



# SATISH KAKRI MANAGEMENT AND EDUCATIONAL CONSULTANTS PVT. LTD.

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Constantly updating your knowledge and using it in your business and life today has become extremely important. It's no longer pertinent to stick to the same principles in fact they need to be modified with the changing time as per the need of the hour. We leave this thought and learn everyday to imbibe this learning in all over activities.

## Activities



We run programs, workshop and courses at our learning center. We also conduct programs to meet the corporate requirements. Laying lot of emphasis on articulation in communication and achieving efficacy by developing an ability to modulate remain our focus.

Today's world is changing very fast. The management concepts have to keep pace with the changing reality in business world. Change management has come to the center stage in the growth or the sustenance of any organization. Organization is a group of people working for a common cause. Therefore it's necessary that the executives and the employees should be flexible to adapt to the changes the organization implements. In this case an analytical approach for important decisions is critical. Understanding the situation our company has designed many programs which make it possible for the organizations to keep pace with the changing reality. Besides, many new businesses are emerging. 'Retail' is receiving a lot of attention from the large business houses. Traditionally, retail had been handled by the neighborhood shopkeepers. There were also



specialized markets for various

goods. The concept of malls and organized retail stores is gaining popularity.



Earlier, people used to go to restaurants even during the lunch time. However today, they opt for fast food, instead. Fast foods have become popular. Fast food outlets work mostly on the basis of franchisee business. The brand owner manages the brand. Brand pulls the people. The outlets are managed by the franchisees. Similarly, new innovative products have become popular with the changing lifestyle trends. Suddenly weight loss products have become popular. Likewise people have become more health conscious. This has resulted in gyms and spas doing good business in all neighborhoods.

Keeping in view these and many other changes, we offer a number of training workshops, programmes and courses to meet the management challenges as follows.

# Empower With Effective Training

## 1. Managing Change

In the fast paced world business scene is changing very fast. The organization has to accordingly change the way they are conducting their business. This may require extensive training of important people in the organization. The program is aimed to hone your skills to manage change including handling the emotional aspects of the people.



## 2. Team Building

The manager has to get work done from his team. His ability lies in making the team more productive and effective. The program gives you hands on training on how to build, maintain and keep your team highly motivated. You will understand and master the techniques of motivating your team members and steering them to become unified, highly productive group.



## 3. Leadership Skills

Master the ability to gain insight into the psychology of your people and develop techniques to create a winning strategy. The program will train you to be very articulate

and effective communicator. This is an essential quality of any good leader.



## 4. Interpersonal Skills

The program will give you the insight of how to become a master in the art of maintaining good relations and hone your interpersonal skills. Your success lies in your ability to influence people without hurting their ego. This is an interactive program in which role plays and discussions will enable you to understand and grasp the subject and use the knowledge at your work place.



## 5. Managing Skills

In the complex, competitive business environment, the manager's role becomes critical. This Training teaches you to create an environment where everyone is focused to improve performance. It will train you to effectively manage conflicts that are bound to happen due to different priorities of people at the workplace.



## **6. Stress Management**



To meet the competition it is natural that difficult targets have to be set by the top management. The program will train you to develop a positive attitude. You can conquer stress with your focus, ability to remain cool and become more result oriented.

## **7. Coaching your sales team**

The program will guide you to become an effective coach in the changing environment. All managers need to coach somebody or the other.



You will understand the psychology of the person that you coach and the strategy which could be applied for the best results.

## **8. Business Etiquette**

The common business etiquettes need to be learnt and observed.



The program empowers you to maintain your poise in all situations. You achieve the ability to deal with peers and others effectively. You also learn how to participate in business meetings effectively and elegantly.

## **9. Train the Trainer**

People in the organization who train others for specific purposes normally have adequate knowledge of subject.



How best can the trainees simulate the knowledge and acquire the skill is the art and craft of the trainer. The program will enthuse in you the fundamental quality of a good trainer that is enthusiasm, articulate speech, and a passion for your training profession.

## **10. Presentations skills**

The course enables participants to become adept in the art of presentation with or without audio-visual aids.



The Presentation Skills training also trains the participants on Public Speaking, offers guidance on how to elicit the right questions and answer them effectively.

## **11. Interview Skills**



There is dearth of talented people. Your job as an interviewer is to make a selection from among the average candidates. It is not only the skills but also the adoptability and the willingness to work in new environments that are required to be identified. We train you to become an excellent interviewer and selector.

## **12. Time Management**

Much of the stress that executives suffer today is because of the poor time management.



The program teaches you to identify your time wasters, mitigate these and try to be a head of time. Work has a strange habit of expanding to fill the available time. The program trains you to set your own deadlines and complete your jobs on time if not ahead of time. It also makes you understand time and correlate with your performance and ability so that you are never under stress.

## **13. Finance for Managers**

All aspects of managerial excellence is important for a progressive organization. It is

necessary for any manager to know basic principles of finance and understand its implication in their own and/or any other department. The program gives you adequate knowledge of finance and enables you to talk to financial manager in their own terms.



#### 14. Negotiation Skills

Every manager has to negotiate with its clients, staff with its peers and other stake-holders. He must have the skill to carry out the normal day to day negotiations. But it's necessary that for important deals he/she must do adequate homework by defining the objective, selecting the place of negotiation and deciding to what extent they can trade off for a win-win solution.



More importantly, we train you in the techniques of how to keep the negotiation open.

#### 15. Consultative Sales

##### Training

Pressure selling is considered obsolete and an activity of the past.



Today, whether you sell a service or a product, you need to adapt the role of a consultant. This means total knowledge of your subject on one side but also of your prospect on the other. It's only when you know the profile of your prospect in as many details as possible that you will be accepted in the advisory role that you need to adopt. This program enables you to become a consultant or an advisor and deal with your prospects effectively.

#### 15. Assertiveness



Assertiveness training empowers the new managers to conduct themselves effectively. The program teaches you how to be a proactive person and not a reactive one.

The ability requires that you should be an excellent verbal communicator apart from having a very positive attitude. The program also helps you to hone your interpersonal skills to your advantage.

## Our Clients

### Hospitality Sector:

Taj Group, ITC Welcomgroup, The Leela, Wellington Sports Club

### Banking Sector:

PNB, Bank of India, Oriental Bank, Deutsche Bank, Kotak Mahindra Bank, Shinan Bank, Scotia Bank.

### Financial Services:

LIC, Kotak Securities, Edelweiss Financial Services, Gupta Equities, Western Union, Quantum Mutual Fund.

### Manufacturing Sector:

Crompton & Greaves (CG), L & T, Shipping Corporation, Bharat Petroleum.

### Management Institutes:

SP Jain, ITM Kharghar, Suryadatta Institutes Pune.

### Educational Institutions:

VJTI, HR College, Bharti Vidyapeeth, Nirmala Niketan, HR College, Elphinstone College, Guru Nanak College.

### Consulates & Embassies:

Kuwait, Saudi Arabia, Sri Lanka, Brazil, Oman, South Africa & Indonesia

### International Companies:

Duetsche Bank, Shinan Bank (Korea), DCNS (France), Hitachi Data Systems, Thai Airways, Stena Group.



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