



Leadership Excellence through Awareness and Practice

# सिद्धाप

LEADERSHIP MASTERY JOURNEY





# TALENT ADVISORY - *Transformative Talent Solutions*

01

## LEADERSHIP

Capability Development

We help leaders to rise to the challenge to lead their businesses and achieve meaningful growth by changing the way they think act & connect.

02

## BELONGING

Diversity, Equity & Inclusion

We help create a safer & inclusive work environment by working on breaking biases, facilitating inclusive culture, & diversity leadership confidence.

03

## BUSINESS STRATEGY DEVELOPMENT

Conclaves & Retreats

We work with your leadership teams to devise VISION-2-STRATEGY, & STRATEGY-2-EXECUTION pillars for the organization.

04

## CHRO ADVISORY

People Process Consulting

We leverage our in-depth experience to provide value solutions to Business & HR Leaders for People Process Effectiveness.

05

## COACHING

360° People Leadership

360° People Leadership model is targeted toward people leaders tasked with responsibility of core execution of leading people & business.



# OUR CREDENTIALS

**Verborum non Egestas, Fido Actus!**

NO NEED OF WORDS, TRUST ACTIONS!

YEAR  
INCORPORATE  
**2016**

**PASSION'PRE**  
NEURS

**100+**  
HAPPY  
CLIENTS

GLOBAL  
DELIVERY  
CAPABILITY

**DIVERSE**  
INDUSTRY  
EXPERIENCE

ARDENT  
EXONENTS OF  
*Be Spoke &*  
*#ExperienceLearning*  
METHODOLOGY

$$\text{Trust} = \frac{\text{Credibility} + \text{Reliability} + \text{Intimacy}}{\text{Self-Orientation}}$$

$T = \frac{C + R + I}{S}$





# INDUSTRY RECOGNITION



Brandon Hall Excellence Awards highlight the ability to design and implement learning and leadership interventions that make a measurable impact on business outcomes.

Winning these awards for the third consecutive year highlights ProventusHR's continued dedication to creating impactful, business-driven leadership programs.





## Rama Krishna (RK)

Consultant | Coach | Facilitator | Behavioural Agronomist



Alumni of National Defence Academy



Master in HR Management from IMS, Indore



Over 25 yrs of experience with TCS, JP Morgan Chase, Jet Airways, Essar, NRB



Passionate about Experiential Learning, #ExperienceLearning



Leading exponent of REEL|LIFE, Movie review based experiential learning methodology



Certified Master Coach (MCC) | Marshall Goldsmith SCC | ICF





# WE BELIEVE



ProventusHR EDGE

LEARNING METHODS EFFECTIVENESS

*We believe that people learn best through experiences, exploring, creating, connecting and interacting with the world and each other, not through sitting and looking at slides!*

*We specialise in facilitating experiences, where executive participants can learn and apply their learnings in a **risk-free learning environment, simulating real life.***

*Towards this experience creation, we leverage Computer Simulations, REEL\Life (Movie based learning format), Rapid Prototyping, Socialisation, Gamification etc in our workshops.*



*#ExperienceLearning*



Leadership Excellence through Awareness and Practice

# LEADERSHIP

LEADERSHIP MASTERY JOURNEY



# LEAP - Leadership Excellence Through Awareness & Pride

## Different Strokes for Different Folks

01

### EMERGING

Individual contributor to LEADER.

Hi-potential development first time leaders.

Clarifying roles & building capabilities to lead team transactions.

leap

02

### DEVELOPING

Mid-level leader.

Manager of managers.

Hi-potential succession planning.

Managing priorities & creating alignment for strategic execution.

leap +

03

### STRATEGIC

Functional & business leaders.

P&L leaders.

Key roles succession planning.

Driving & sustaining business-people results.

leap ++





## LEAP - *Designed For Success*

We know that human behaviour shaped over decades of experiences, cannot be changed with a stand-alone training intervention. We offer Bespoke & Integrated Leadership Intervention, a 360° mindshare approach spread over 6-9 months.

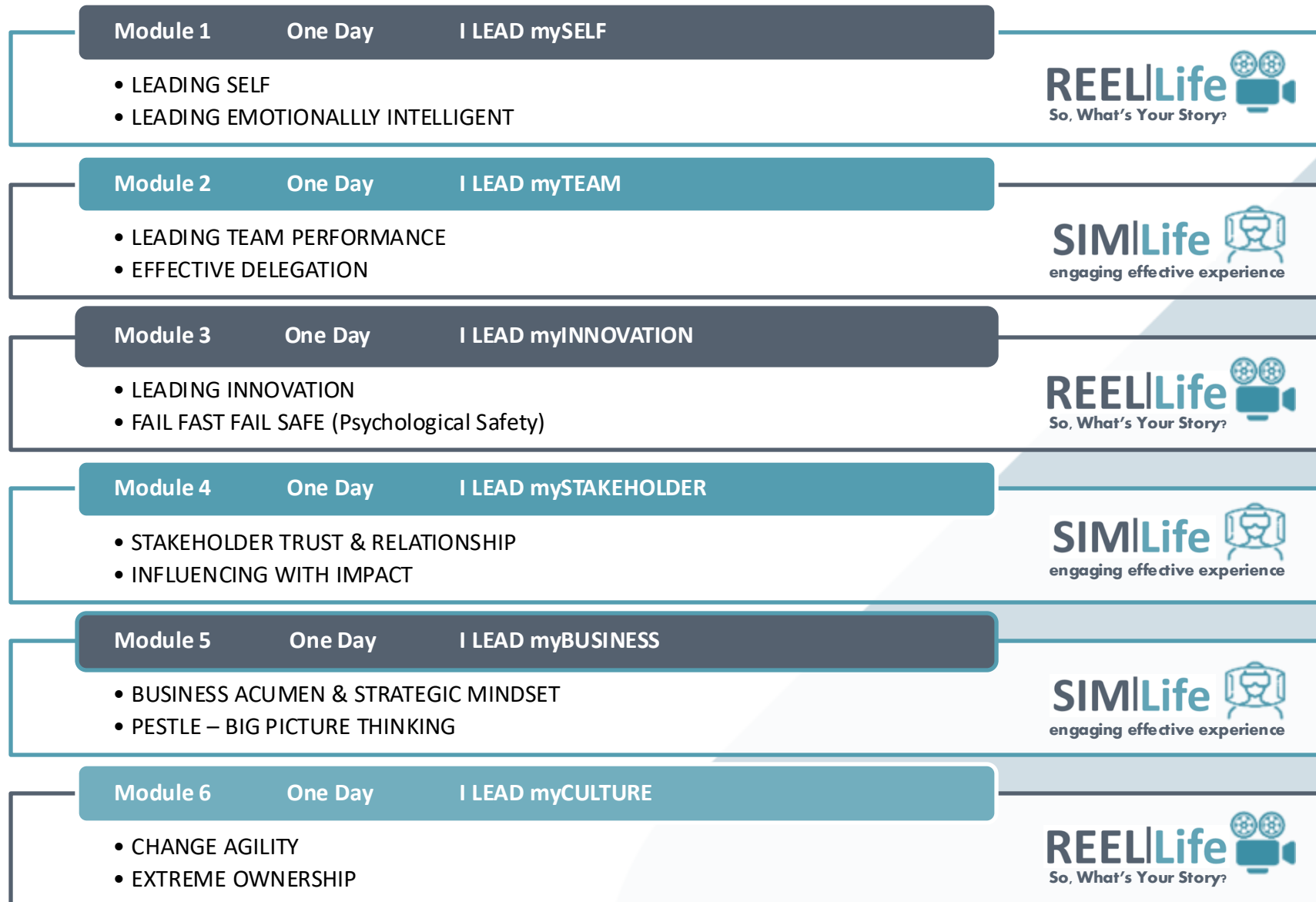
**360° MODULAR  
MULTI-MODAL  
MULTI-SENSORY  
MINDSHARE**



**LEAP** - a journey leveraging our signature immersive-reflective methodologies to enhance learning and leadership capability development.

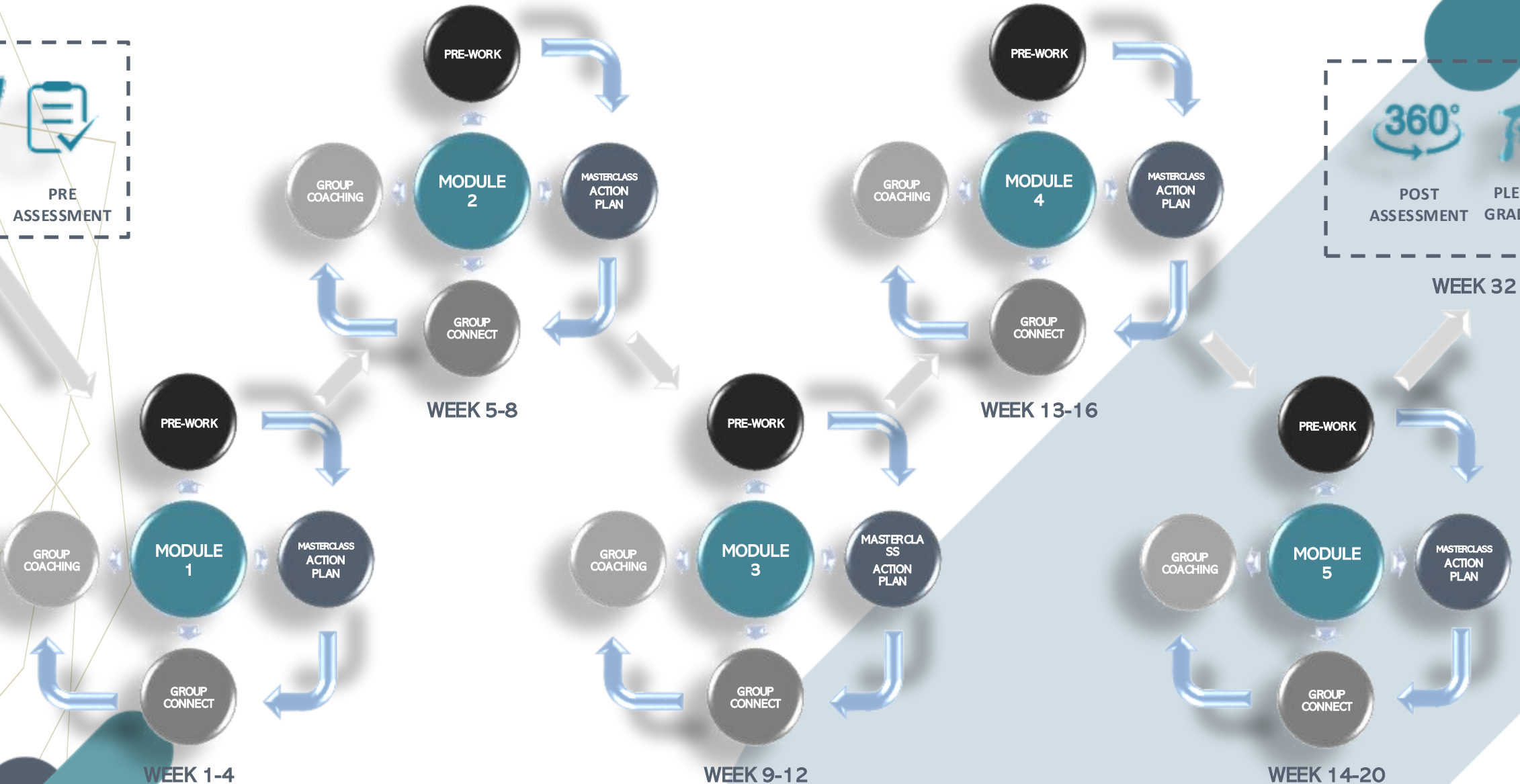
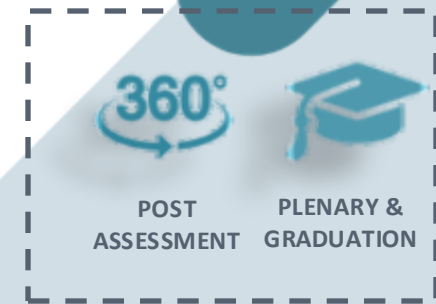


# LEAP – Recommended Journey Flow (In Person Workshops)





# LEAP - Modular Journey Flow Diagram



Pre-Work 15-20 min Articles/TedTalk/Videos/Self-Inventories  
 Group Connect. 1 hour Group Reflections in an Open Format

Masterclass 8 Hours  
 LEAD Coaching 30 min

In-Person + Action Plan  
 1-on-1 or Small-group Coaching



# LEAP – Modular Offerings (Options)





# #Experience Learning

Experiential Methodologies leveraged for learning effectiveness

SNAP SHOTS





# Gamification in LEAP Journey

Participants earn points through engaging activities, fostering interaction and recognizing top achievers, ultimately enriching the learning experience.



## Point Accumulation System

Participants earn points through attendance, participation, quiz rankings, and submissions.

01



## Recognition of Achievers

Top 10 participants are honored as Shield Bearers, highlighting their efforts.

02



## Impact on Graduation Event

Accumulated Shields from participants contribute to the final Graduation event.

03



## Certification Process

Shield Bearers receive certifications at the Graduation event, symbolizing their achievements.

04



## Engagement through Gamification

Gamification promotes active participation and motivates learners throughout their journey.

05



# Advantages of Gamification

Exploring the advantages of gamification in learning



## Encourages Engagement

Gamification introduces points for participation, driving motivation among learners.



## Recognizes Achievements

Top performers are celebrated as Shield Bearers, fostering pride and motivation.



## Builds Healthy Competition

Rankings inspire learners to strive for excellence and improve their skills.



## Supports Accountability

Rewards for pre-work and action plans empower learners to prepare thoroughly.



## Fosters Continuous Learning

Shields signify progress, encouraging a culture of ongoing education.



## Increases Retention

Regular rewards create memorable learning experiences, enhancing retention.



## Celebrates Success

Graduation ceremonies honor participants' dedication and achievements.



## Simplifies Goal Tracking

Clear milestones and targets help learners stay focused and motivated towards their educational objectives.



# Simulation Experience

Explore Effective Strategies



## Experiential Learning

Provides hands-on, immersive experiences that enable participants to learn by doing.



## Realistic Problem-Solving

Mimics real-world scenarios, allowing learners to practice decision-making in a safe environment.



## Immediate Feedback

Offers instant insights into actions and decisions, fostering quick learning and improvement.



## Risk-Free Experimentation

Encourages trying new strategies and approaches without real-world consequences.



## Bridges Knowledge and Application

Helps translate theoretical concepts into practical skills and behaviors.



## Enhances Engagement

Captures attention through interactive and dynamic activities, making learning more enjoyable.



## Promotes Critical Thinking

Develops analytical and strategic thinking by challenging participants with complex situations.



## Fosters Collaboration

Encourages teamwork and communication, simulating collaborative workplace dynamics.



## Supports Long-Term Retention

Reinforces learning through active participation, ensuring deeper understanding and recall.



## Customizable for Relevance

Tailors' scenarios to specific industries, roles, or challenges, ensuring applicability and value.

ilead
Leave Full Screen
Support
Exit

**In response to your Leadership Style**

Your style matches the skill and morale levels of around half of your team members. For the rest, review your style at the beginning of next week.

Average Impact: 0 Skill, +1 Morale, +1 Result

Day 2 Week 2/8

Team Skill: 56, Team Morale: 49

Target: \_\_\_\_\_

DEFINE > IDEATE > PROTOTYPE > TEST > EXECUTE

\$55,360 43:30

customer segments, interact with them again posing specific questions and using the emo grid based on their responses.

**WINDOW SHOPPER**

RESUME CONVERSATION

This will open in full screen

When it comes to Getchu, our customers have a simple, straightforward journey. First, there is discovery, if they don't know what exactly they want, and research, if they do. The others, when they find something they like, place an order. Prepaid or cash on delivery, we are happy with either. Then we have delivery - and closing of the order. To put it very simply, the customer engages with us at the time of purchase, and these form the core touchpoints of a customer journey for us.

**PRICE HOPPER**

INTERACT WITH SEGMENT

This will open in full screen

It's only a question of using the data we have on this segment the right way.

**DOOR STOPPER**

INTERACT WITH SEGMENT

This will open in full screen

I like the way these customers challenge us to settle for mediocrity.

**Team's view**

Ana: You can't build a company if you don't know what your customers are thinking. It's really that simple, and it's really that important.

Jay: When it comes to Getchu, our customers have a simple, straightforward journey. First, there is discovery, if they don't know what exactly they want, and research, if they do. The others, when they find something they like, place an order. Prepaid or cash on delivery, we are happy with either. Then we have delivery - and closing of the order. To put it very simply, the customer engages with us at the time of purchase, and these form the core touchpoints of a customer journey for us.

**Touchpoints**

Click here to view your team messages

**WINDOW SHOPPER**

William, Wendy

**PRICE HOPPER**

Pratul, Paul

**DOOR STOPPER**

Dojin, David

BUILD YOUR BUSINESS
LEADERBOARD
STATISTICS
HISTORY
DAY 4
LEFT 116
TIMER 00:44:43

INBOX

ANALYSIS

Finance

Market

Decision

PLANNING

Human Resource

Pricing

Marketing

Investments

Banking

Break-even Analysis

Run Business

Year 4

Net Profit: \$88,830,379

CMM Level: 2

Market Share (in \$): 36.8%

Revenue Growth: 18.46%

Available Money: \$537,078,084

## Finance Analysis

Analyze the performance of your business using the income statement and balance sheet. The income statement shows the company's revenues and expenses during a particular period. The balance sheet shows a company's financial condition.

Particulars	Business Process Outsourcing	Technology	Management Consulting
Price	\$724,132		\$3,002,524
Sales	153		51
Revenue	\$110,792,196		\$153,128,724
Gross profit	\$40,792,196		\$39,128,724
Gross profit (in %)	58.27%		34.32%
Employee wage cost	\$70,000,000		\$114,000,000

**Team's view**

Luis Gonzalez (10%), Jessica Smith (10%), Allison Jacobs (10%), Dirk Nielsen (5%), Ben Mahler (10%), Jayden Charles (16%), Paula Ortiz (10%), Joseph Okri (10%), Anna Wozniak (10%), Clara Bouverot (10%), Melissa Goldberg (10%), Sheela Thomas (10%), Victor Slovsky (20%), Bane Kekoa (10%), Roger Stump (10%), YOU (Director, Product Management)

# REEL|Life in Learning



## Transformative Learning Through Cinema

Harness the power of storytelling and visual narratives to inspire deep reflection and behavior change.



## Cross-Referencing Concepts

Reinforce learning by linking cinematic lessons to real-world frameworks, models, and organizational practices.



## Immersive Experiences

Dive into curated movie clips that challenge biases, provoke thought, and ignite meaningful conversations.



## Critical Themes

Address key learning objectives like leadership, ownership, inclusion, and collaboration through engaging and memorable examples.



## Relatable Contexts

Use cinematic scenarios to mirror workplace challenges, fostering real-time problem-solving and emotional connection.



## Engage and Inspire

Leverage the emotional resonance of movies to inspire participants to internalize and apply learning outcomes.



## Captivating Stories by Master Storytellers

Leverage iconic films created by some of the best storytellers to deliver powerful messages that resonate.



## Action-Oriented Insights

Facilitate discussions and reflections that translate cinematic lessons into actionable steps for personal and professional growth.



## Enhanced Learning Retention

Engaging visual and emotional stimuli ensure lessons are remembered longer and applied effectively.



## Scalable and Versatile

Applicable across diverse topics and audiences, adaptable to training, coaching, and team-building scenarios.





## What's your favourite movie?

We'll bet you can enthusiastically tell us all about it, even if you haven't seen it in years.

Stories are like nutrition for our souls.

We remember them and love them. They have deeper meaning for us.





# Action Learning Templates

Key Details and Participant Benefits

## Apply Learned Concepts



Implement skills to tackle real-world challenges effectively.

## Live Scenario Implementation



Gain hands-on experience by applying theories in real situations.

## Final Project Presentation



Achieve FPP Certification showcasing expertise and skills.

## Recognition & Impact



Deliver impactful projects and gain recognition for excellence.

## Leadership Portfolio



Build a portfolio showcasing leadership and project achievements.



LS	STEP 1						STEP 2					
Role	Strength (Capabilities/ Skills)	Weakness (Lack of skills/ attitude/ knowledge)	Opportunity (existing within the system to leverage the strengths)	Threats (risks and consequences arising from the weakness)	Aspirations (personal and professional goals and desires)	Fears (internal factors preventing success)	Rate the person on his/her WILL (High-Low)	Rate the person on his/her SKILL (High-Low)	Which quadrant does (s)he belong to on the WILL- SKILL matrix**	What leadership style will you adapt for this situation***	List 2 actions that you will take basis your chosen leadership style	What activities can you delegate to him/her basis the Urgent-Important matrix
Specialist	* Technical Excellence * Effective Communication * Dedication	* Work in Silo * No proactiveness * General Structures	* Career Growth * Higher Role * Award & Recognition	* Disconnection * No support * No successor	* Lead the Project * Execute normal structures	* Lack of confidence * Monotonous work * Miss deadline/ leading to complaints	Low	High	Qualified	Partnering	* Involve in interaction for tech problems * Allocate assignments specific to gain confidence for higher role	Hi-U/Lo-I
Project Engineer	* Soft Skills * Confidence * Ready for help	* Dictate * Unable in Mentoring	* Successor TL * Visibility across BUs	* Leadership * No successor	* Lead the Team * Become PM for large projects	* Too many tasks together * Incomplete tasks	High	High	Confident	Entrusting	* Assign team responsibilities * Involve in standardisation/productisation improvement	Hi-U/Hi-I
Working Engineer	* Innovative Ideas * Quick learner * Result oriented	* Dedication * Ignore the guidelines	* Productivity improvement Tools * Self Development * Win Contests	* Loss of quality * Errors in deliverables	* Self satisfaction * Control Project	* Overconfident * Client complaints for mistakes	High	Low	Learner	Guiding	* Nurture the ideas * Work to gain self satisfaction with organisation goal	Lo-U/Hi-I
Working Engineer	* Multi Task * Dedication * Urge to learn new	* Accept Everything * Effective communication	* Master in interested areas * Improve knowledge	* Unable to meet deadlines * Overloaded	* Work on special structures * Lead the project	* Customer complaints for schedules * Open intercation	High	Low	Learner	Guiding	* Prioritise the work to complete within deadlines * Explore learnings in new areas	Lo-U/Hi-I
Working Engineer	* Ready to take Higher Role * Dedication	* Personal problems * Sudden leaves * Latest tech updates	* Lead the project * Gain confidence	* No output * Mistakes * Missed deadlines	* Higher responsibility * Support team	* Lack of confidence on own performance * Customer complaints	Low	Low	Beginner	Directing	* Overcome personal difficulties * Gain confidence by attending e-courses	Lo-U/Lo-I

STEP 3					STEP 4								
Key Performance Issue of you team member, to be improved upon	Feedback - Situation	Feedback - Behaviour observed	Feedback - Potential impact	Expected reaction/objection (from team member)	What developmental Goal do you want to establish jointly with him/her?	What are the Goal questions (Leading) will you ask?	What do you think is the current Reality/status of the individual w.r.t. the goal.	What are the Reality questions (Leading) will you ask?	What do you think are the Developments options available to the individual? (Think other than TRAINING)	What are the Options questions (Leading) will you ask?	What in you view should be the Way forward (Timelines, Milestones)	What are the Way Forward questions (Leading) will you ask?	What is the agreed upon Goal? (After coaching discussion with the team member)
Confidence to handle large assignment worth 1000 Manhours	When new assignment allocated to team today	Pessimistic	Self and organisation growth	* No opprotunity * Overloaded	Understand the dynamic designs	How can you be more intercative & approachable?	Isolated working	Do you think someone can take your role as successor?	Assist Project Manager to perform the role	How do you think you can be prepared to take up the higher role of PM?	Assign small project as PM	It is expected that you take up this job as PM; can you do it?	Take up review of Mundra FGD Chimney & coordinate with client
Guide the team with new soft skill	Requirement of new soft skill for optimisation for new job on 15th Oct 2020	Pessimistic	Knowledge transfer	Yes I will do it	Learn 1 new software every year	How do you think you can be a good leader to guide the team?	No team interactions	How can you take the team forward meeting the challenges they face?	Involve in monthly team meetings	Whats your opinion about taking initiation in conducting team interactions?	Assign alternate month's meeting host	How will you be able to arrange the interaction?	Conduct team meeting for Jan 21
Concentration & dedication	During entry submission for Pride contest 2020	Antagonistic	Productivity improvement	Whats wrong with my approach?	Innovation	What do you enjoy doing but don't do well?	No self motivation	Do you think you are understanding whats expected from you?	Explore the web/old approaches before conclusion	Don't you think there is a gamoth of knowledge on any topic on the internet? Can we use that?	Read technical journals/publications	How many journals do you go through every month?	White Paper publication
Accept every task assigned	When 'ABC' PM asked about work load last Monday	Silent	Complete in time/meet deadlines	I can do it as per your guideline	Prioritise the tasks	What's the one thing you want to accomplish this year?	Confused with end result	How can you be at a position of your role model?	Discuss with peers	Can your reporting manager help you out for prioritising the tasks?	Target specific activity	What is your target for achieving specilisation?	Study duct support designs
Personal life issues	When you didn't log in before 9:30 for this entire week	Doubtful	Meet minimum expectations of output	I am trying but unable to do it	Gain confidence in what you do	What is the most important thing in your life?	Lost the way	How can you help the organisation to meet its targets?	Past project details	How often do you visit the archived knowledge on the company's DMS?	Reference to the archieved data	Can you study this design from two projects and prepare comparison of approaches?	Complete CW sump design for HK





# BrownBag eConnect Enhancing Learning Application



58%

## Reinforces Workshop Learnings

Refreshes key concepts to maintain knowledge retention and relevance over time.



1.2x

## Clarifies Action Plan Doubts

Offers a platform to resolve uncertainties and fine-tune personalized action steps.



4x

## Encourages Practical Application

Drives the application of insights in real-world scenarios with ongoing support.



38%

## Real-Time Context Discussions

Facilitates dialogue on workplace challenges, enabling targeted and actionable solutions.



92%

## Promotes Social Learning

Fosters peer-to-peer interaction, sharing experiences, and collective growth.



3.4x

## Stimulates Active Participation

Ensures inclusive engagement through structured and open discussions.



58%

## Enhances Accountability

Keeps participants focused on commitments and progress through regular check-ins.



1.2x

## Sustains Learning Momentum

Bridges the gap between sessions, ensuring continuous growth and long-term impact.



# Small Group Coaching

## Structured Learning Review

Encourages participants to revisit and consolidate key workshop insights within a collaborative setting.



## Action-Oriented Accountability

Establishes a system where individuals are responsible for implementing learnings and reporting back to the group.



## Encourages Peer Discussion

Facilitates dynamic exchanges of ideas and strategies, enriching perspectives through shared experiences.



## Fosters Real-World Application

Provides a supportive environment to test, refine, and apply concepts in practical scenarios.



## Promotes Reflective Practice

Enables participants to assess their progress and adjust their approaches based on group feedback.



## Strengthens Commitment

Drives consistency in applying learnings by requiring structured updates and participation.



## Builds a Supportive Network

Creates a community of accountability partners who motivate and guide each other toward success.



## Enhances Problem-Solving

Leverages collective intelligence to address challenges and brainstorm innovative solutions.







# The **दृष्ट** Outcomes



## LEAP - Return on Investment

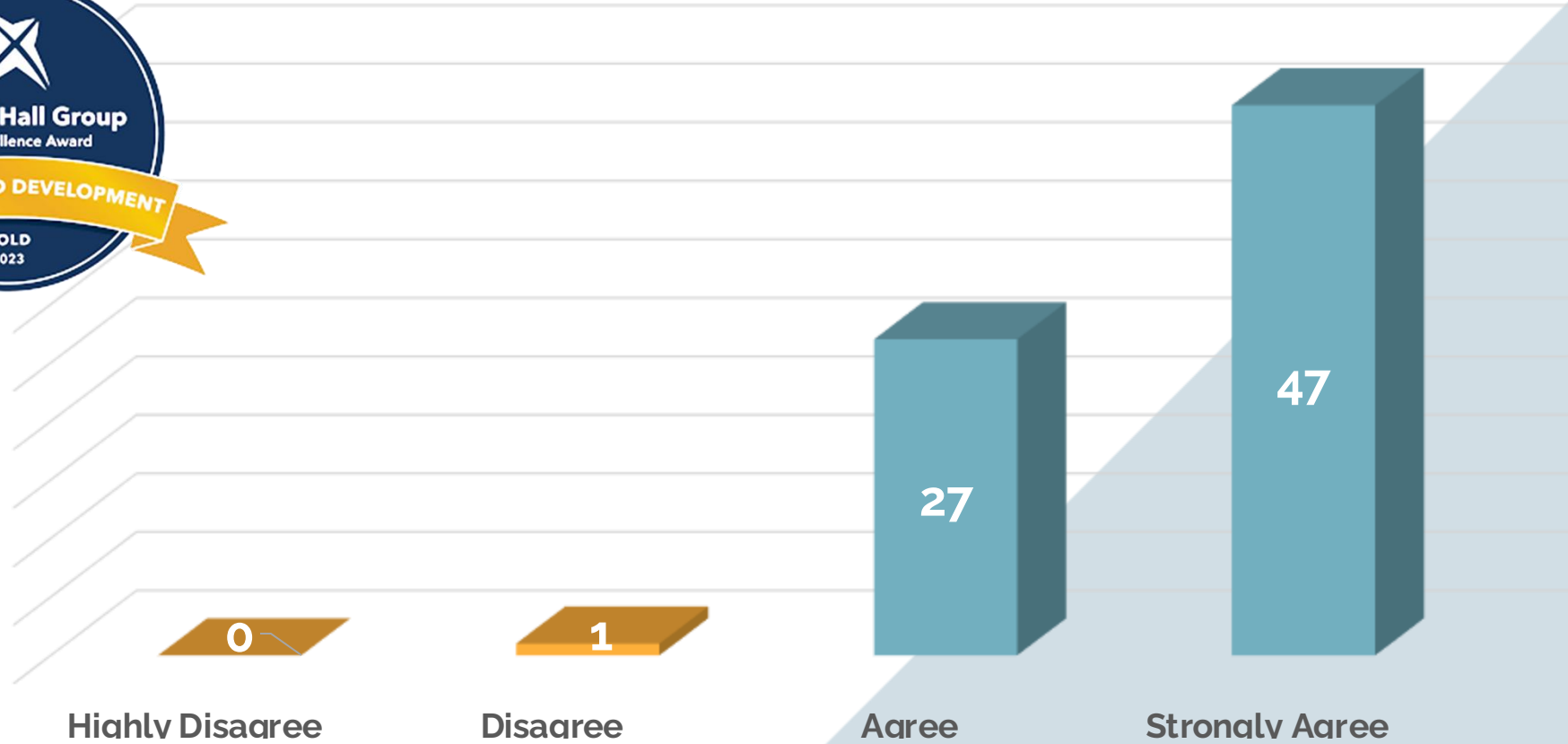
- Leadership Capability Development: Post-program assessments show an **18.5% improvement** in specified leadership competencies **for more than 98% of participants**, highlighting the program's efficacy in capability development
- LEAP achieves an impressive **learning effectiveness score with over 85%** in Reaction, Learning, and Application metrics
- Net Promoter Score (NPS) for the program is **greater than 91%**
- The **average progression score** across 360 Feedback of participants was **2.35 out of 3**, with **98%** of participants being classified as **positive movers on leadership capabilities**.
  
- Team Retention: LEAP Leadership Journey reduced **attrition** from **19% overall to 13%** (in target group 240 employees) resulting in **savings of ~60,84,000/-** (6 mth CTC as cost of replacement)
- Team Engagement: Participants in the Leap Leadership Journey reported a **25% increase in employee engagement** scores within six months post-program completion. (leads to a **10-15% increase in individual productivity** and a **20% reduction in turnover** according to industry benchmarks)
- Enhanced Appreciation Culture: An **increase of ~62%** reported in LEAP participants group for their team members being appreciated and encouraged at work.
  
- Increase in Team Productivity: Client organisations reported **10-15% increase in Team productivity** through enhanced outcomes and sales numbers
- Increase in Stakeholder Satisfaction: The LEAP participants have garnered a **high level of stakeholder trust ~20%** improvement in project alignment and infra-function resolutions

\* Tangible and measurable results, as reported by client organizations in Brandon Hall Award-winning submissions





# LEAP - 98% Leaders In LEAP Improved Their Effectiveness



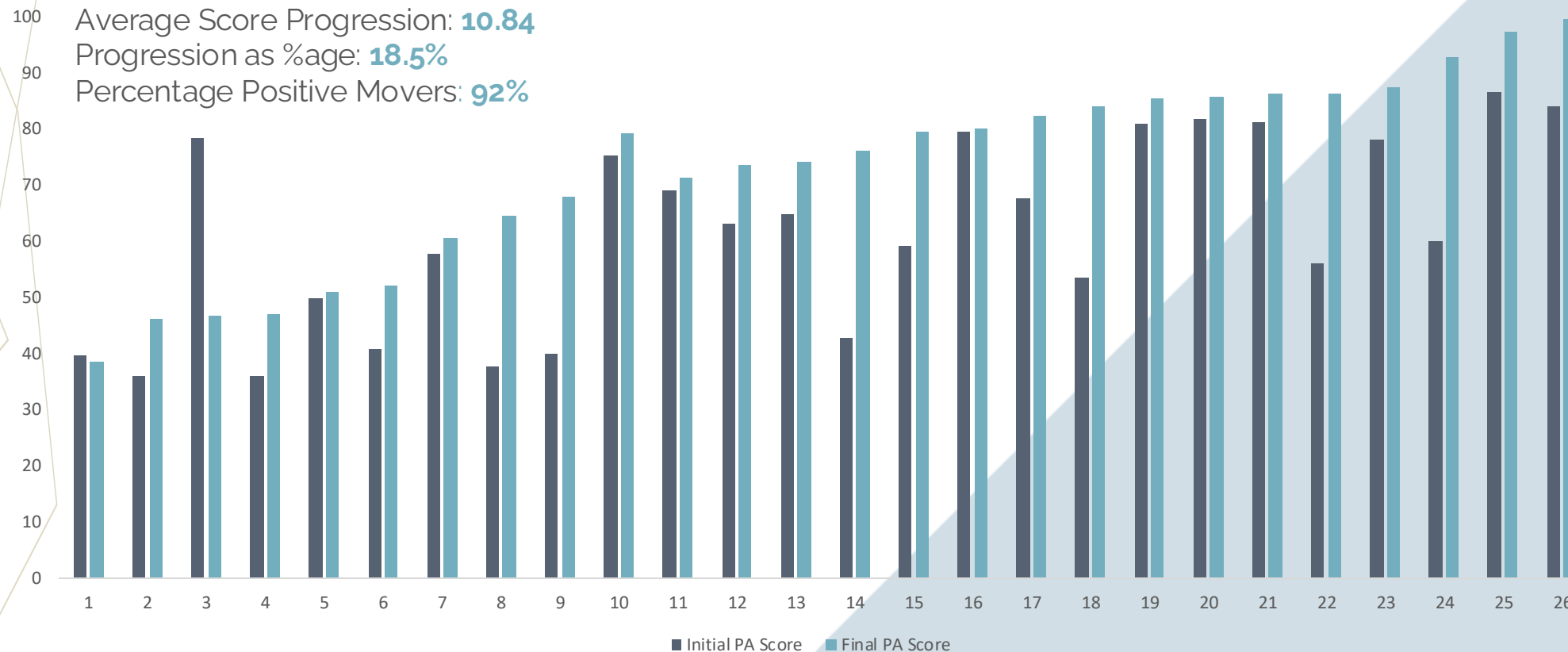
\* 360 ° Leadership Growth Progress Survey of 75 participants conducted after 6-months of participating in LEAP



# The Psychometric

Performance Trend for Pre & Post Assessments

Average Score Progression: **10.84**  
Progression as %age: **18.5%**  
Percentage Positive Movers: **92%**

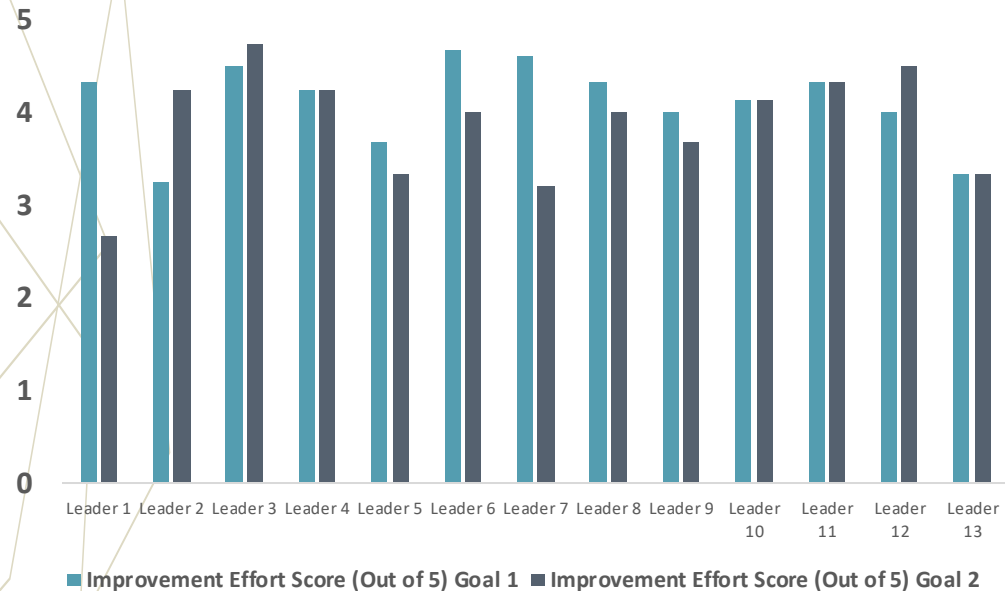


\* MultiFactor Psychometric Assessment by an Independent Talent Assessment Firm

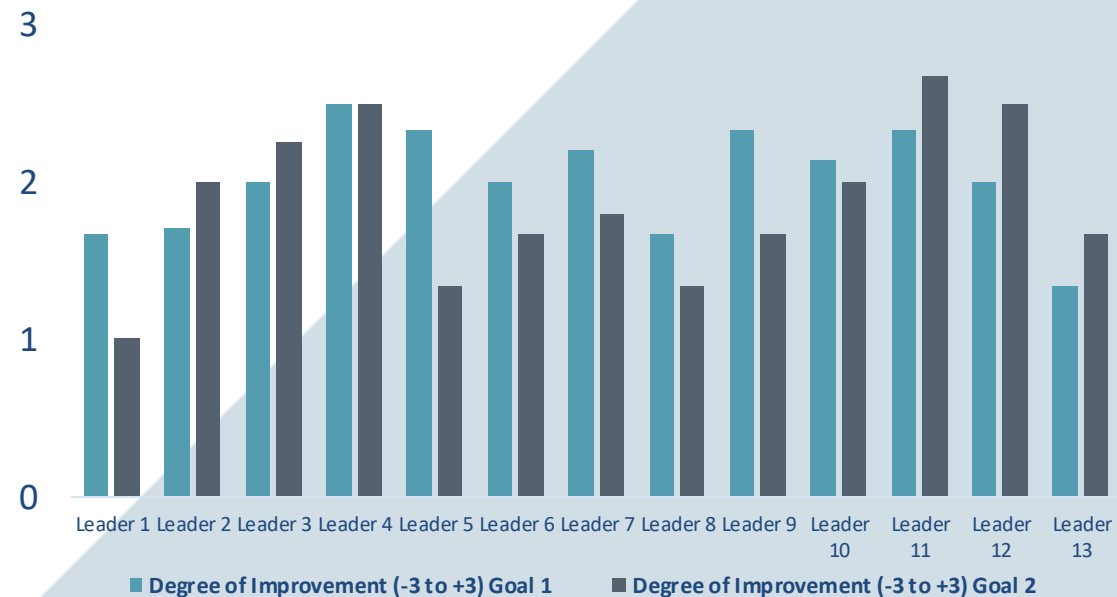


## The 360° - Effort & Improvement Observed by Stakeholders

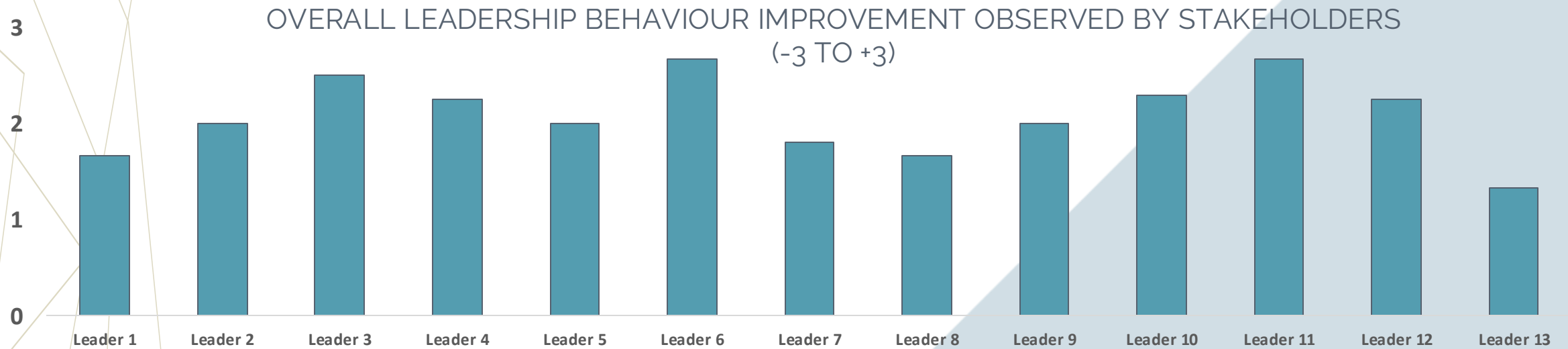
### IMPROVEMENT EFFORT OBSERVED BY STAKEHOLDERS



### GOAL IMPROVEMENT OBSERVED BY STAKEHOLDERS

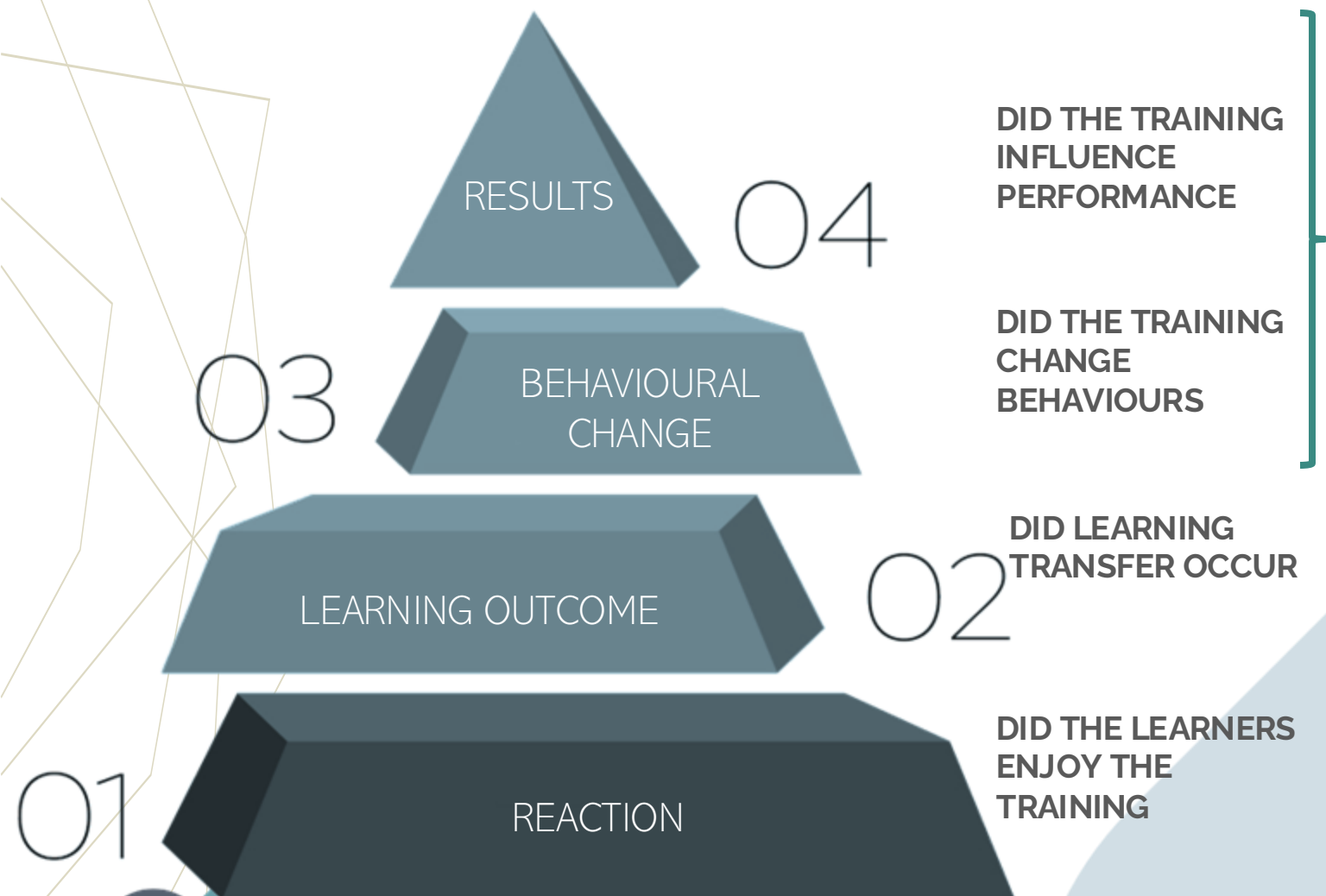








# ProventusHR Assurance



## THROUGH 360° REVIEW

Do you feel that the team has performed better since training? Which areas have improved the most?  
 Are our customers/clients pleased with our improvements?

## THROUGH SPEED COACHING

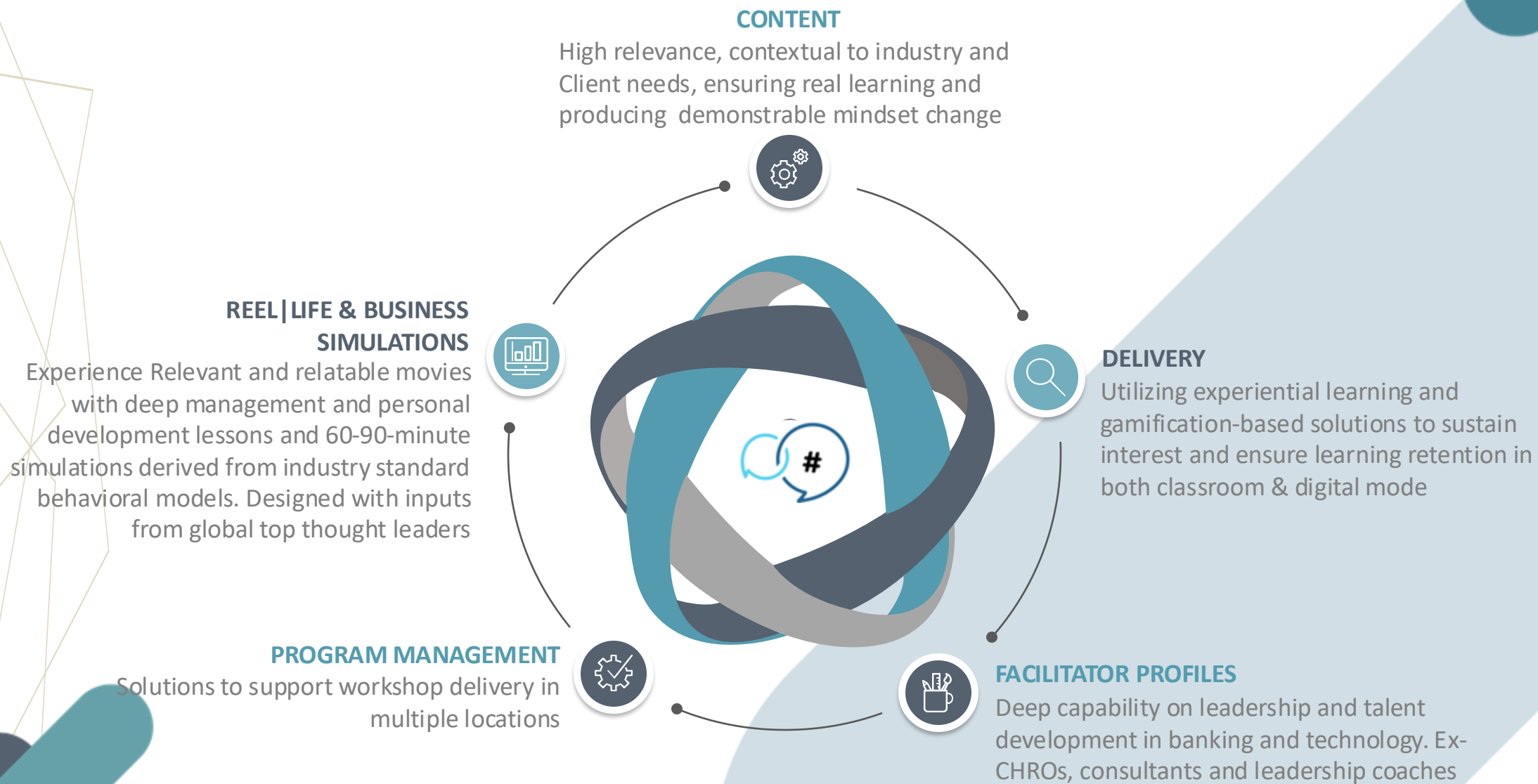
Are you using what you learned in training in your daily work?  
 Are there noticeable changes in individual and team performance post-training?

Do you feel as though you can apply what you learned to your work?  
 Do you think you've gained the skills you needed to learn?

Did the training address the needs in your role and on your team?  
 Would you recommend this kind of training to others?



# Why ProventusHR is the Right Learning Partner for you





# ProventusHR Client List



## Sectoral Presence

AUTOMOTIVE	CONSULTING	FMCG	GOVERNMENT	INFOTECH	OIL & GAS	MEDIA
BFSI	GLOBAL SCM	HEALTH/PHARMA	ITES/KPO	MANUFACTURING	HOSPITALITY	TRAVEL

### Automotive

- BMW
- Hyundai
- Renault
- Tata Motors

### Consulting

- Accenture
- Ernst & Young
- GEP
- KPMG
- Tata Consulting Engineers

### FMCG & Consumer Products

- Alkzo Nobel
- Blue Star
- Godrej Consumer Products
- Nykaa
- Philips

### Government of India

- Indian Navy
- Indian Army
- National Academy of Direct Taxes (IRS Officer Trainees)

### Information Technology

- Infosys
- LanXess
- Mindtree
- Tata Consultancy Services
- Tech Mahindra

### Not for Profit

- The Energy & Resources Institute

### Oil and Gas

- Bharat Petroleum
- India Energy Exchange
- Idemitsu
- Pipeline Infra Ltd
- TechnipFMC

### Media/Sports

- Sony Pictures
- DDB Mudra
- Rajasthan Royals
- Saregama (RPSG)

### Banking and Financial Services

- Axis Finance
- Bajaj Allianz
- Barclays
- BNP Paribas
- HDFC Life
- Kotak Life Insurance
- Liberty Videocon
- MSCI
- Societe Generale

### Education

- Vishnu Group
- VIBGYOR Schools

### Global Supply Chain

- All-Cargo
- FedEx

### Health and Pharmaceuticals

- Boehringer Ingelheim
- CIPLA
- GlaxoSmithKline
- Sartorius Stedim
- Takeda Pharma

### ITES and Knowledge Services

- Brady Corp
- CRISIL
- REA India
- Magic Bricks
- SalesForce

### Manufacturing

- Bosch
- Manjushree Technopack
- Saint-Gobain
- Siemens
- Thermax
- Welspun

### Travel & Hospitality

- IHCL (Taj Hotels)
- Indigo
- Malaysian Airline
- Vistara

