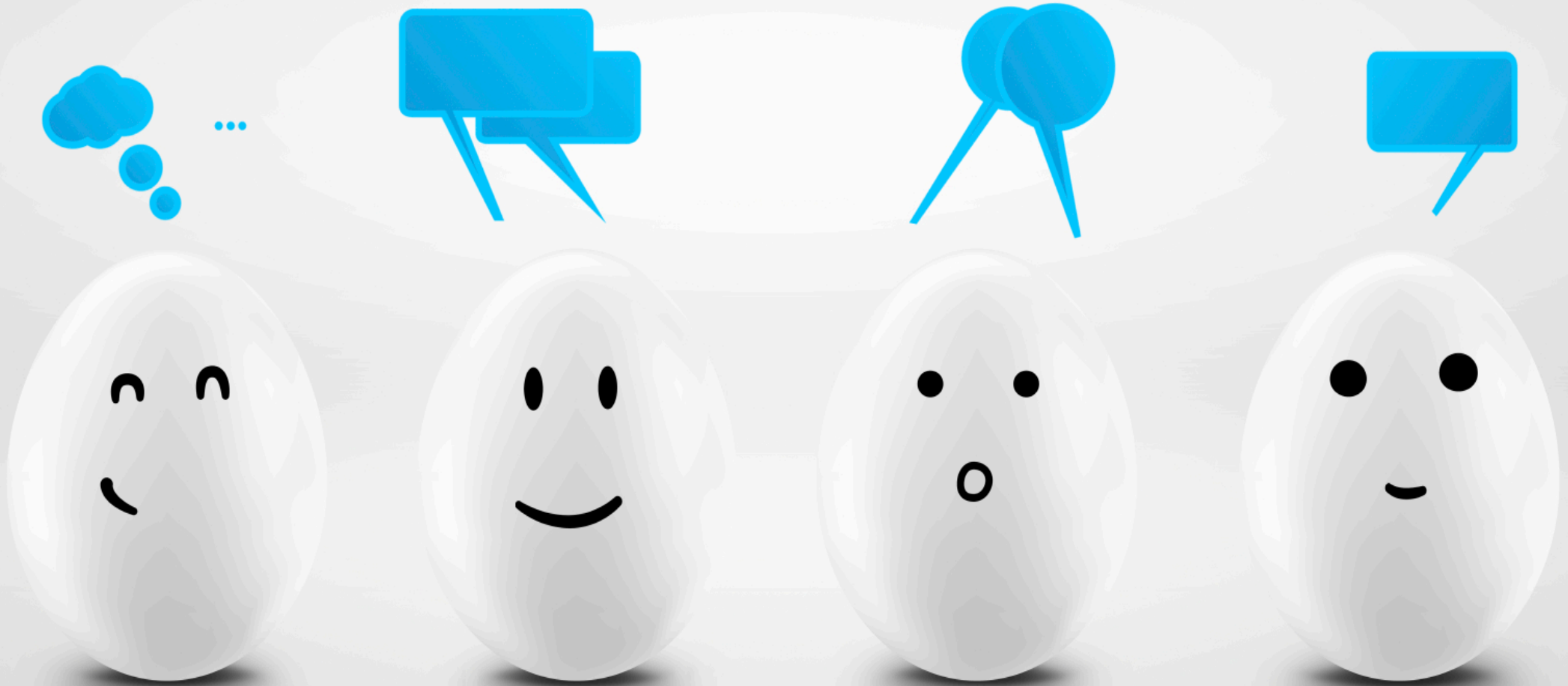


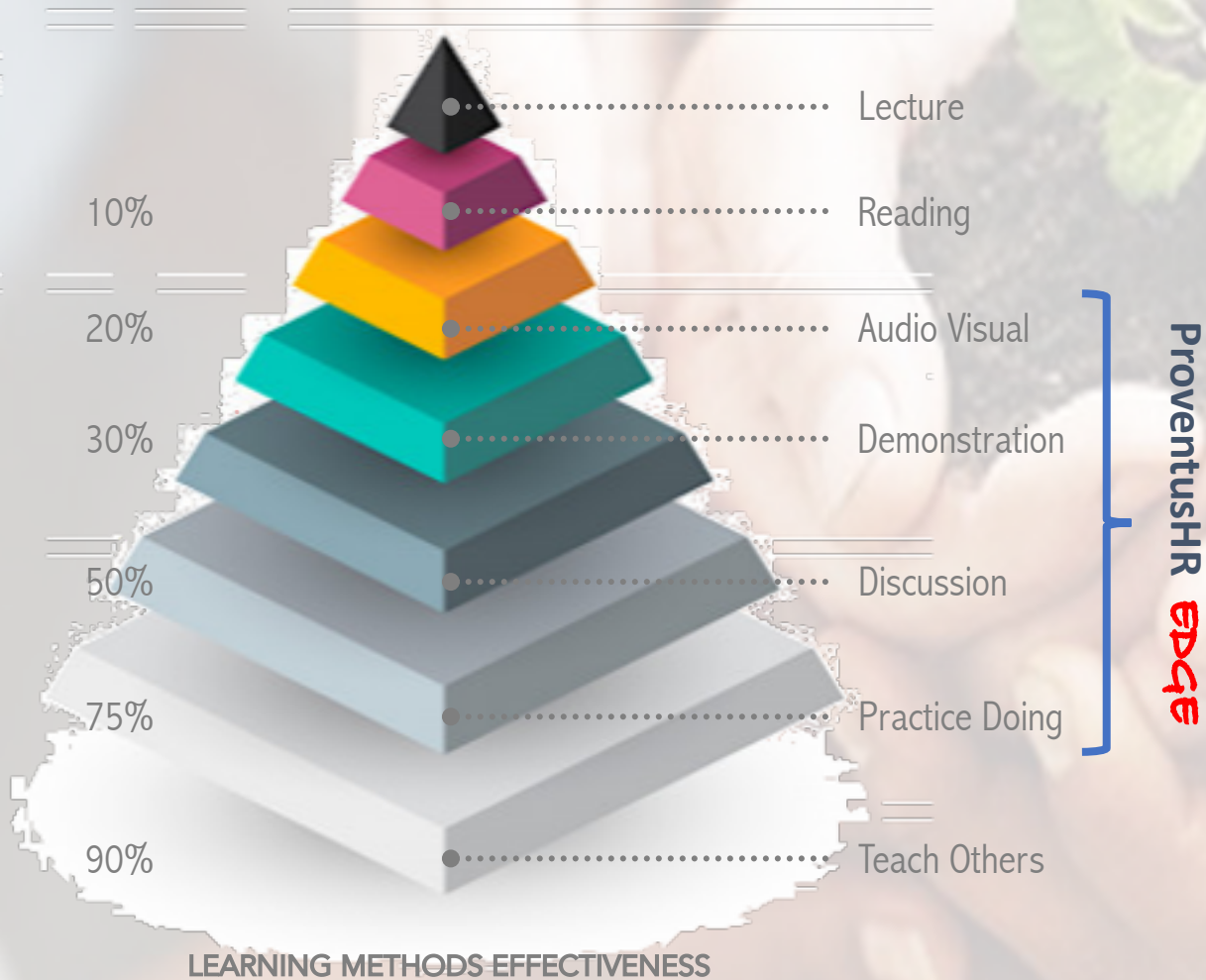
# *Success with Clients*



Engaging & Influencing Stakeholders



# Our Methodology



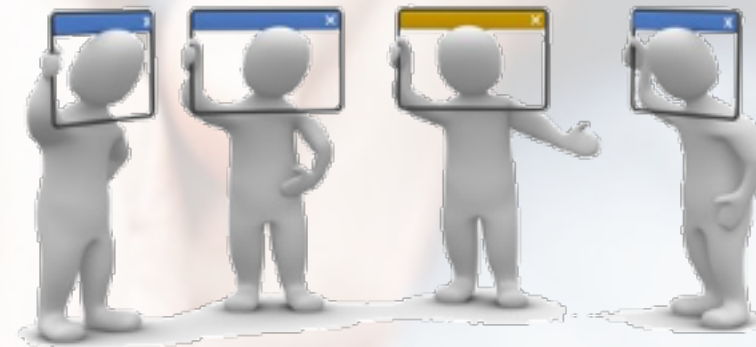
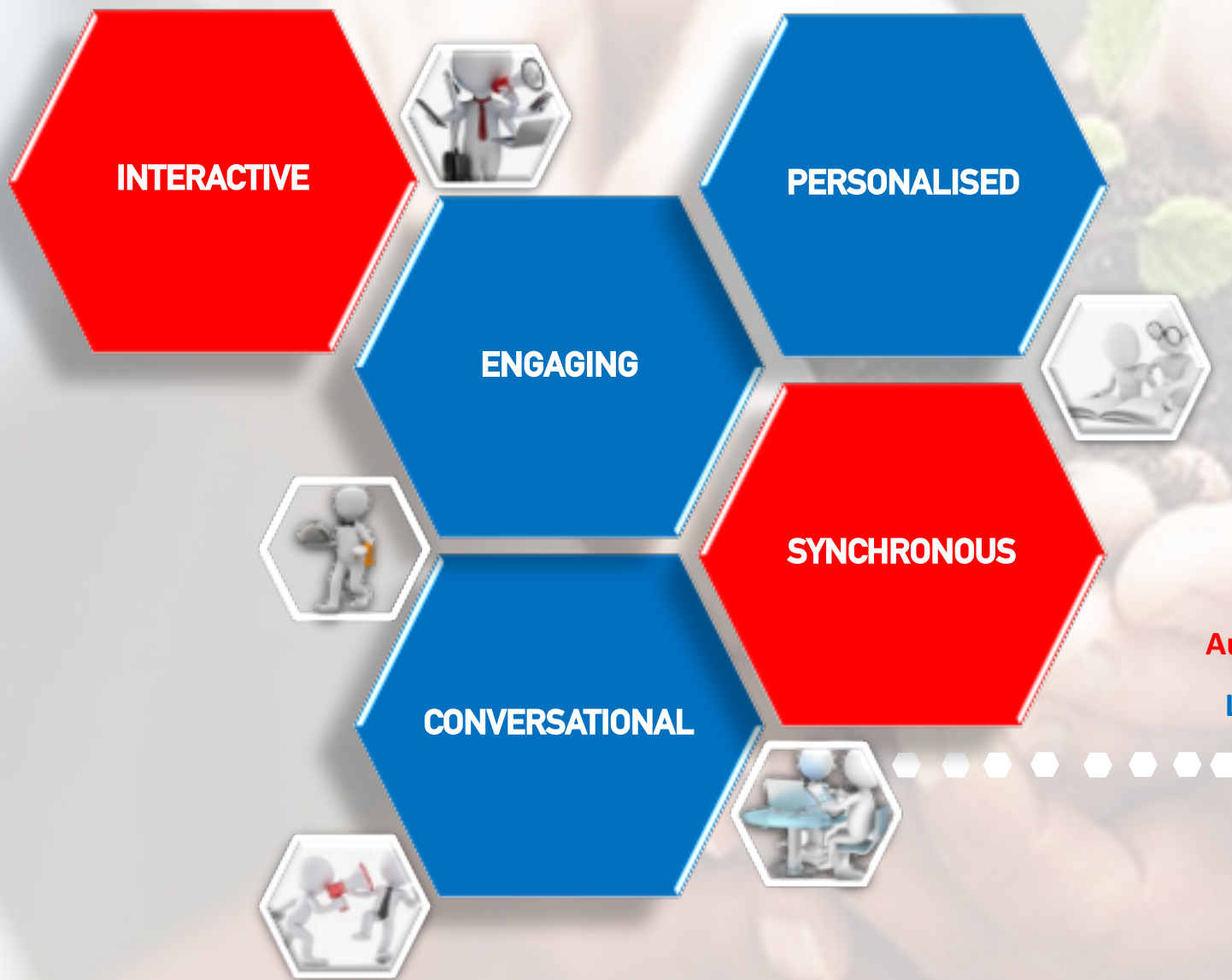
*We believe that people learn best through experiences, exploring, creating, connecting and interacting with the world and each other, not through sitting and looking at slides!*

*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 Computed Simulations, REEL\Life (Movie based learning format), Rapid Prototyping, Socialisation, Gamification etc in our workshops.*



# LIFE — Live Interactive Facilitated Experience — ADVANTAGE LEARNER



**Crisp** modular **Facilitator** lead **virtual sessions**  
Supplemented with **speed coaching** learning **reinforcement**  
**Story mode** and **individual activities** to sustain engagement  
Small **group breakouts** to boost collaboration and interaction  
**Audio and visual content**; videos, text, audio clips, and images  
**Learning Reinforcers** Takeaway tools, infographics, references  
**InstaQuiz** to enable learner attentiveness  
**Technology platform** for **synchronous learning**



# Approach Note

Engaging & Influencing  
Stakeholders without  
Authority



# Engaging & Influencing Stakeholders – 1 Days

## Stakeholder

Who is a stakeholder  
Mapping Stakeholders  
Power – Interest Matrix

## Relationships & Power

Leveraging Relationship Styles  
Power & Influence Matrix

## Principles of Influence

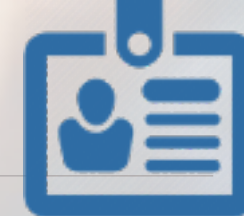
What is Influence  
Psychology of Influence (Cialdini's Principles)  
Influencing Groups (Innovation Diffusion)  
Focused Communication (AIDA)

SIM - ChangeQuest

Tool – Stakeholder Mapping Template



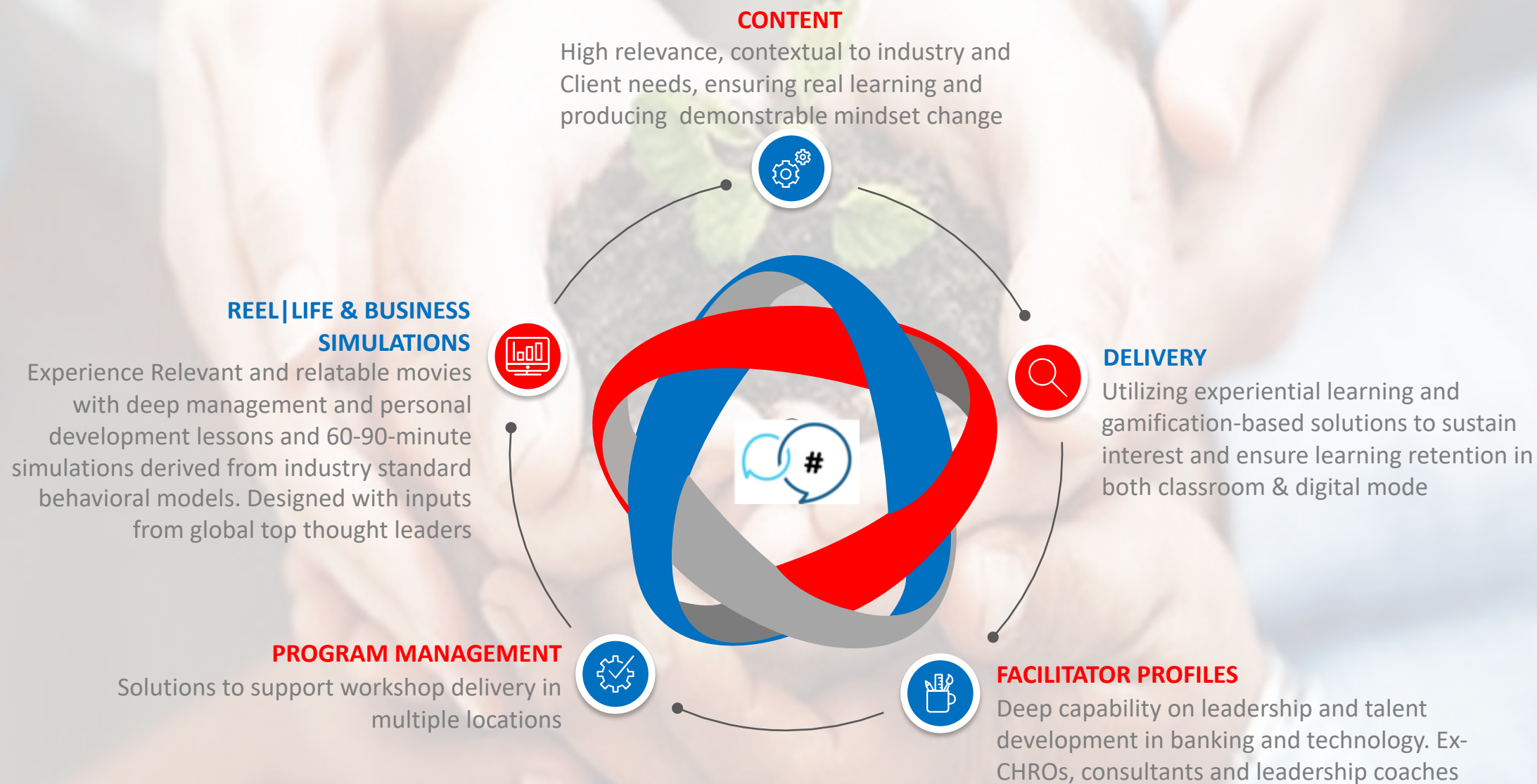
# Our Credentials



Our business	Talent transformation by enabling a world class experience for top talent in high performance cultures.
Year est.	2016
Team strength	5 Consultants, certified facilitators across India
Office locations	Headquarters: Mumbai Offices: Mumbai * Delhi-NCR * Hyderabad * Chennai
Customers	Large corporate houses and Government Institutions including Credit Suisse, Phillips Lightings (Signify), Accor-IGH, Tata Consulting Engineers, Shuttl, EDS, Mahindra & Mahindra, GSK Pharma, Brady Corp, AllCargo Logistics, Procter & Gamble, BNP Paribas, Kotak Life Insurance, Indian Army, Indian Navy, Hindustan Unilever (HUL), TechnipFMC, KPMG, Global Analytics, MSCI, Hyundai, Renault-Nissan, Daimler-Benz, FedEx, Saint Gobain, The Energy Research Institute of India (TERI), CIPLA, Vishnu Group of Institutions, National Academy of Direct Taxes, Tata Consultancy Services, Time Inc. and more...
Offerings	Transformative talent solutions for: <ul style="list-style-type: none"><li>• Assessments</li><li>• Development</li><li>• Engagement</li><li>• Employee LifeCycle Management</li></ul>
Delivery Principles	Our Delivery philosophy is designed to leverage Immersive Contextual Approach to facilitate Reflection, Deliberation and Self Directed Discovery to help participants relate Learning to their Work Context.
Methodology	Experiential Learning using Andragogy, Gamification, Simulations (online), Curated Prototyping, Movie Review based immersive reflection



# Why ProventusHR is the Right Learning Partner for you





# ProventusHR Client List


## Sectoral Presence

AUTOMOTIVE	CONSULTING	FMCG	GOVERNMENT	INFOTECH	OIL & GAS	BFSI
EDUCATION	GLOBAL SCM	HEALTH/PHARMA	ITES/KPO	MANUFACTURING	QSR / FOOD	TRAVEL

### Automotive

Daimler  
Hyundai  
Mahindra & Mahindra  
Renault  
Tata Motors

### Consulting

Ernst & Young  
KPMG  
Netrika  
Tata Consulting Engineers

### FMCG & Consumer Products

Crompton Ltd.  
Godrej Consumer Products  
Procter & Gamble  
Philips  
Unilever

### Government of India

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

### Information Technology

Infosys  
LanXess  
Mindtree  
Tata Consultancy Services

### Not for Profit

The Energy & Resources Institute

### Oil and Gas

Bharat Petroleum  
Indian Oil Terminals Limited  
TechnipFMC

### Banking and Financial Services

Bank of Baroda  
Bajaj Allianz  
Barclays  
BNP Paribas  
Credit Suisse  
Kotak Life Insurance  
Liberty Videocon  
MSCI

### Education

Vishnu Group  
VIBGYOR Schools

### Global Supply Chain

All-Cargo  
FedEx

### Health and Pharmaceuticals

CIPLA  
GlaxoSmithKline

### ITES and Knowledge Services

Brady Corp  
Here Technologies  
Intelenet  
Time Inc.

### Manufacturing

International Papers  
KEC Ltd  
Saint-Gobain  
Siemens

### Quick Service Restaurants

Dominos  
Dunkin Donuts

### Travel and Hospitality

Indigo Hotels  
Vistara