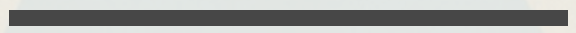


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**Your Global Friend**



By Glopal



# Who are We ?



***GLOPAL MANAGEMENT AND SERVICES PRIVATE LIMITED** is registered under the Indian Companies Act, 2013 on April 20, 2017 with CORPORATE IDENTITY NUMBER (CIN) of U74999WB2017PTC220674.*

*It is committed towards T&D with a “Transformation From Within” Approach*

*The company has developed training teams, resources and materials for core business areas and has also made interventions for super specializations.*

*The name **GLOPAL** stands for **GLO** – Global and **PAL** – friend. It assures to be ‘Your Global friend’. **GMANDS** aims at becoming” Your Friend who satisfies your Training Needs”.*



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# Training & Development

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**By Glopal**



# Our Process of Training



## **TRAINING NEEDS ASSESSMENT**

Discuss in detail with top line managers in the organization; to understand the various gaps and potential areas of improvement to take the organization forward to the next level.

## **CUSTOMIZATION OF TRAINING PROGRAMS AND IDENTIFICATION OF TRAINERS**

Our distinguished industry experts and academics from top B-schools help make tailor made programs by sensing the pulse of the organization. Our huge pool of associated trainers from top corporates and B-Schools ensure the right quality and class of training.

## **SEAMLESS EXECUTION OF TRAINING PROGRAM**

Our experienced and certified trainers ensure the best experience for the target group in consideration and create an everlasting impression on the organization's performance, through a combination of chalk and talk, case studies and workshop models.

## **FEEDBACK AND FOLLOWUP**

Through a structured feedback process which is worked out along with the organization, we analyze the training absorb/on and efficacy of the program which is aligned to the organization goal and purpose of the training.



# Our Training Offerings

GMANDS | 2018

WHAT  
ARE YOU  
READING  
NOW?

The  
New York  
Public  
Library

“We have some of the Best  
Corporate Trainers capable  
of delivering customized,  
industry specific, result  
oriented workshops,  
trainings, & seminars”



# Management Skills Training Programs

- Building high performing teams & conflict mastering techniques.
- Goal setting, planning & prioritization of task with effective result orientation.
- Interviewing skills development of the Front Line Managers.
- Delivering Customer Experience Excellence
- Performance Enhancement through Creativity & Innovation.
- Enhancing personal effectiveness & impact
- Attitude for altitude.







# Accounts & Finance

- Finance for non-finance managers.
- Corporate finance
- Financial statement analysis
- Taxation & GST
- Advanced excel for managers
- Business valuation
- Cost management and product costing





# Leadership Training & Development

- Coaching, Counseling and Mentoring for leaders.
- Effectively using feedback at every level.
- Management of emotional intelligence - The essential structured thinking toolkit.
- Driving change, Change Champion, Change Management.
- Various Leadership styles.
- Situational Leadership Model.
- 2-hour Training Program on Life Leader Model.







# Behavioural Skills Training

- Developing Effective team that delivers.
- Employee Engagement and Motivation.
- Conflict Management – Cross-functional Collaboration.
- Effective Time Management.
- Ensuring Effective Decisions.
- Developing & Nurturing Analytical and Problem Solving Skills.
- Effective Planning, Execution and Delivery.

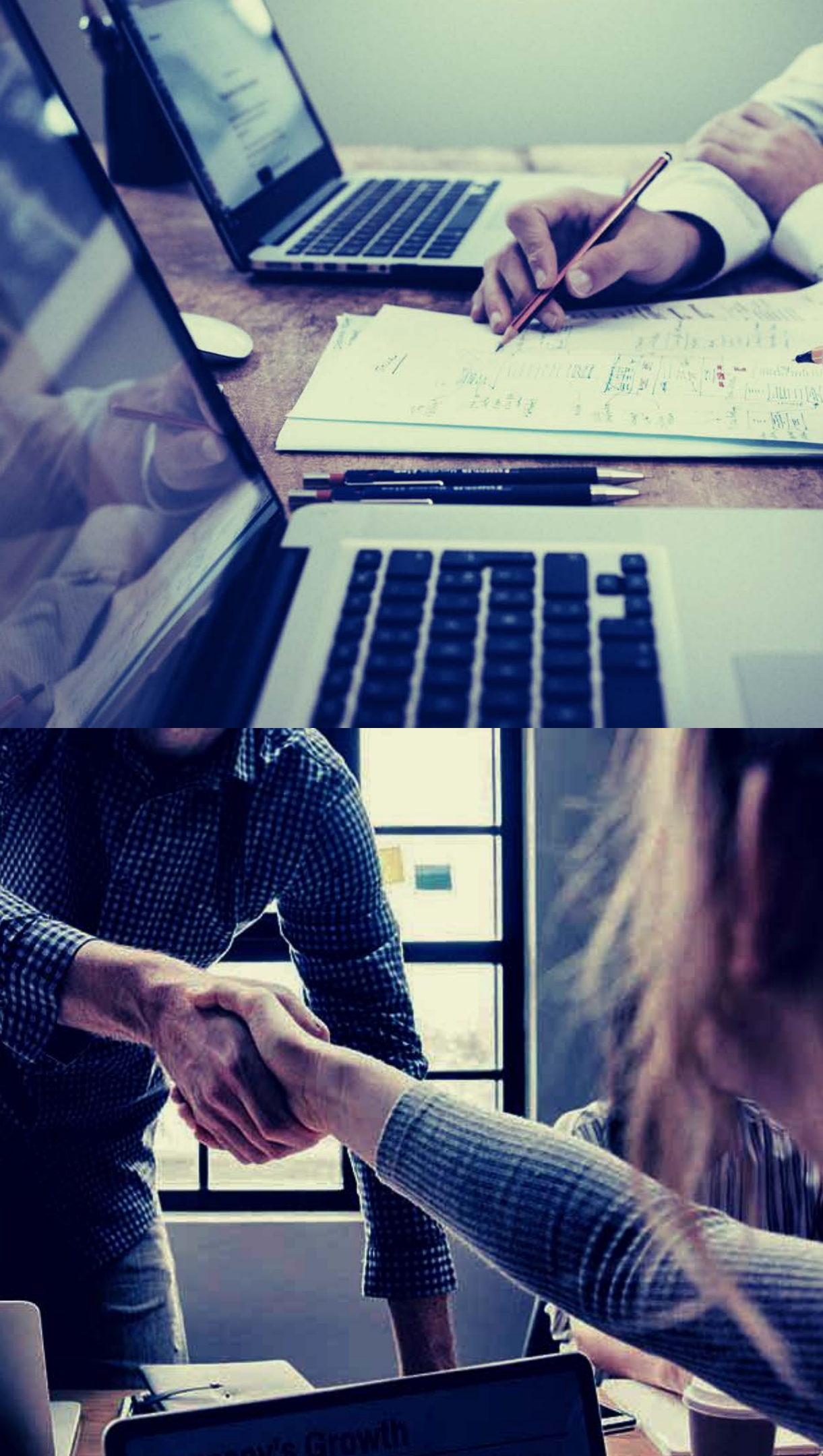


# Sales and Marketing

- Marketing for General Management.
- Digital Marketing.
- Market Analytics.
- Consumer Behavior
- Sales & Distribution Management
- Product & Brand Management
- Services Marketing
- Marketing Strategy
- Integrated Marketing Communications
- B2B Marketing
- International Marketing







# HR Training

- Organizational structure, Design, Development and Deployment
- Strategic HR Analytical Training
- Development of Performance Oriented Organization
- Impact of Organizational Structure and Operational Process on Performance Management Process.



# Strategic/Operations Management

- The Strategy Making/Strategy Execution Process
- Rethink your Company's strategic possibilities in changing times
- Key Elements of a Successful Strategy
- Corporate and Business Level Strategies
- Project Management for Corporates
- Creating value in supply chains
- To design supply chain networks as well as financial and information flows







# Other Soft Skills

- Personality Development.
- Communication Skills.
- Leadership Programs.
- Presentation Skills.
- Interpersonal Skills.
- Emotional Intelligence & Self Awareness.
- Innovation Creativity.
- Decision Making.
- Stress Management.
- Work Life Balance.
- Women Empowerment Program.
- Team Building.
- Customer Service & Customer Relationship.
- Negotiation Skills.
- Time Management.
- Spiritual Intelligence.



# Analytical Skills & Computer-based Training



- Research Methodology
- Advanced Excel
- Financial Analysis
- Business Analysis
- Data Science
- Big Data Analysis
- Smart Data Analysis
- Customized ERP Training
- Statistical Software Training
- Accounting Software / GST/VAT Software



# Terms and Conditions



1. Compensation: The Compensation of the Services rendered against Training/Workshop/HR Services will be mutually agreed upon and the Invoice will be raised and paid by the Company within 15 Days of the Receipt of the Invoice.
2. Confidentiality: The Client will not make copies of any Confidential Information or any Content/PPT/Workflows or any other subjects relating to training/workshops/HR Services exclusively provided by Glocal containing Glocal's logo and disclaimer.
3. Nonsolicitation of Employees/Freelance Trainers/Consultants: During the term of this Agreement or post the termination of the Contract for at least 1 year the Company will not, directly or indirectly, recruit, solicit, or induce any of the Employees/Freelance Trainers/Consultants provided by Glocal.
4. Indemnification in the event a third party sues Glocal for rendering training/workshops/HR Services to the Client, then the Client will pay reasonable legal fees due to Glocal in such an action.



# Contact Us



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