



CORPORATE
TRAINING REPERTOIRE

We are a young dynamic company called **Whats In The Name.**

Our core aim is to empower teams, people, managers and senior management through our incredible (our clients say that) **corporate and sales training.**

We understand the power of right and targeted training and its impact on people. Our customized training solutions just provide that edge to our participants.



23 states

15000 participants

100 modules



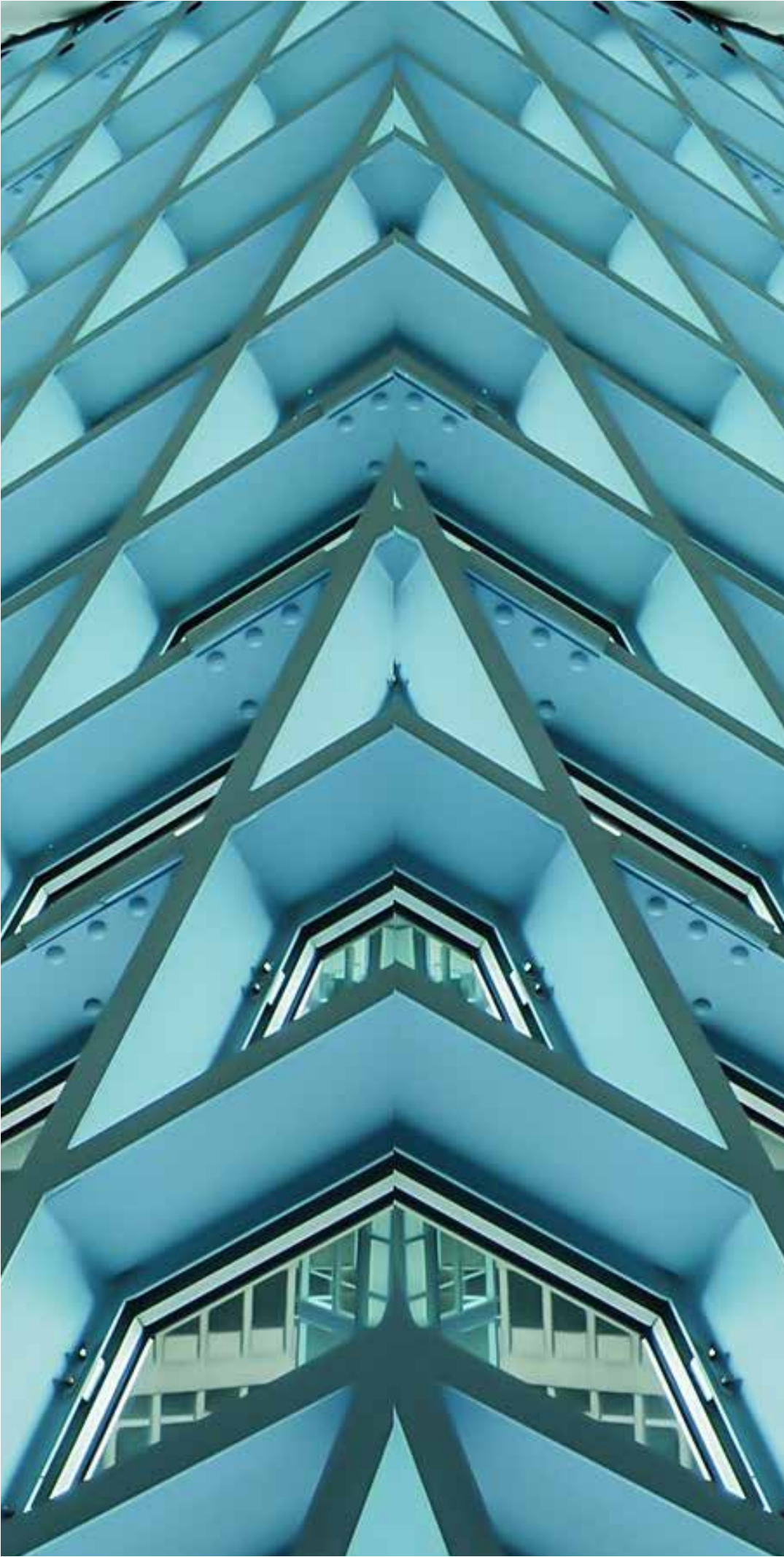
We research into existing practices, develop the right solutions and implement with right strategies and tools.

WITN is here to support and enhance the growth of Sales Teams, Corporate Employees, Entrepreneurs, Recruitment Teams, Customer Services Teams and Individuals.

Our training can help achieve, professional and personal goals at a faster pace. Our training solutions are unique, for you and just enough to make an ever-lasting impact.



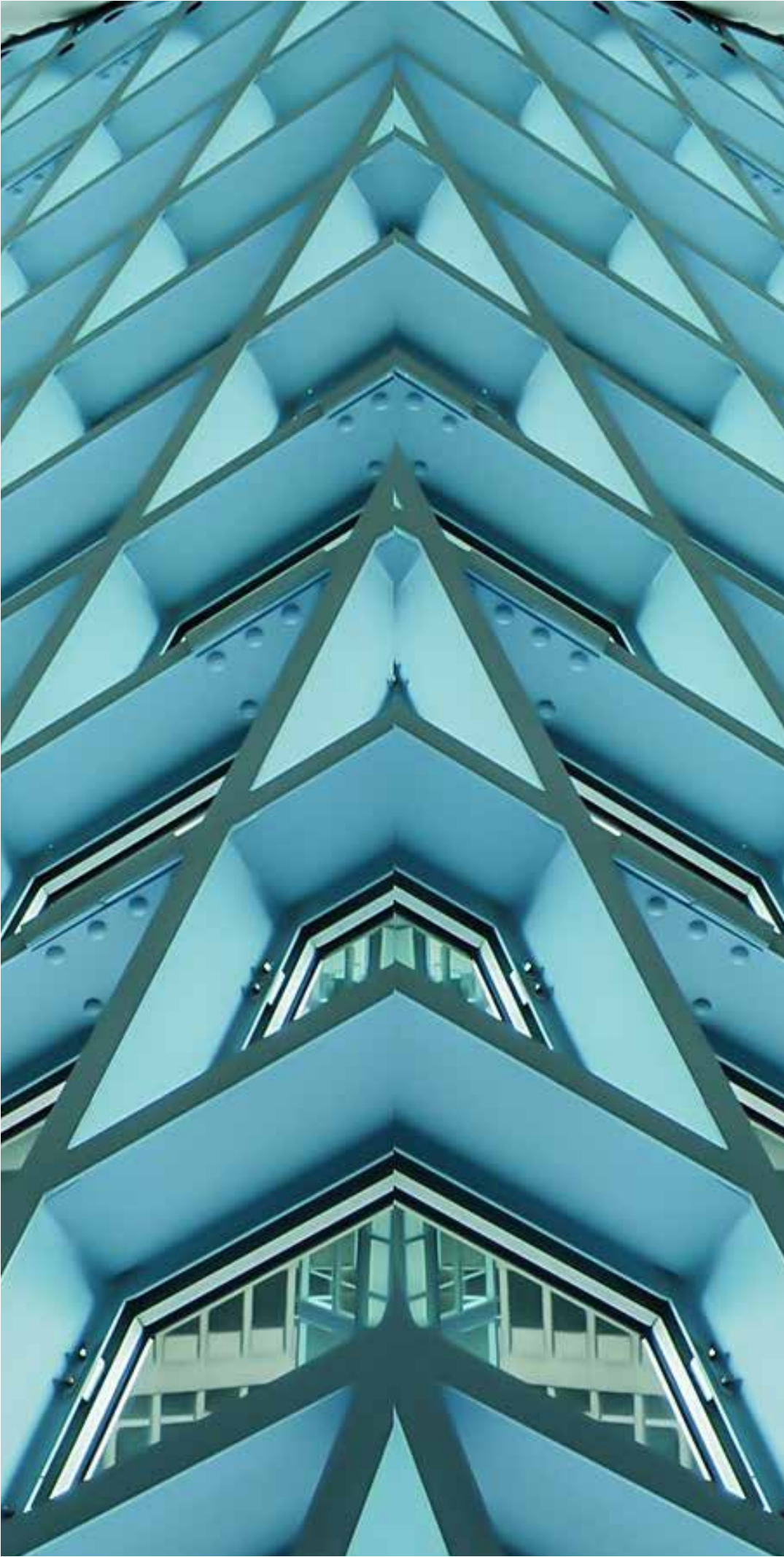
We are fully equipped to customize and create new topics, content and style to make sure we add utmost value through our training.



Training Verticals

CORPORATE TRAINING MODULES

- o A Futuristic Manager - A Whole Brain Leader - Think Tank and Beyond
- o Empower affirmative mindset - Corporate alignment
- Handling strenuous work situations
- o Outdoor Leadership Camp - Breed in Synergy
- o Team Building and Incentivize – Set Lay and Lead By Example
- o Develop multi-dimensional intelligence for Workplace Empowerment
- o Business Process Re-engineering
- o Stress management and Working under Pressure
- o Mind mapping Culture & Global Business Etiquettes
- o Building Operational Excellence
- o Assertiveness and Change Management Training
- o Feedback Premier
- o How to Face Client interview
- o Shaping Customer Acquisition Agenda
- o Advanced Telephone Etiquettes



Training Verticals

CORPORATE TRAINING MODULES

- o Six Thinking Hats
- o Creative and Critical Thinking – No Box Approach
- o Soft Skills Training – Expression - Anger - Rapport Building - Confidence - Presentation Skills - Communication - Problem Solving
- o Unique Concept - Brand New – Enhance productivity through Dance, Drama and Music - Energy - Attitude - Creativity
- o Image Consulting for external and internal growth - Personal Grooming
- o How to use Social media in corporate to your benefit - Updating one's self
- o Prioritize and Itemize Resources- Being proactive
- o Cross Culture Awareness Training
- o Conflict Resolution and Handling difficult demeanor
- o Managing Client Expectations
- o Effective relationship building with Managers, Supervisors and Peers
- o Handling Mistakes & Disciplinary Action

Training Verticals

RECRUITMENT TEAM TRAINING MODULES

- o A Futuristic Recruiter - A Whole Brain Recruiter
- Think Tank and Beyond
- o Creating great and valuable candidate conversations
- o Creating excellent candidate experience
- o Master the Art of selling roles
- o Learn the efficiencies that lead to lower the hire to loss ratio
- o Develop the edge to Understand role requirements
- o Cultural Consideration and Candidate Care
- o Identify opportunities at the client end - Increase client penetration
- o Screening and alternative sourcing skills
- o Use of innovative resources to find candidates
- o Questioning and probing the right questions
- o Offer negotiation and closure
- o Follow up post closure
- o Best practices within the recruitment industry that makes you a great recruiter



Training Verticals

CUSTOMER SERVICE/ CALL CENTRE TEAM TRAINING MODULES

- o Customer Service Cycle
- o Building Rapport and leaving a positive impact on the customer
- o Customer Profiling
- o Customer Acknowledgement
- o Enhance Customer Management Cycle – CRM
- o Opening and closing the call
- o Telephone Etiquettes
- o Accent Neutralization
- o Handling Client Situations
- o Objection Handling
- o Listening Skills
- o Decision Making – smart approach
- o Soft Skills
- o Telesales and Telephone mannerism
- o Understanding – Client Buying Behavior
- o Selling Skills



Training Verticals

SALES TRAINING MODULES

- o Unbelievable Consulting skills
- o Power of Questioning and Probing skills
- o Winning Negotiation Skills and Listening skills
- o Leverage – Existing clients for multiple sales activities
- o Non-Traditional and New Closing Skills
- o Communication and Presentation Skills
- o Think on Your Feet –Develop Wit and Smart Conversations to stand apart
- o Building Customer Loyalty
- o Handling Client situations
- o Enhance sales outcomes
- o Selling Glocal
- o Objection Handling
- o Lead Generation
- o Rapport and Relationship Building



Training Verticals

SALES TRAINING MODULES

- o Conducting Flawless Client Meetings
- o Email Writing – Make that impact
- o Use of Social Media to sell well – Connect – Advance and Sell
- o Constructive Follow Up
- o Innovation and Leadership
- o Effectively open and close a Telephone Conversations
- o Value Propagation
- o Posture Building and Rendition

Testimonials

“Thank you very much for taking our Front line S&M teams through interesting sessions and providing them deeper insights adding value to their professional knowledge enabling them perform better ”

K Siddaiah

Corporate HPD
Nagarjuna Agrichem Limited

“Great work WITN – for such an inspiring session on team building and motivation”

Preeti Gogoi

Director
Global Markets - Sapient

Testimonials

“Wonderful session... Small and crispy.... No boring moment, only learning. Thanks a lot of coming... ”

Sanjay Manan

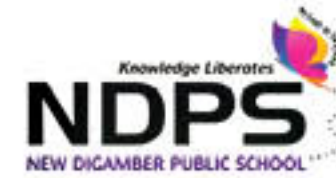
Senior Manager Sales
Kangaro Group of industries

“The Program was highly dynamic, penetrating and made a lot of impact to think and do differently. The entire session was nicely managed by trainer to hold the interest of the participants without any shift till the end. It was indeed an enlightened one.”

Bikash Das

Head
GIFT

Our Proud Collaborators





LET'S CONNECT

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