

Program Grid

Sl. No	Program Title	Sales	Support/Line Manager/ Supervisor	Sr. Manager/ Leadership /HOD	Workmen /Operator	Program Span (# of Days)
1	Communication Skills					1-2
2	Self-Management & Leadership					2
3	Personal Effectiveness Program					2
4	Manager to Leader					2
5.	Mentoring					2
6	Counselling					2
7	Recruiting Skills					2
8	Train The Trainer					3
9	Prospecting					1
10	Forecasting					1
11	Team Building					2
12	Working in Teams					2
13	Time Management					2
14	Selling Skills (FMCG)/ Channel Management					3+2+2
15	Negotiation Skills					2
16	Advance Negotiation Skills					2
17	Receivable Management					2
18	Supervisory Skills					2
19	Marketing Management					3
20	Workshop on Sales Promotion					2
21	Workshop on Marketing Research					1
22	Relationship Marketing					2
23	Presentation skills					2
24	Manners and Business Etiquette					2
25	Assertiveness Skills					2
26	Business and written communication					2
27	Email Etiquettes					1
28	Personality Development					2
29	Effective Delegation					1
30	Customer Service Skills					3+2+1
31	Selling Skills (Key Accounts)					3+2
32	Selling Skills -Channel					3+2
33	Retail Selling					3
34	Managerial Effectiveness					2

35	Resolving Conflicts				2
36	Tele Marketing				2
37	Stress Management				2
38	Finance for Non-Finance				1
39	Out Bound Program				2
40	Goal Setting				2
41	Feedback management				2
42	Personal Inter Personal Effectiveness (PIPE)				2
43	Value Selling- Leveraging relevant Value				
44	Social Media Marketing				1
45	Supply Chain management (SCM)	Functional Program			
46	Life Skills				
47	Situational Leadership 2 – SL II	Functional Program			2+1
48	Competency Based Interviewing skills	Functional Heads			2
49	Business Etiquette	Specific to people who handle international clients			1

1. All the above topics can also be conducted as a Blended learning Model. Contact us for further details on the same.
2. We also conduct webinars on selective topics for 2 hours. They can be customised for your audience if you have a requirement.
3. For any specific requirements do call us on 9840053003 or write to programs@cucent.in