

# CORPORATE PROGRAMS

MENTOR: VINEET BARNWAL



# RANGE OF PROGRAMS

Vineet is one of India's leading trainer and coach, and he conducts programs on the entire gamut of soft skills and behavioural skills. Some of his popular programs are listed here

- ❖ Leadership Skills, Communication Skills
- ❖ Team Building Skills, Project/ Program Management
- ❖ Sales & Pre-Sales, RFI/RFP Bid Management
- ❖ Customer Management/ Account Management
- ❖ Pursuing Excellence, Personal Enhancements
- ❖ Personality Development & Presentation Skills
- ❖ Behavioural Skills, Negotiation Skills
- ❖ Conflict Management, Influencing Skills
- ❖ Interviewing Skills
- ❖ Hiring, Recruitment
- ❖ Lateral and Creative Thinking, Work Innovation
- ❖ Faculty Development Programs/ Faculty Training Programs
- ❖ Emotional Intelligence, Ethical Behaviour
- ❖ Prevention of Sexual Harassment (POSH)
- ❖ Entrepreneurship

# ABOUT THE TRAINER

## VINEET BARNWAL

An Engineer and MBA by qualification and with over 20+ years in the training industry, Vineet has successfully trained more than 55,000 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 Tata Group, IBM, Wipro, Aditya Birla Group, Kongsberg Maritime, i3 Infotech, HP, Oracle, PwC, GoAir, Reliance, UNICEF, Huron, GoJek, Royal Enfield, Lighting Technologies, Fisdrom, iFUTURE Technologies, SRF, Quolum, NASSCOM, Happiest Health etc. He has conducted multiple programs for students of educational institutes and is a guest faculty/trainer at IIMs, IITs, SPJIMR, 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

55,000 corporate 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



# CASE STUDIES

# Case Study: Team Building, Motivation & Leadership

## Requirement

Upskilling of the entire Legal team of Grasim Industries, one of the largest of Aditya Birla Group companies, in their Annual Legal Team Meeting .

Requirement of Team Building, Motivation, Leadership Skills, Ethical Leadership, Personality Enhancement and developing a feedback culture in the team through discussions, Games and Activities.

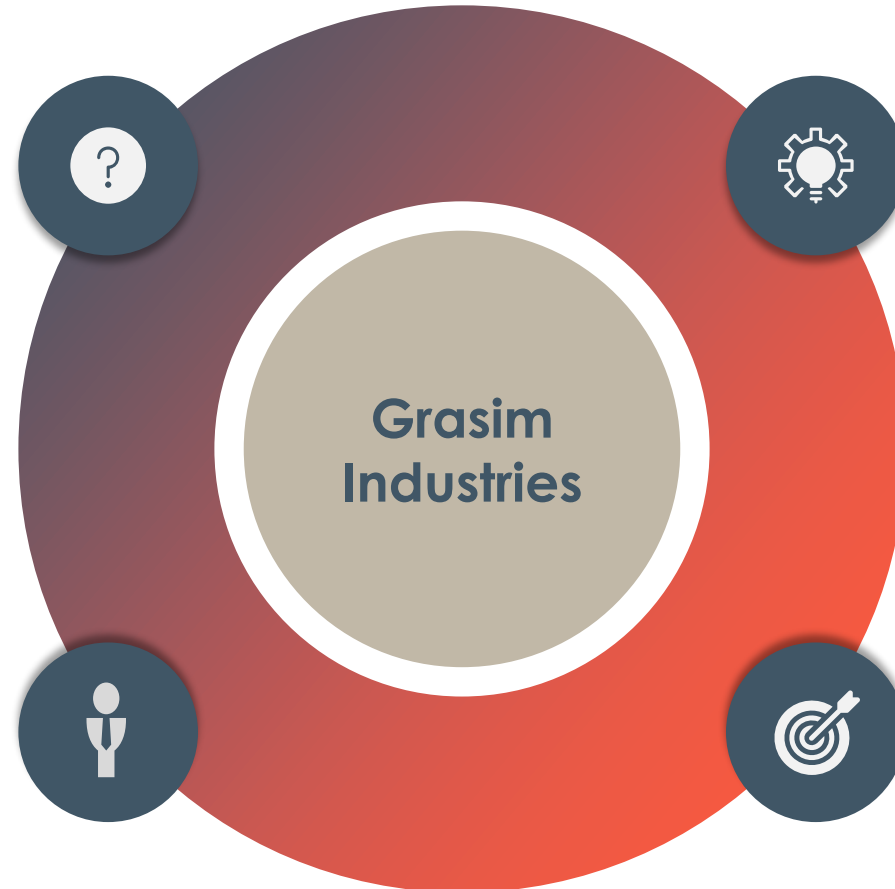
## Participants and Spread

20+

Mumbai

Experience Spread: 0-20 years

Spread: From multiple locations across India



## Duration

1 day  
Offsite/Classroom

## Feedback

93%

The organization requested for more trainings in different topics based on the fabulous feedback



# Case Study: Influencing Skills and Conflict Management

## Requirement

Keynote Speaker- Upskilling of the entire global Legal team of one of India's largest Business houses (Aditya Birla Group) in their Annual Legal Meet 2022 on topics of handling fear and anxiety, Influencing Skills, Conflict Avoidance, and Conflict Resolution at workplace

## Participants and Spread

325+  
Jaipur  
Experience Spread: 0-35 years  
Nationality: 15 countries globally.



## Duration

2 hours  
Classroom

## Feedback

97%

The organization requested for more trainings in different topics based on the fabulous feedback

# Case Study: Global Recruitment at a Leading IT player

## Requirement

Training of the Global Talent Acquisition Team of one of the leading IT players. The program covered aspects of Trends & Challenges in Recruitment, Communication Skills, Telephonic/Online Etiquettes, Calling Skills, Brand Building, Conflict Management, Networking and Creativity in Hiring, Influencing & Negotiation Skills

## Participants and Spread

100+  
Mode: Classroom (Bangalore) and Online  
Experience Spread: 0-20 years  
Spread: From multiple locations across India, Europe and US



## Duration

2 days (for each batch)  
Classroom (4 batches)  
Online (1 batch)

## Feedback

91%

# Case Study: Leadership

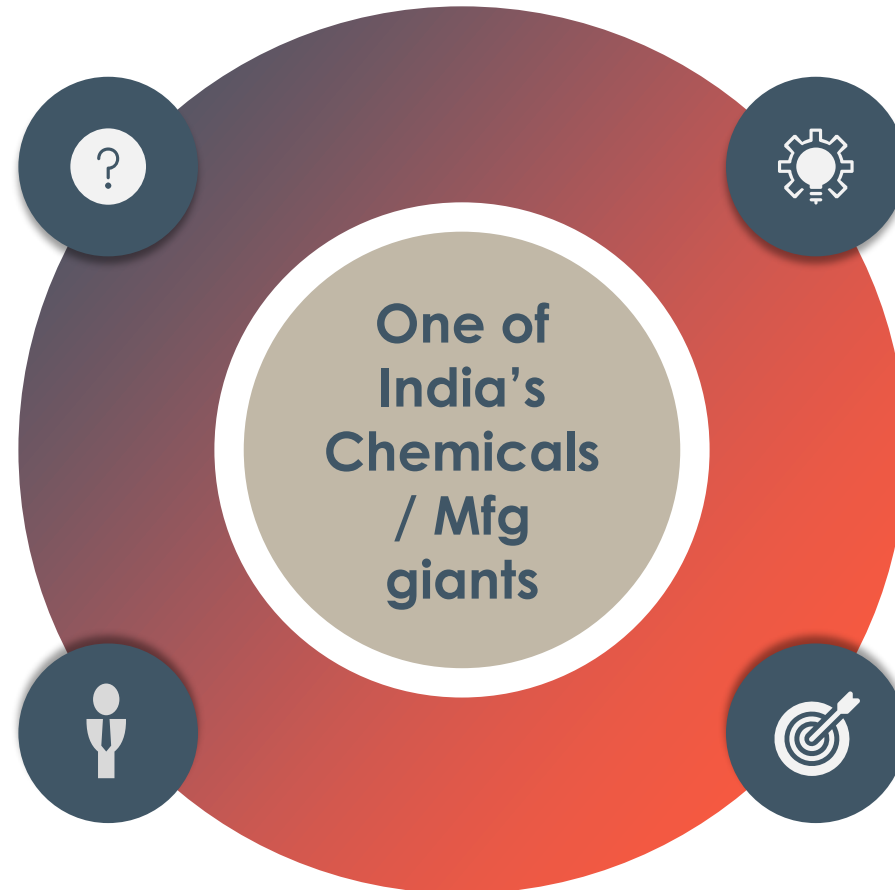
## Requirement

Upskilling of the Leadership Team across functions for a leading Indian Chemicals player. Topics covered are listed below:

- Situational Leadership
- Feedback Culture
- Conflict Management
- Influencing Skills
- Ethical Leadership

## Participants and Spread

25+  
Mode: Online  
Experience Spread: 15-35 years  
Spread: Multiple locations across India



## Duration

1 day  
Online

## Feedback

95%

The organization requested for more trainings in different topics based on the fabulous feedback



# Case Study: Creativity and Work Innovation

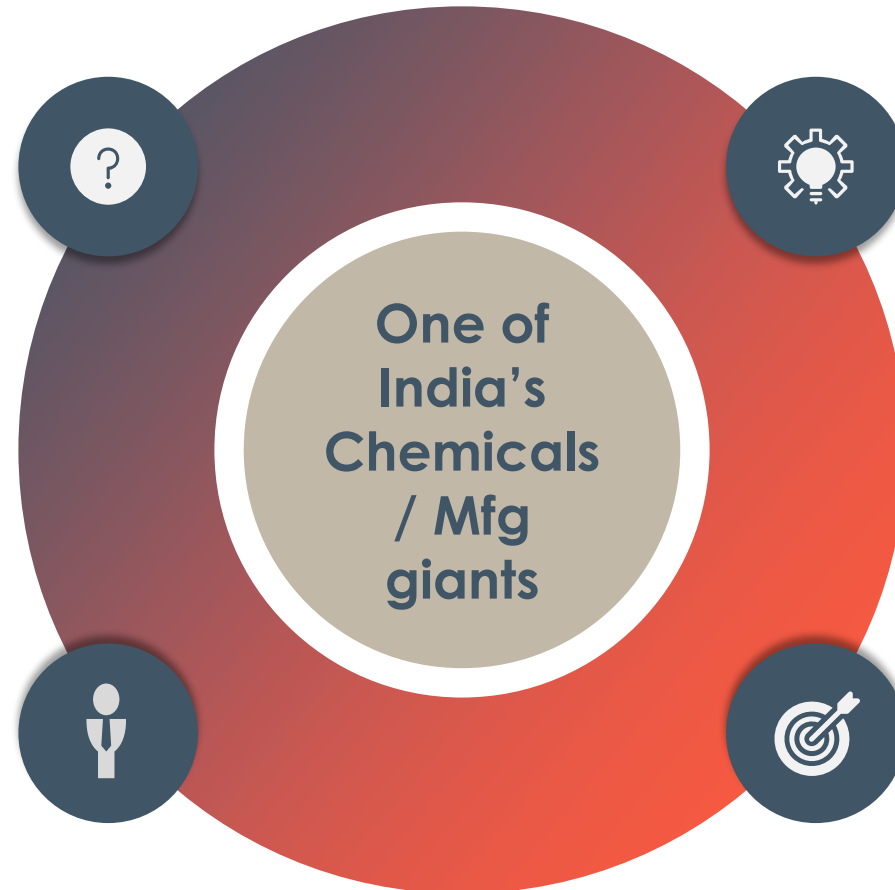
## Requirement

Train employees on Creativity and Work Innovation in aspects like:

Overcoming Conditional Thinking  
Hindrances to Creativity and Innovation  
Innovative Problem Solving  
Lateral Thinking.

## Participants and Spread

25+  
Experience Spread: 0-30 years  
Spread: Multiple locations across India



## Duration

0.5 day  
Online

## Feedback

97%

The organization requested for more trainings in different topics based on the fabulous feedback

# Case Study: Sales, Account Management and Influencing Skills

## Requirement

Training of the entire sales team on Sales, Presentation & Pitching Skills, 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 Study: 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

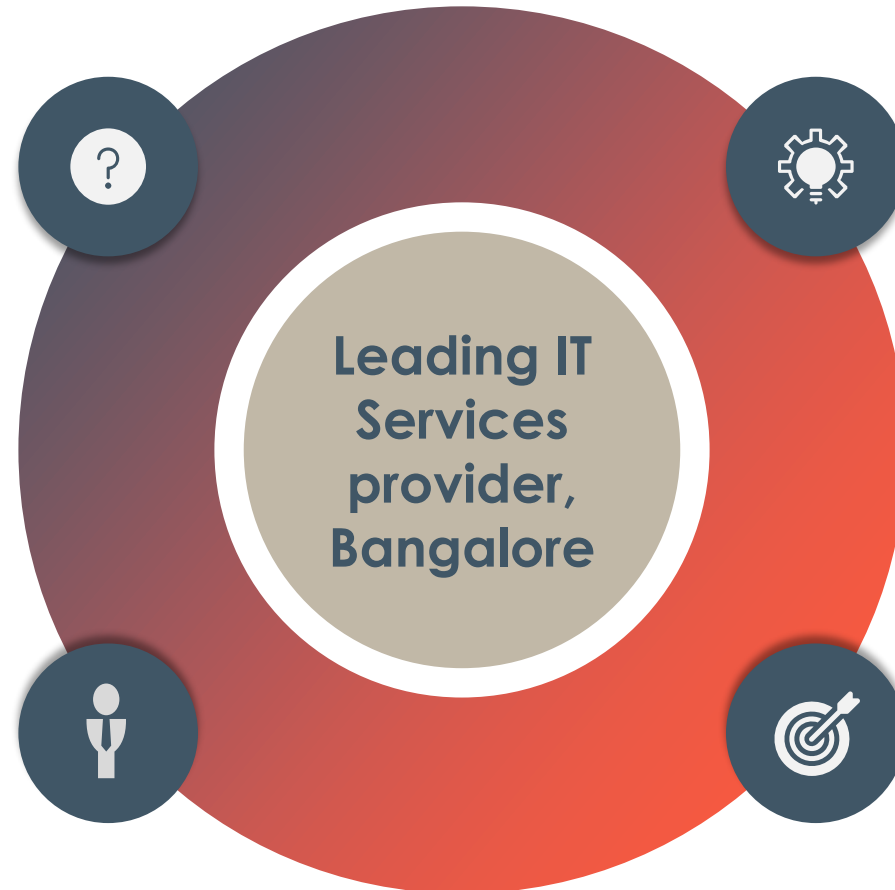
# Case Study: Bid Handling and Pre-Sales Leadership Development

## Requirement

. The program was called Language of Winning. Modules included RFP/ Bid Management (2 days), Presentation and Pitching Skills (2 days), Communication and Leadership Skills (2 days). The program included mock presentations, mock RFP responses for deeper understanding and learning of the topics involved .

## Participants and Spread

20+  
Bangalore  
Experience Spread: 10-25 years.



## Duration

6 days across 3 weeks  
Classroom Mode  
Classroom and Offsite

## Feedback

95% + feedback rating

Empaneled for more Leadership  
Programs in the organization

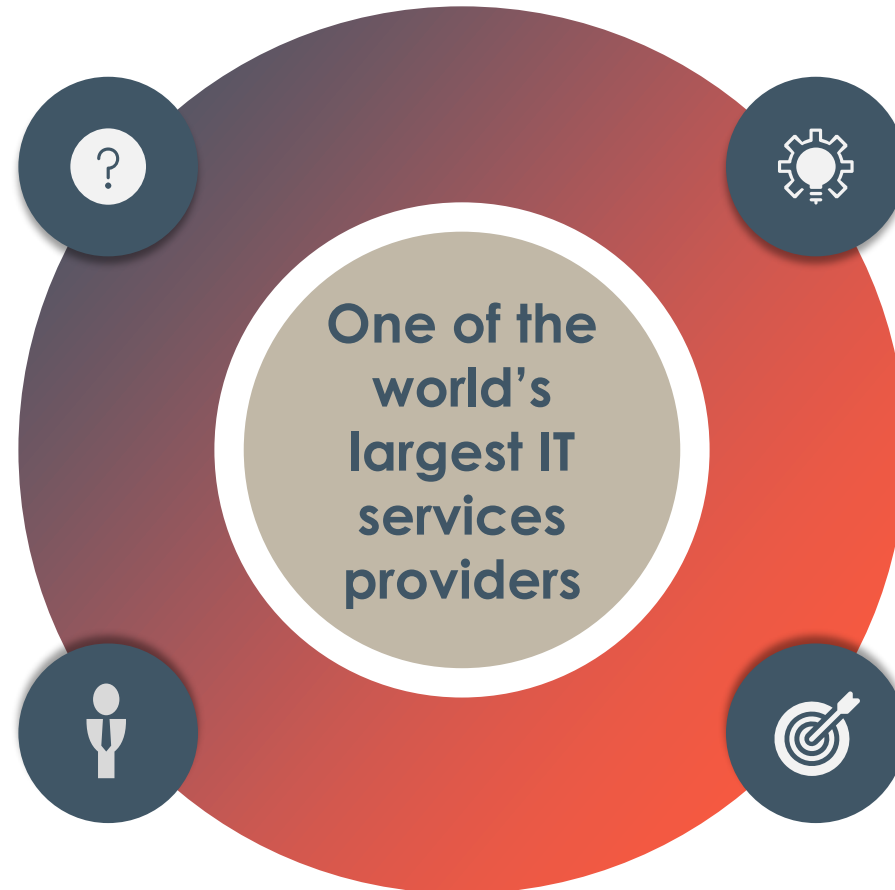
# Case Study: RFP/ BID Management Program

## Requirement

This program was for one vertical/ Business Unit of one of the world's largest IT services provider. Modules covered different components of RFP/ Bid Management like Aligning with customer, Pricing Strategy, Developing customized solutions, Articulate Documentation, Executive Summary, Presentation Skills etc.

## Participants and Spread

25+  
Bangalore  
Experience Spread: 5-25 years.



## Duration

6 days across 3 weeks  
Classroom Mode  
Onsite and Offsite

## Feedback

92% + feedback rating

Empaneled for more Pre-Sales and Sales related programs with the customer

# Case Study: 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 Study: 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

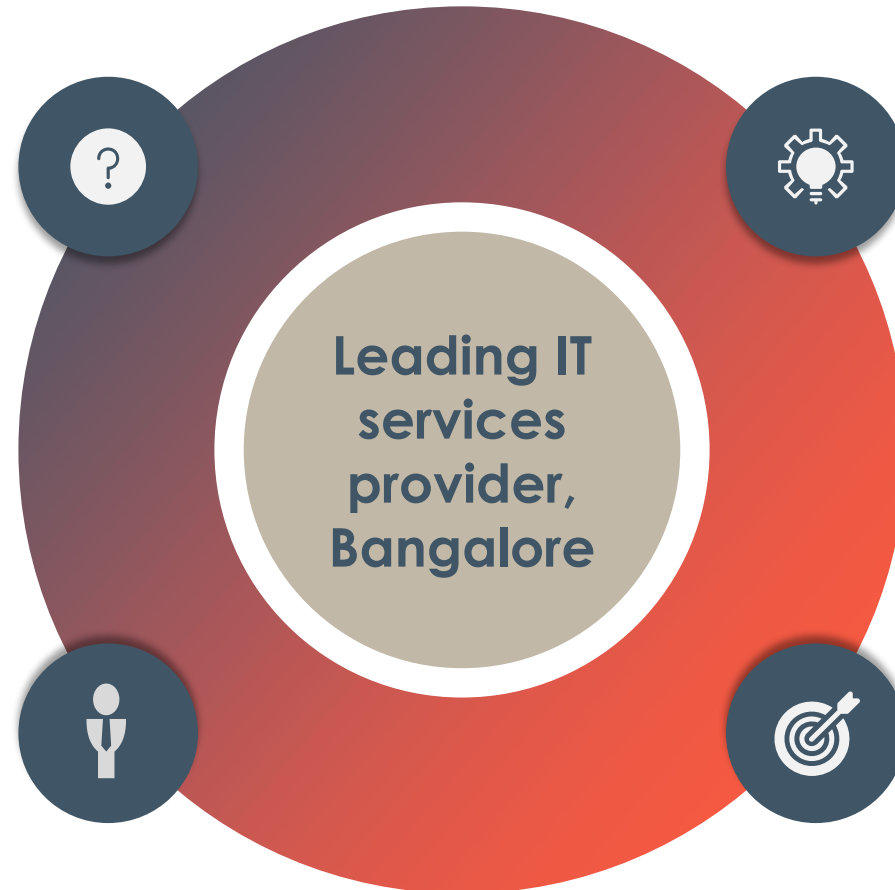
# Case Study: New Managers Training Program

## Requirement

The program for new managers comprised Communication Skills, Leadership Skills, Conflict Management, Team Building and Team Player Styles, Delegation Skills, Emotional Intelligence, Business Continuity and Risk Mitigation, Financial Management Performance Management and Appraisals.

## Participants and Spread

20+  
Bangalore  
Experience Spread: 8-25 years.



## Duration

Each batch of 2 days  
3 batches  
Classroom Mode

## Feedback

94% + feedback rating across batches

Empaneled for programs on other soft, behavioral, and managerial skills for the organization

# Case Study: 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

94% + feedback rating  
Assigned other soft skills programs with the client

# Case Study: Prevention of Sexual Harassment (POSH) for ICC Members

## Requirement

Training of ICC Members on POSH, case handlings, investigation processes, report writings etc.. 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

15+  
Mumbai  
Experience Spread: 10-20 years.



## Duration

1 day program  
Hybrid- Classroom + Virtual

## Feedback

90% + feedback rating  
Recommended for other  
trainings in the organization

# Case Study: 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 Study: Sales and Channel Partner Management

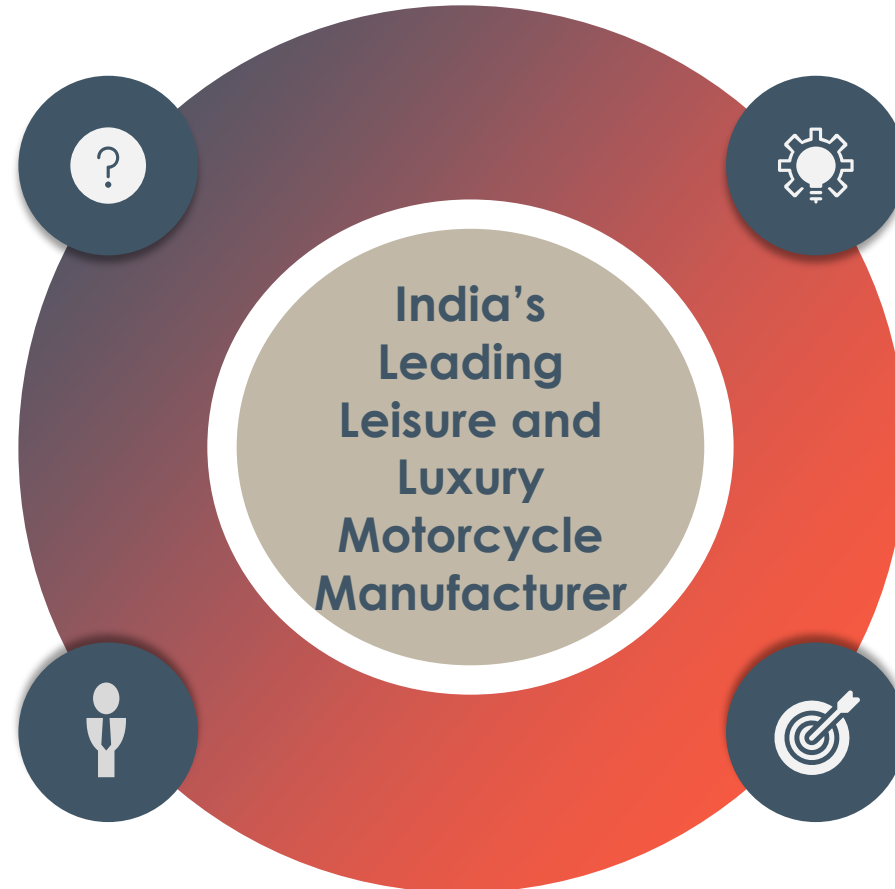
## Requirement

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 Study: 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 Study: 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 teams

# Case Study: 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

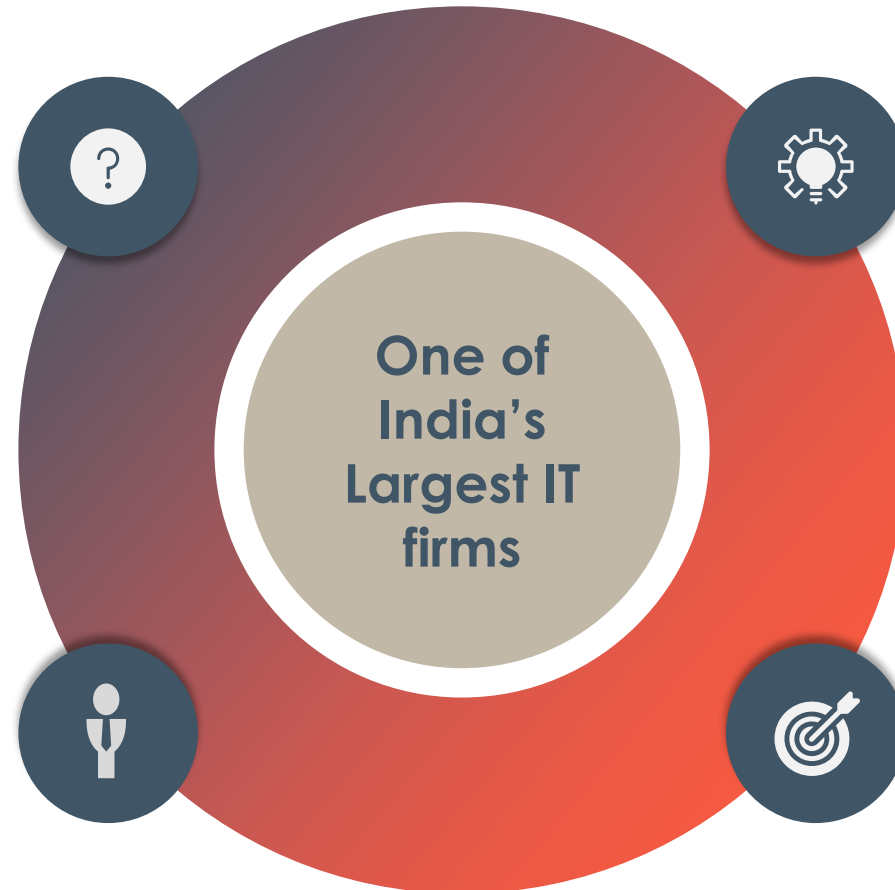
# Case Study: Faculty Development Program(TTT) at a corporate IT Firm

## Requirement

Understanding Roles and Responsibilities as a Mentor/Trainer, Elements of Learning, Mentoring and Motivation, Positive and Assertive Communication with Participants, Experience Sharing, Experiential Learning, Creating Relevant Case Studies and Enhancing Involvement, Designing Activities and Creative Interventions

## Participants and Spread

20  
L&D personnel, Internal Soft Skills and Technology Trainers  
Experience Spread: 7-25 years.



## Duration

2 full days program  
In person Training

## Feedback

95% + feedback rating  
Other Trainings Formalized with customer

# Case Study: Faculty Development Program(TTT) at a Leading Start-Up

## Requirement

Understanding Roles and Responsibilities as a Mentor/Trainer, Elements of Learning, Mentoring and Motivation, Experiential Learning, Creating Relevant Case Studies and Enhancing Involvement, Designing Activities and Creative Interventions

Focus on Trainings for Advanced Business Communication, Leadership, Managers' and Induction programs being conducted

## Participants and Spread

12  
L&D personnel, Internal Soft Skills and Technology Trainers  
Experience Spread: 3-15 years.



## Duration

2 full days program  
In person Training

## Feedback

94% + feedback rating  
Other Trainings Formalized with customer



# CONTACT

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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**