

# CORPORATE PROGRAMS

MENTOR: VINEET BARNWAL











# WHAT PEOPLE SAY ABOUT THE TRAINER AND HIS PROGRAMS

**Rahul Wadhwa**

Sales and Transformational  
Leader , Head - Sales  
Enablement & Digital  
Transformation, General  
Manager, Go Airlines

October 17, 2019, Rahul was a  
client of Vineet's

Vineet has been one of the most amazing trainers I have come across. His knowledge and approach is commendable. He is a fantastic trainer for all levels and the way he adapts to his audience is exemplary. His training techniques are very very effective and easy to understand and implement and has been appreciated by all the teams who underwent the trainings.

**Vidhya Sankari**

Head of Finance at Lighting  
Technologies India Pvt.Ltd.

December 4, 2018, Vidhya was a  
client of Vineet's

Having heard positive reviews about Vineet's trainings, our start-up firm Lighting Technologies reached out to him for a program for our employees. The two-day program was to cover modules on Communication Skills, Effective Pitching, Motivation, Time Management, Problem Solving, Personality Development, Trust & Rapport Building. Vineet's program was very customized to the start-up environment, culture and challenges. He invested time in understanding the program participants' background, work-ex etc. The individual/team activities and games were designed to be very interactive and participative. One stand-out factor in his program was that it was filled with daily life examples which participants found very easy to relate to and learn from. The feedback for the program from all participants was very impressive and positive. I could see significant positive behavioral changes, communication skills and attitude of my team members who attended the program. Overall, the program was a major success and worth the investment. I recommend him highly.

**Nidhi Asthana**

Global Talent Acquisition  
Leader

November 21, 2016, Nidhi worked  
with Vineet but at different  
companies

Vineet is one of the most prolific trainers I have come across. Vineet has innovative methodologies and has an eye for detail. Besides being a high-spirited worker, Vineet was phenomenal in giving shape to some of the innovative interview ideas, corporate culture, etc. He has a great connect with young talent and understands the need of millennials.

**Gurpreet Arora**

On sabbatical

March 8, 2018, Gurpreet worked with Vineet but at different companies

I had the privilege of attending Collaborative Influencer training delivered by Vineet@Oracle which was very engaging and with this profound knowledge of IT sector, it was eye-opener for us. Vineet is creative, energetic and highly motivated with great communication skills. He is very passionate and has great vision for his work. His focus keeps everything moving smoothly. He has the pulse of social trends and provides content that's both useful and captivating to audience. It is an honor for me to recommend and endorse him.

**Darshpreet Singh**

Assistant Manager at Oracle  
|| CSM® || Six Sigma Green Belt || JIRA Certified

January 29, 2018, Darshpreet was a client of Vineet's

I was lucky to have an opportunity to get trained by Vineet in one of the workshops sponsored by Oracle. The training was around the topic of influencing. What makes him stand apart from other trainers is that he is a pool of trivia. He was well versed with the approved material however, it doesn't stop him to add more value to the content already provided to him. This particular characteristic is enough to express that he loves what he does. You can be assured that the value you receive against his well deserved fee will surpass the later by miles. Adding personal and real life examples makes the training a lot more lively, relatable and comprehensive. It was not just a training or a workshop, it was also an introspection. Which helped a lot of us to take more than we assumed. Keep up the good work Vineet. Would love to be the part of more training programs hosted by you.

# RANGE OF PROGRAMS

Vineet conducts programs on the entire gamut of soft skills. Some of his popular programs are listed here

- ❖ Leadership Skills, Communication Skills
- ❖ Team Building Skills, Project/ Program Management
- ❖ Prevention of Sexual Harassment (POSH)
- ❖ Sales & Pre-Sales
- ❖ Customer Management/ Account Management
- ❖ Personality Development & Presentation Skills
- ❖ Behavioural Skills, Negotiation Skills
- ❖ Conflict Management, Influencing Skills
- ❖ Interviewing Skills
- ❖ Lateral and Creative Thinking
- ❖ Faculty Development Programs/ Faculty Training Programs
- ❖ Emotional Intelligence
- ❖ Entrepreneurship



# CASE STUDIES

# Case 1: Sales, Account Management and Influencing Skills

## Requirement

Training of the entire sales team on Sales, Account Management and Influencing Skills.

The program required an assessment of current competencies, Identifying Gaps in Sales Knowledge, Program Design and Development and Training Delivery .

## Participants and Spread

80+  
Countrywide program across 4 location- Mumbai, New Delhi, Kolkata and Bangalore  
Experience Spread: 2-25 years.



## Duration

2 days program in each zone  
Total of 8 days countrywide

## Feedback

90% + feedback rating across zones  
Follow-up programs on Advanced Negotiation Skills, Advanced Business Communication and Team Building Skills



# Case 2: Negotiation, Business Communication and Team Building

## Requirement

Follow-up of the Sales and Account Management program. Training of the entire sales team on Advanced Negotiation Skills, Advanced Influencing Skills, Business Communication and Team Building. The program required an assessment of current competencies, Identifying Gaps, Program Design and Development and Training Delivery

## Participants and Spread

80+  
Countrywide program across 4 location- Mumbai, New Delhi, Kolkata and Bangalore  
Experience Spread: 2-25 years.



## Duration

2 days program in each zone  
Total of 8 days countrywide

## Feedback

93% + feedback rating across zones

# Case 3: Advanced Communication and Program Management

## Requirement

Training of multiple departments including Sales, Finance, HR, Admin etc. on the following: Effective Communication, Self Motivation, Trust & Support Building, Time Management, Problem Solving, Personality Development and Influencing Skills. The program required an assessment of current competencies, Identifying Gaps, Program Design and Development and Training Delivery

## Participants and Spread

80+  
Bangalore (Participants from across India)  
Experience Spread: 2-20 years.



## Duration

2 days program

## Feedback

95% + feedback rating

# Case 4: Influencing, Collaboration and Behavioural Skills

## Requirement

Training of multiple departments including Sales, Technology, IMG, Legal, Finance, HR, Admin etc. on the following: Influencing Skills and Techniques, Overcoming barriers to influencing, Effective Networking, Building Trust, Support & Rapport, Effective Communication to Influence, Conflict Management

## Participants and Spread

500+  
Bangalore and Kochi  
Experience Spread: 5-25 years.



## Duration

2 days program  
50+ days across 2 years

## Feedback

90% + feedback rating across zones



# Case 5: Creative Thinking and Interviewing Skills

## Requirement

Training of senior consultants to be deputed in various organizations for succeeding in an interview. It included aspects like Interviewing Skills, Effective Communication, Creative Thinking. This included components of Six Thinking Hats, Six Sigma and Alternate Thinking. The consultants were from different functional and domain areas.

## Participants and Spread

200+  
Bangalore  
Experience Spread: 2-15 years.



## Duration

1 day- Offsite/ Outbound Training

## Feedback

95% + feedback rating  
Assigned other soft skills programs with the client

# Case 6: Prevention of Sexual Harassment (POSH)

## Requirement

Training of employees, senior managers and the ICC on POSH. This entailed customized training for different work groups and delivery. The training comprised of knowledge of POSH and laws, Identifying harassment, using the right channels to address it, Do's and Don'ts, guiding ICC members and senior managers on how to handle POSH cases etc.

## Participants and Spread

150+  
Bangalore  
Experience Spread: 0-20 years.



## Duration

3 half-days program

## Feedback

95% + feedback rating  
Got recommended to other start-ups for POSH training

# Case 7: Sales and Channel Partner Management

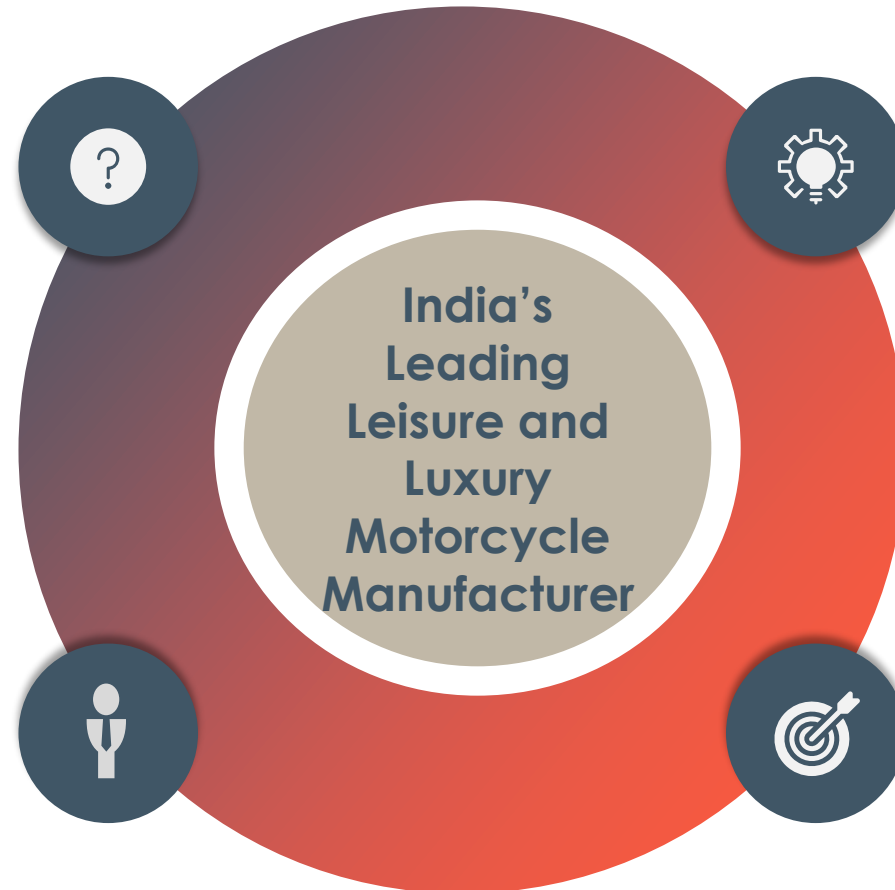
## Requirement

Training of the sales team from three regions on different aspect of sales and channel/distributor partner management.

Included aspects on Advanced Sales, Channel Partner Life Cycle, Dealer ROI, Conflict Resolution, Understanding Team through Skill-Will Matrix etc.

## Participants and Spread

120+  
3 regions – Pune, Chennai and Bangalore  
Experience Spread: 5-20 years.



## Duration

2 days program in each zone  
Total of 6 days

## Feedback

95% + feedback rating across zones  
Follow-up programs with other clients from the training agency I partnered with



# Case 8: Sales and Account Management

## Requirement

Training of the entire sales team on Sales and Account Management. The program required an assessment of current competencies, Identifying Gaps in Sales Knowledge, Program Design and Development and Training Delivery . Focus was on tapping new markets through usage of LinkedIn and other online mediums and converting opportunities to sales

## Participants and Spread

Salespeople across Mumbai, Ahmedabad and Pune  
Experience Spread: 5-15 years.



## Duration

1 day program  
Mode: Online

## Feedback

98% + feedback rating  
Empaneled as a trainer for the start-up's own clients for behavioral and soft skills trainings

# Case 9: Advanced Business Communication

## Requirement

Training of middle and senior management on aspects of Advanced Business Communication. The program required an assessment of current competencies, Identifying Gaps, Program Design and Development and Training Delivery. Focus was on enhancing skills for clear communication with all stakeholders thereby improving efficiency and reducing conflicts at work

## Participants and Spread

50+  
Countrywide program across functions like Delivery, Sales, HR, Admin, Supply Chain  
Experience Spread: 2-20 years.



## Duration

2 days program for team  
3 days 1-1 program with three identified team leaders for personal coaching  
Mode: Online

## Feedback

95% + feedback rating across zones

# Case 10: Team Building Offsite for Quolum, Inc.

## Requirement

Training of Senior Management, Designers, Developers and Engineers on aspects of Team Building, Communication, Influencing, Personality Enhancement and surviving in the start-up culture .

## Participants and Spread

15  
CEO, Product Head, Design Head, Engg Head, Developers  
Experience Spread: 2-20 years.



## Duration

1 full day program  
Offsite Event at Bangalore

## Feedback

95% + feedback rating  
Future Trainings Scheduled with Quolum



# ABOUT THE TRAINER

## VINEET BARNWAL

An Engineer and MBA by qualification and with over 16 years in the training industry, Vineet has successfully trained more than 30,000 individuals across various industries and functions (from entry level to senior management) and in educational institutions

### Clients

Vineet has trained employees of corporates and start-ups like TCS, IBM, Wipro, i3 Infotech, HP, Oracle, PwC, GoAir, Reliance, UNICEF, Huron, GoJek, Royal Enfield, Lighting Technologies, Fisdom, iFUTURE Technologies, Quolum etc. He has conducted multiple programs for students of educational institutes and is a guest faculty/trainer at IIMs, IITs, NITs, DU, BITS, Symbiosis, NIRMA etc.

### Interests

Vineet carries a passion for constant learning and sharing knowledge and experiences with others. With a background enriched in Quizzing, Theatre, Stand-Up comedy, Writing, Travelling, Arts and Psychology, Vineet implements aspects of these areas to make his trainings practical, fun and effective

### Highlights

30,000 corporates professionals, students and faculty trained

- Development and usage of own content for training topics. The training material created were often adopted by most organizations and institutes as their standard training content
- Consistent feedback of 90% + satisfaction for the trainings conducted. Won multiple Best Trainer awards and recognitions from clients



# CONTACT

Website: [www.vineetbarnwal.com](http://www.vineetbarnwal.com)

E-mail: [vineet.barnwal@gmail.com](mailto:vineet.barnwal@gmail.com)

Cell: +91-97399-79963

LinkedIn: [www.linkedin.com/in/vineet-barnwal-1019269](http://www.linkedin.com/in/vineet-barnwal-1019269).

The background features a grayscale photograph of a city skyline with several skyscrapers. Overlaid on this are large, semi-transparent geometric shapes: a large red circle in the top right, a large dark gray circle in the bottom right, and a large light gray circle on the left side. The text 'THANK YOU' is centered within the dark gray circle.

**THANK  
YOU**