

Campus to Corporate Program

Your book bag has transformed into a brief case and your casual attire into business attire, it's time to start thinking like a professional.



College Finishing Course

This program has been started with an objective of empowering students of colleges with tools for improving their personal and professional excellence, leading to improved employability and professional effectiveness. The following are the areas covered in the Program. Following is an Overview of Campus to Corporate program

Objectives of the Course

1. Making people form clear thoughts and communicate that
2. Getting people to communicate

Goal Setting and Time Management

To accomplish great things, we must not only act, but also dream; not only plan, but also believe. The soft skill of goal setting and managing time is applicable to every individual and particularly those who feel they do not have the time for doing things. Top Notch Managers from leading corporate houses have benefited from this course. You can be more successful in work and life and balance them according to your needs. The course sheds light how an individual or group can focus on the important things in order to utilize their time efficiently and effectively. It provides necessary tools and sheds light on the areas like attitude and behavioral changes required to manage your time effectively and achieve your goals. The course has a good percentage of exercises which help to internalize the course content better. This course is generally customized for specific groups based on the depth of training required with the following high level topics:

- Importance of goal setting
- Types of Goals
- Event Control
- Goal achievement
- Fundamentals of time management
- Planning and scheduling
- Prioritizing
- Avoiding Procrastination
- Weekly planner

Interpersonal Skills

The interpersonal Skill is key to having a successful career in which ever domain or field one may be working in. This is more applicable for front facing departments and service industry. The course sheds light how an individual or group can focus on the necessary things to improve interpersonal skills. The following are high level items to be covered in this module.

- Understanding perceptions
- Personality types
- Getting along with different personalities
- Emotional Bank account
- Johari Window concept
- Managing and getting along with your boss
- Developing positive Self Esteem
- Developing a proactive out look

Working in Teams

Teams are there everywhere. Small teams, medium teams, Big team etc.

he customer and his needs is the key to success of a company or a department or an individual. The skill of customer service is enhanced by this module which has the following high level items. Does a team do better than a individual? Exercises to prove that team tend to have optimal or better solutions than individuals of the team. How to work in teams and get better results

- Working as Individuals and teams
- Essentials of a dynamic team
- Characteristics of a great team player
- Interpersonal skills in team work
- Giving and receiving feedback
- Team member styles
- Handling Conflict
- Meeting Skills

Art of Public Speaking

The main thing for a student of final year is to be able to express themselves in the professional environment they are going to step into after completing their professional degree. Today it is observed that most students are not even aware of basic necessities to work in such an environment. First and foremost is ability to talk in front of public (say 2 or more people). This requires confidence, independence and ability to stand your fort. Most people in the cities seem to possess some of these qualities. So they tend to impact well on their professional peers, supervisors and subordinates. They are able to grow better in the careers. Most of the other students are not making such impact even though they have more knowledge. They tend to be shy. This module helps such students to come out in public by putting them to the theory, practice and actual test.

Business, Telephone, Dress Etiquette (Email & Social Etiquette is optional)

What are the does and don't of Business interaction, Telephone Use, How to dress appropriately for being in a Business environment. When these simple things are taken care of the professional impression about the student is enhanced and help in building further the credibility. How does one talk on the phone? How does one email. What are the does and don'ts of social etiquette and much more.

Art of Making Presentations

What are the does and don't of making a business presentation. How to you make presentations to a large audience. What makes impact? What can be avoided? What should be avoided? How to dress appropriately

for a Business presentation? When these simple things are taken care of the professional impression about the student is enhanced and help in building further the credibility

Art of Presenting Oneself

What is the art of presenting one self to an audience, an interview panel, a group of professionals, friends, relatives and public in general? What is a CV? What is a resume? What is the difference and what is appropriate to be included in a CV or resume. How do get the attention of the audience based on your presentation or CV or talk to make them to interact with again.

Principles of Effective Communication

Some of thing covered in this how to improve communication to the next level. What the basic attributes of good communication and where things can go wrong and what are the appropriate things to do for good communications.

Group Discussions

When talking to different people and different levels people tend to take things for granted. In group discussions students don't take initiatives or not maintain decorum of the group discussions. How to state points and how long can one speak before pass the opportunity to another person in the group. How to reiterate points with more supporting data or how to argue against a point when there is data and logic against it? These are done thru practice and analysis.

Stress Mgmt

What is stress? How does it hamper my growth, productivity or my wellness in general? How can I identify that I have stress and what can I do or What are the techniques to reduce stress? How stress can lead to physical, emotional and mental problems?

Customer Service (Optional)

Understanding the customer and his needs is the key to success of a company or a department or an individual. The skill of customer service is enhanced by this module which has the following high level items:

- Defining a customer
- Components of Customer Service
- Transitional Influence
- Delivering Exceptional Customer service
- Managing customer Expectations
- Moments of Truth
- Valuing and building rapport
- Human Business model
- Handling Challenging customers and some practical

Apart from the above , PNS also has the expertise to deliver training in the areas of *Communication Skills*, *Presentation Skills* (including precision questioning and answering), **Sales & Relationship Management** and other soft skills, as per the need of the organization..

Some of Organizations that GNYANAM is associated with are:

GNYANAM

1-B Doyens Nest Dharam Karam Road, Ameerpet, Hyderabad – 500027



Institute of Chartered Accountants of India



Company Profile

Gnyanam, a Corporate Training and Consulting Organisation, is the brainchild of **Mr. Ramakrishnan Nagasamy**, Founding Member & CEO, has been conceptualized with an objective of empowering employees of organizations with tools for improving their personal and professional excellence, leading to improved organizational effectiveness.

Advantage GNYANAM

The client stands to benefit from the association with PNS in manifold ways:

1. We are committed to your long – term growth, and look forward to creating fruitful long-term relationships.
2. We shall be a dependable partner in your training calendar.
3. Regular refresher courses can be done at nominal cost.
4. We are capable of executing / delivering programs at short notice.

Our Vision

To empower people globally for higher learning through provision of appropriate tools.

Background of the Promoters



Ramakrishnan Nagasamy (Ram) is a world class Corporate Trainer and has received the Top Trainer Award many a time from Corporate Employers. His areas of training expertise include soft skills like Time Management, Project Management, Stress Management and Technical Skills like C, Unix, vxWorks, Software Quality Assurance Processes and other Courses like Basic and Advanced Pranik Healing Course.

Ram is a Mechanical Engineer with specialization in Computer Science and Software Development. He is also an M.Sc (Hons) Economics graduate from the prestigious BITS, Pilani.

He was one of the founding members of COMPUSER Club and help it grow into a Center for Software Development (CSD). He was involved in several initiatives in computer science and software like Campus Computer Networking and Parallel Computer Development. He was the First person in BITS' history to be hired by Hughes Software Systems from the Campus.

During his career, he has worked with top software companies like Hughes Software Systems and Microsoft Corporation in various capacities and has:

- Demonstrated the ability to take on unexpected situations as a challenge and leading teams to success in delivery, thus attracting top management accolades.
- Being an Excellent Technical interviewer, he has participated in several recruitment trips and hired many high quality professionals for his organizations.
- Being a great mentor of people in work and otherwise, he has been instrumental in mentoring several Freshers into mature successful software professionals.
- Organizing and evolving PM learning circles

He is also a Founding member and Managing Trustee of Sri Sri Mahavatar Charitable Trust, a organization working in social service of poor & needy. He is also Advanced Pranik Healer and Trainer.

Profile of Trainers

Will be shared on request