not only satisfied, but also motivated in their roles by leveraging Hygiene & Motivational Factors. Create a "We" Culture where people feel connected, humanized, optimized, respected, and synchronized with team goals.
» **Final Challenge**: Individual team briefing practice using the HEAD-HEART-HANDS method.

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Becoming an Inspiring People Leader

Target Group

» Top-Level Management
» Mid-Level Management

Delivery Method

Live-Online

Schedule

Contact Us

Additional Date

-

Investment

Contact Us

Competency Coverage

» Achievement Orientation
» Career Management
» Collaboration
» Collaborative Relationship
» Continuous Improvement
» Driving Performance
» Developing Others

» Strategic Leadership
» Professionalism
» Relationship Building
» Strive for Excellence

Scan or click QR to register

Overview

Leaders might be efficient and effective in managing people and operations, and yet not necessarily capable of inspiring their team to create long lasting impact for the organization. Impactful leaders do not rely upon tools or procedures to achieve excellence; they strive to organically unleash the true potential of their talents, creating a progress-oriented environment that is likely to create sustainable success. When aligned with organization goals, inspiring leadership has the power to enable market leadership.

Discussion Topics

» **Understanding Inspirational Leadership**: The Leadership Pyramid: how to shift your action and approach from individual contributor to inspirational leader. Understanding the Four Areas of Inspirational Leadership: Unite People, Lead with a Vision, Unlock Team Potential, Always Growing as a Leader.
» **Inspiring Your Team**: Beyond engaging your team – Fulfill The Pyramid Of Employee Needs by inspiring your team. Inspire and unite the team with your own leadership vision: purpose – destination - values.
» **Empowering Your Team to Success**: Learn from Google's High Performance Team Culture: Psychological Safety, Dependability, Structure & Clarity, Meaning and Impact of work. Empower your team to become Business Enablers – build a sense of ownership to solve business problems as a team.
» **Becoming an Inspiring Role Model**: Master the characteristics of a credible role model: walk the talk, purpose-driven, practices self- reflection, self-aware, shows empathy. Become an inspiring role model for your team with IKIGAI.

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Becoming an Inspiring Coach

Target Group
» Top-Level Management
» Mid-Level Management

Delivery Method
Live-Online

Schedule
Contact Us

Additional Date
-

Investment
Contact Us

Competency Coverage
» Achievement Orientation
» Career Management
» Collaborative Relationship
» Communication and Interpersonal Understanding
» Developing Others
» Driving Performance
» Learning and Development
» Professionalism
» Relationship Building
» Strategic Leadership
» Strive for Excellence

Scan or click QR to register

Overview
Coaching is best when undertaken within the context of real performance needs, and must support the organization's goals. When done successfully, coaching allows leaders to align their team's development with the organization's need for growth. More importantly, coaching builds trust-based partnerships and inspires positive change that leads to high productivity and organizational progress.

Discussion Topics
» **Leading as a Coach**: The modern-day leader-coach expectation: know me – challenge me – connect me – inspire me – unleash me. Coaching or Counseling or Mentoring? Choose the best method to solve your team's performance issues.
» **Becoming the Effective Coach**: Coaching across generations: approaching each generation differently based on their different needs and motivations. What you want vs. what they need; coaching is only effective when you understand the capability and willingness gaps of the individual.
» **Conducting Impactful Coaching**: Coaching is more about asking than telling – getting the most out of a coaching session by leveraging the power of asking questions. Conduct impactful coaching with the GROW model: Goals-Reality-Opportunity-Way Forward.
» **Sustaining a Coaching Culture**: Establish the rules of conduct to implement coaching results and measure progress. Creating a "coaching habit" to build a culture of continuous growth.

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Problem Solving & Decision Making

Target Group
» Top-Level
   Management
» Mid-Level
   Management

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Competency Coverage
» Achievement Orientation
» Business Acumen
» Continuous Improvement
» Driving Performance
» Innovative and Creativity
» Professionalism

» Problem Solving and Decision Making
» Strive for Excellence

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Overview
In order for organizations to stay competitive in today's fast-paced and complex business environment, leaders need to be consistently effective and also efficient in resolving the challenges and dilemmas that impede business growth. Therefore, it is imperative that leaders are capable in identifying solutions that lead to maximum results in the shortest time possible. Without the proper thinking frameworks of Problem Solving & Decision Making, leaders may struggle in finding the optimal path to growth.

Discussion Topics
» **Optimize Your Thinking to the Next Level**: Becoming the Reflective Thinker: Understanding the different levels of thinking for problem solving and decision making. Cultivate your creative mind with the different types of box thinking (alternatives to out-of-the-box thinking).
» **Faster and Smarter Problem Solving**: Master the practical 4S technique for efficient and effective problem solving: State the real problem, Structure the problem into sub-problems, Solve using the right framework, Sell the solution powerfully.
» **Become a Smarter Decision Maker**: Free yourself from the 8 hidden traps that hinder smart decision-making. Change your approach in collaborative decision-making from 'advocacy' to 'inquiry' by leveraging the power of idea diversity.
» **Strengthening Your Business Acumen**: Develop yourself in the 5 core elements of business acumen: people, revenue, cost, innovation, compliance. Strengthening your sense of business to enhance the organizational impact of your problems and decisions.

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Strategic Thinking

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Overview

Whatever the position is, leader or not, strategic thinking is important for making the right decisions that advance business objectives in a sustainable manner. Many business initiatives fail due to misalignment from the big picture and short-term thinking. Therefore, to become an organization that is effective in achieving its mission and vision, it helps to make all level more strategic in delivering their role.

Discussion Topics
» **Understanding Strategic Thinking**: Understanding the difference between being operational, tactical, and strategic. Becoming strategic by asking 3 big questions: "What Business Are We In?", " What Is Our Uniqueness?", and "What Is Important to Our Success?"
» **Developing a Strategic Mindset**: Understanding the internal and external factors that could significantly affect business success for the long-term. Develop strategic thinking by analyzing the following factors: Main Factors: business field, market share, and unique selling point. Technical Factors: Critical touch point and resource management.
» **Executing Strategic Thinking**: Producing suitable strategies by examining the positive and negative effects of multiple factors. Implement your strategy using the 4 Disciplines of Execution: Focus on Main Targets – Monitor Progress – Create Metrics – Drive Accountability.
» **Communicating Your Strategy**: Turn your strategy into a compelling vision by leveraging the 'Power of Why' behind the strategy. Master the Art of Storytelling to communicate your vision in a meaningful way that moves others into action.

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Strategic Planning & Organizing

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» All Levels

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» Relationship Building
» Strategic Leadership
» Strive for Excellence

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Overview

In carrying out their roles as professionals, leaders are often asked to execute projects. More than that, leaders are also expected to lead and empower the team that runs the project with them. This project execution skill is one of a critical factors that determine a person could be a strategic leader, that will execute projects effectively and efficiently.

Discussion Topics
» **Strategic Planning & Organizing with 4DX**
» **Focus on The Wildly Important**: Understand the problem and challenges that exist and determine the most important objectives to achieve.
» **Act on Lead Measures**: Determine what strategic steps should be taken in achieving the goal.
» **Keep a Compelling Scoreboard**: Creating scoring method that ensure the effectiveness and efficiency of the project execution.
» **Create a Cadence of Accountability**: Leading the team with clarity of purpose, rules of the game, and to strengthen their roles and responsibilities.

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Professional Lobbying

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» Communication Skill
» Communication and Interpersonal Understanding
» Professionalism
» Relationship Building
» Strategic Leadership

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Overview
In dealing with today's fast-changing business environment, the ability to deliver lobbying strategically becomes critical for companies to progress ahead of competition. However, the focus of lobbying is not merely to negotiate, but more for the purpose of driving our stakeholders' goals and concerns in alignment with our organization's vision. Professional Lobbying skills enable employees to effectively influence their stakeholders and build meaningful partnerships in the goal of accelerating business growth.

Discussion Topics
» **Lobbying as a Business Partner**: Beyond Winning: Understanding the Win-Win mindset that drive sustainable lobbying success. Lobbying is about partnership, not transactions; beware of losing long-term partnership due to 'instructing' instead of lobbying.
» **Setting the Stage for Successful Lobbying**: UNDERSTAND stakeholder's concerns, needs, and wants to figure out the best lobbying strategy. Establish RAPPORT as a partner with the power of charm and positive ego positioning.
» **Getting Buy-in from Stakeholders**: Focus on SHARED CONCERNS to build mutual interest with stakeholders and connect them to the win-win solution. Get stakeholders' buy-in with ADDED VALUES: leverage on the solution benefits that really push their 'hot button'.
» **Achieving the Win-Win Agreement**: Accomplish the Deal! – what happens if they agree immediately, what happens if they don't? Saying NO in lobbying: turning 'lose-win' or 'lose-lose' into 'win-win' with tactfulness.

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Effective Negotiation

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  Management

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Overview
Mastering negotiation skill is crucial to improve your business growth and achieve the organization target. The target of negotiation is beyond winning the deal, it is also to foster long-term partnership with your stakeholder and seek mutual benefit for both party. By having a clear understanding of your counterparty needs, concern and knowing the right strategy to make a bargain, you will be able to master the art of negotiation.

Discussion Topics
» **Critical Skills in Negotiation**: Powerful content: How to turn data into powerful content as your ammunition in negotiation. The importance of communicating assertively to express your thought and interest in a clear and proper manner.
» **Effective Negotiation Strategy**: Mastering the 4 steps of effective negotiation strategy.
  • Step #1 Prepare: Understanding your counterparty status, position and power
  • Step #2 Exchange Information: Mastering The 7 communications tactic in negotiation
  • Step #3 Bargain: learn how to strategically exercise your BATNA (Best alternative to a negotiated agreement)
  • Step #4 Closing: Create a recap to seal the deal and make the right appreciation
» **Emotional Maturity in Negotiation**: Having the awareness how to control your emotion effectively in a negotiation situation..

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Creating Customer Centricity

Target Group
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» Mid-Level Management

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Competency Coverage
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Overview
In an era of unpredictable disruptions, becoming a customer centric company is critical to sustain customer loyalty and hence market share. Beyond delivering standard services and procedures, customer centricity creates customer success through enhanced customer experience and satisfaction. When customer centricity is embedded at the heart of an organization's culture and processes, employees will be driven to deliver the best solution or services to exceed customer and stakeholder expectations.

Discussion Topics
» **Understanding Customer Centricity**: Beyond customer experience: customer centricity puts customer success at the heart of business success. Customer centricity is a responsibility for all departments – understanding customer- centricity as a whole-organization effort.
» **Enabling Customer Centricity**: Transforming the mindset from standard service to customer centricity by focusing on impact, not procedures. Executing customer centricity: Understand customer needs – Optimize your role to deliver added values – Create Positive Experience.
» **The +1 Customer Centric Professional**: Understanding the importance of +1 attitude (Charming – Proactive), +1 words (Informative – Solutive), and + 1 action in handling stakeholders. Becoming the +1 partner – maintaining positive partnerships with customers and business partners through emotional maturity.
» **Strengthening Customer Centricity as a Culture**: Create team awareness on the severity level of negative impacts that could arise due to neglect of customer centricity. Develop the Buku Dosa.

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Improving Efficiency & Effectiveness

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Overview
In today's rapidly changing business world, organizations need to accelerate at such a fast pace that everyone is expected to do more in less time; and this high productivity expectation will only intensify as competition continues to increase. Therefore, in order for organizations to thrive and not just survive, they need professionals who are always ready to level-up their efficiency and effectiveness by working smarter, not harder.

Discussion Topics
» **When Faster-Harder-Smarter Is Not Enough**: The Art of Productive Laziness: Optimize your work processes to maximize results and minimize effort. Faster – Harder – Smarter Is Not Enough: Exceed targets by being Richer – Deeper – Wiser in challenging your environment.
» **Becoming the +1 Enabler**: Self-audit your work process with the "-1, 0, +1" gap analysis: -1 for underperforming, 0 for meeting expectation, +1 for extra miles. Achieve breakthrough results by overcoming the 7 challenges of efficiency and effectiveness.
» **Creating Progress**: Create progress in process, people, or infrastructure with a simple principle: getting better, being better & doing better. Pursue bigger progress with the GE Work Equation: Looking at the world needs x (a belief in a better way + relentless drive) = a world that works better.
» **Sustaining Progress**: Keep optimizing your business processes: get progress ideas from the latest tech innovations in business apps and software. Make the shift from being "a human resource" into a "resourceful human" by embracing dynamic and unpredictable working cycles.

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Embracing Change & Creating Innovation

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» Mid-Level Management

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Overview

Change and innovation is no longer a choice in the current VUCA business environment. In facing the constant wave of disruptions in technology and consumer demands, companies will thrive if their professionals embrace disruption as an opportunity to innovate instead of denying it by charging ahead with the status quo. With this in mind, fostering professionals to have a positive mindset for change is key to organizational resilience.

Discussion Topics

» **Being Smarter in Change**: Do You See the Changes Around You? – becoming more change-aware by understanding the external and internal drivers of change. Change the way you react to change: will you keep up, be a victim, or create the change?
» **Embracing the Positive Uncertainty**: Be AWARE & WARY about what we know. Be FOCUSED & FLEXIBLE about what we want to achieve. LEARN to plan and PLAN to learn.
» **Changing by Innovating**: OTSW instead of SWOT: take quantum leaps in innovation by seizing OPPORTUNITIES(O) first. Introducing Design Thinking as a framework for innovation in the digital age: Empathize – Define – Ideate – Prototype – Test. Be the Disruption! - begin innovating by experimenting with the core components of digital disruption: customer centricity, new business model, digital innovation.
» **Innovating for Competitive Advantage**: Create new opportunities from your resources with the VRIO Dimensions. Offer New Sparks:10 ways of re-designing product/service offerings. Winning the competition by focusing more on creating customer value, firm value, and ecosystem value.

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Leading Change

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Overview
Leading Change effectively enables organizations to accelerate change initiatives fast enough to ensure the organization's long-term success. In leading such change, leaders must not only manage the changes nor help others adjust to those changes, but must also be a catalyst in creating and orchestrating the productive energies necessary to mobilize change at the right speed and in the right direction.

Discussion Topics
» **Becoming the Leader of Change**: Master 360o Leadership if you want to lead change – driving change by leading up, leading down, and leading across. Your team will change during change: manage the process effectively using the Drexler/Sibber Team Performance Model.
» **Creating the Stage for Change**: Creating Sense of Urgency: setting alarming reasons for change – 'facts of reality', change-or-die', or 'to grab the opportunity'? Creating Coalition: get others on-board with you by building a sense of togetherness.
» **Pushing Change Forward**: Developing and Communicating a Vision: moving others into the change effort with an effective vision that captures their buy-in. Empowering Action: carry out strategies to help others overcome resistance and accept change.
» **Implementing and Sustaining Change**: One step at a time: break-down and implement change as smaller transitions that gradually build momentum. Continuously measure change success and improve implementation using the ADKAR and SUP progress criteria.

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Credible Professional Development - The Beautiful Mind At Work

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Overview

A beautiful mind at work keeps your professionals and your company healthy. This programs aims to shape such a beautiful mind whereby professionals can manage their mindset more positively to create meaning and impact at the workplace, thereby becoming a happier and more productive employee.

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Credible Professional Development - Becoming an Irreplaceable Professional

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Overview
In today's highly competitive environment, companies must strive to consistently deliver 'irreplaceable' added values to customers. This starts by having professionals committed to be irreplaceable themselves. This program discusses the strategies on becoming irreplaceable by giving unique contributions that advance company objectives.

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Credible Professional Development - Becoming a Better Professional by Rediscovering Your IKIGAI

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Overview
High levels of performance can be unleashed from passionate and fulfilled employees. To achieve such, this program introduces a Japanese concept called 'IKIGAI', meaning the "reason for being", which helps professionals in rediscovering the 'why' behind their jobs. Ultimately, IKIGAI enables a powerful self-motivation to achieve the very best.

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Credible Professional Development - Strengthening Your Credibility by Being Beneficial for Others

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Overview

Remarkable business results are not driven individually, but rather by a network of professionals helping each other to advance company goals. In such companies, professionals focus not only in delivering individual roles like a 'do-er', but also to be beneficial for others as a business enabler. To achieve such mindset, this program focuses on strategies to create added values for all company stakeholders.

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Credible Professional Development - Riding Two Horses: Becoming An Innovative Professional

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Overview
In today's fast-changing environment, organizations not only need human resources, but also resourceful human. In order to become a resourceful human as a professional, one needs to be excellent in 'riding two horses' i.e. in daily operations as well as in innovating for continuous improvement or change. The main purpose of this program is to enable professionals in 'riding two horses' for optimal performance and growth.

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Credible Professional Development - Strengthening Your Professional Brand Image

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Overview
A credible company is formed by credible professionals; professionals who are more concerned with the added-values they deliver than the capabilities or status they have. This program helps professionals strengthen their personal branding, which in turn also enhance the company's positive brand image among stakeholders.

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Credible Professional Development - Business Ethics

Target Group
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Competency Coverage
» Collaborative Relationship
» Professionalism and Social Responsibility
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Overview
Trustworthy market players are powered by professionals who are consistent in their professional integrity. By encouraging a deep respect for ethics and etiquette, this program aims to empower professionals in building trust and solid partnerships that are beneficial for the company and all the stakeholders involved.

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Credible Professional Development - Mindfulness at Work

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Competency Coverage
» Analytical and Problem Solving
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» Problem Solving and Decision Making

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Overview
How do we encourage professionals to be more productive at work? Based on recent research, mindfulness is the key to significantly improve personal productivity. This program introduces the concept of mindfulness as a way to be more aware towards surrounding realities and hence more effective in solving everyday problems.

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Credible Professional Development - Creating Auto-Pilot in Developing Yourself

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Target Group
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Competency Coverage
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Scan or click QR to register

Overview
Companies who desire continuous growth could benefit from employees committed to life-long learning. However, creating a culture of self- motivated growth is always challenging for any organization. This program helps professionals 'automate' their self-developing habits in a practical but powerful way.

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Credible Professional Development - Woman Can Have It All

Target Group
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Competency Coverage
» Continuous Improvement
» Developing Others
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» Professionalism and Social Responsibility

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Overview
According to research, gender diversity, especially in leadership roles, helps make companies more profitable. Because of this, helping women to achieve work-home balance and feel comfortable at the workplace is undeniably important for company success. This program is aimed to empower women in overcoming the challenges typically faced as they strive to achieve success both at work and at home.

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Credible Professional Development - Work-Life Integration

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Competency Coverage

» Driving Performance
» Professionalism and Social Responsibility

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Overview

Companies that value and strive to enable work-life integration for their employees are likely to benefit from a healthier, more engaged, and hence more effective workforce, which focuses more on 'winning' instead of merely 'surviving'. In order to realize such work-life integration without compromising company productivity, this program is designed to encourage optimum performance with efficient management of both professional and personal life.

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Positive Organization - The Law of A Garbage Truck: Creating A Positive Working Environment

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Competency Coverage
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» Driving Performance
» Professionalism and Social Responsibility
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Scan or click QR to register

Overview
Happiness at work is crucial not only for employee wellbeing, but also for company performance. A safe and positive work environment allows people to perform their very best without being hindered by negative workplace issues. To create such environment, however, starts from every individual. The Law of Garbage Truck empowers every individual be more proactive in maintaining positivity at work.

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Positive Organization - Beyond Performance Management: Applying Performance Motivation

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» Learning and Development

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Overview

Nowadays, many organizations have left the conventional performance management systems in favour of the more impactful performance motivation. This program aims to show that the key to inspiring maximum performance is not by scoring or giving standardized feedback, but by creating intrinsic motivation that benefits both employee and the organization.

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Positive Organization - Say No To The New Form of Harassment & Bullying at Work

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Competency Coverage
» Collaborative Relationship
» Professionalism and Social Responsibility
» Relationship Building

Scan or click QR to register

Overview
In today's digital and global era, not everyone is aware of the new form of harassment & bullying behaviour, especially at work. If left overlooked, its impact on employee stress levels would lead to worsening employee health and productivity. This program helps professionals with strategies to overcome this issue that threaten employee morale.

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Effective Collaboration - Strengthening The Interdependency Through 360° Leadership

Target Group
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Competency Coverage
» Collaborative Relationship
» Developing Others
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» Strategic Leadership

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Overview

In today's complex business environment, challenges are best resolved through interdependency; independence is no longer sustainable and dependence has never been so destructive. In consequence, leaders must be capable in fostering interdependent collaboration through 360° leadership; with such leadership, team members lead up, lead down, and lead across to drive high performance together.

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Effective Collaboration - Mastering A Cross-Generational Collaboration

Target Group

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» Communication and Interpersonal Understanding
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Overview

The success of companies today are built upon the synergy among different generations, balancing innovation with tradition to make a difference in the market. This program explores the unique characteristics of the 4 generations in today's professional world to enable effective cross- generational collaboration that lead to breakthrough team performance.

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Personal Management - Don't Manage Your Time, Manage Your Energy

Target Group
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» Driving Performance
» Professionalism and Social Responsibility

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Overview

With jobs getting more complex, overtime and burnout issues have become common in many companies. This condition due to employees having 'not enough time' could perhaps be helped not with time management, but instead with energy management. To help employees stay efficient and healthy in the workplace, this program is focused on discussing strategies to manage our 'Body, Emotion, Mind, and Spirit' energy as a daily habit.

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Personal Management - Managing Your Priority at Work

Target Group

» All Levels

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Competency Coverage

» Driving Performance

» Professionalism

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Overview

Many business initiatives fail simply due to a lack prioritization or focus on the things that matter most. Because of this, companies must empower their employees to be more effective in setting priorities and accomplishing them with efficient action plans. This program is designed to give professionals the tools to be more strategic in managing tasks based on their importance and urgency.

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Change Management - Embracing Changes, Managing The Future

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Overview
As change becomes the inevitable certainty in today's VUCA business environment, resisting change is only counter-productive and even detrimental to business success. With this condition, it becomes apparent that embracing change is the key to making the unpredictable future manageable. On that note, this programs aims to instill in professionals a mindset that positively accepts, confront, and leverage change into an opportunity for company improvement.

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Service Excellence - Deliver Your Best : From Customer Service To Customer Experience

Target Group

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Competency Coverage

» Communication skill
» Communication and Interpersonal Understanding
» Customer Care
» Customer Relationship Management
» Customer Service Excellence

» Receptionist Skills
» Professionalism

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Overview

Considering today's easily saturated markets, constantly giving the best experience to customers is key for differentiation and winning their loyalty. Beyond delivering standard services and procedures, giving a positive customer experience means optimizing one's role to exceed customer and stakeholder expectations whenever possible. This program is designed to awaken the spirit of customer-centricity in the heart of employees so that companies continue to be a favorite among their customers.

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Impactful Communication - How To Sell Your Ideas

Target Group

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Competency Coverage

» Communication and Interpersonal Understanding
» Communication Skill
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» Relationship Building

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Overview

Business progress happens when bright and passionate employees are able to sell their ideas to the organization; by selling and not telling, they are able to create the stakeholder buy-in necessary to turn their ideas into reality. Unfortunately, many great ideas get stuck in shelves as they are not communicated in a way that gets them realized. With this in mind, by empowering professionals to impactfully sell their ideas, companies may see more progress, innovation, and growth happening at the workplace.

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