LEARNING
AND
DEVELOPMENT

![Entellus logo]

THE FUTURE IS NOW

CONTACT

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LEADERSHIP IS NOT A TITLE BUT A BEHAVIOR DEMONSTRATED AT ALL CAREER LEVELS. LEADERSHIP SKILLS ARE A PREREQUISITE FOR ALL ROLES AND THESE SKILLS CAN BE ACQUIRED THROUGH RIGOROUS PRACTICE AND EDUCATION. **ENTELLUS** OFFERS LEADERSHIP DEVELOPMENT PROGRAMS FOR ALL LEVELS OF PROFESSIONALS AS WELL AS ENTREPRENEURS.

Entellus's approach to leadership Development aligns with the strategy, goals, and aspirations of the business/organization. We identify leadership drivers based on how the organization is positioned, in short the choices they make. Our approach to build leaders.

- Step I – Understand the Strategy, Goals, and aspirations of the business and this is done through a detailed questionnaire. It helps in identifying key skills participants need in order to perform as per expectation in their role.
- Step II – Benchmark and identify the Leadership Delta/Gap of the participants, and this is done through a 360° feedback system.
- Step III – Equip participants with relevant leadership skills through coaching / training as per their proficiency requirement.
- Step IV – Evaluate the impact of the training through on-the-job performance.
- Step V – Provide Post Program support by helping create a leadership culture within the organization.

Our Unique Selling Point

- Industry leaders – Our expert instructors have real-time experience and proved successful at the highest level in the industry.
- Focused curriculum – We follow latest market trends and industry developments to ensure our programs remain relevant and aligned.
- Flexibility – Our flexible learning options allow you to balance your learning journey without impacting your professional responsibilities.
- Post program support – Coach and mentor leaders & career counselling, work with the organization to create a culture of learning & development.

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Message From Directors Desk

I am excited to introduce you to Entellus and our exceptional training and certification programs. As the Director, I am proud to offer you a unique opportunity to elevate the skills and competencies of your teams through our immersive workshops and practical learning experiences.

At Entellus, we understand the importance of building holistic professionals who possess a well-rounded exposure to business success. Our programs are designed to cover all aspects of professional development, ensuring that your employees not only excel in their individual roles but also contribute effectively to your organization's overall success.

Through our 360-degree approach, your teams will receive comprehensive guidance on various facets of business operations, leadership, and strategic thinking. Our industry experts bring a wealth of knowledge and practical insights, equipping your employees with the tools and skills needed to navigate complex business challenges and drive meaningful results.

Furthermore, our certification programs validate the well-rounded expertise and capabilities of your employees, positioning them as valuable assets within your organization. By choosing Entellus, you are investing in the growth and success of your teams, fostering a culture of continuous learning and development that drives organizational excellence.

I invite you to explore our brochure to learn more about how Entellus can support your training and certification needs. Join us in shaping the future leaders of your organization and unlocking their full potential for success.

Best regards,

K V Rama Mohan

Director, Entellus

Experts At Entellus

Our Experts who have been senior leaders at diverse MNCs with a combined experience of 200+ years have transformed organizations through digitally enabled business solutions, designing and leading several organization wide transformational programs enhancing value to the stakeholders and improving business outcome at organizations such as –
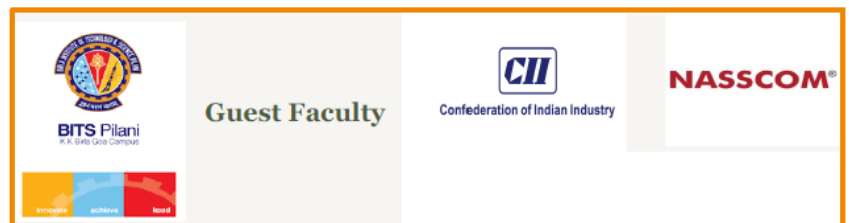

Our Experts have a strong pedigree in Academics and Continuous Learning. They have been deeply associated with various Institutions and have been involved in shaping the Continuous improvement programs & Operational Excellence Initiatives.

Academic Background

- Bachelor of Engineering from Institutes such as CBIT, NIT – Rourkela
- M.Tech (Quality, Reliability and Operations Research) from Indian Statistical Institute,
- Multiple Certifications for Continuous learning – Operations, TQM, TPM, BPR, Six Sigma, Data Science (Machine Learning), Design Thinking, Excellence Models, ERP.
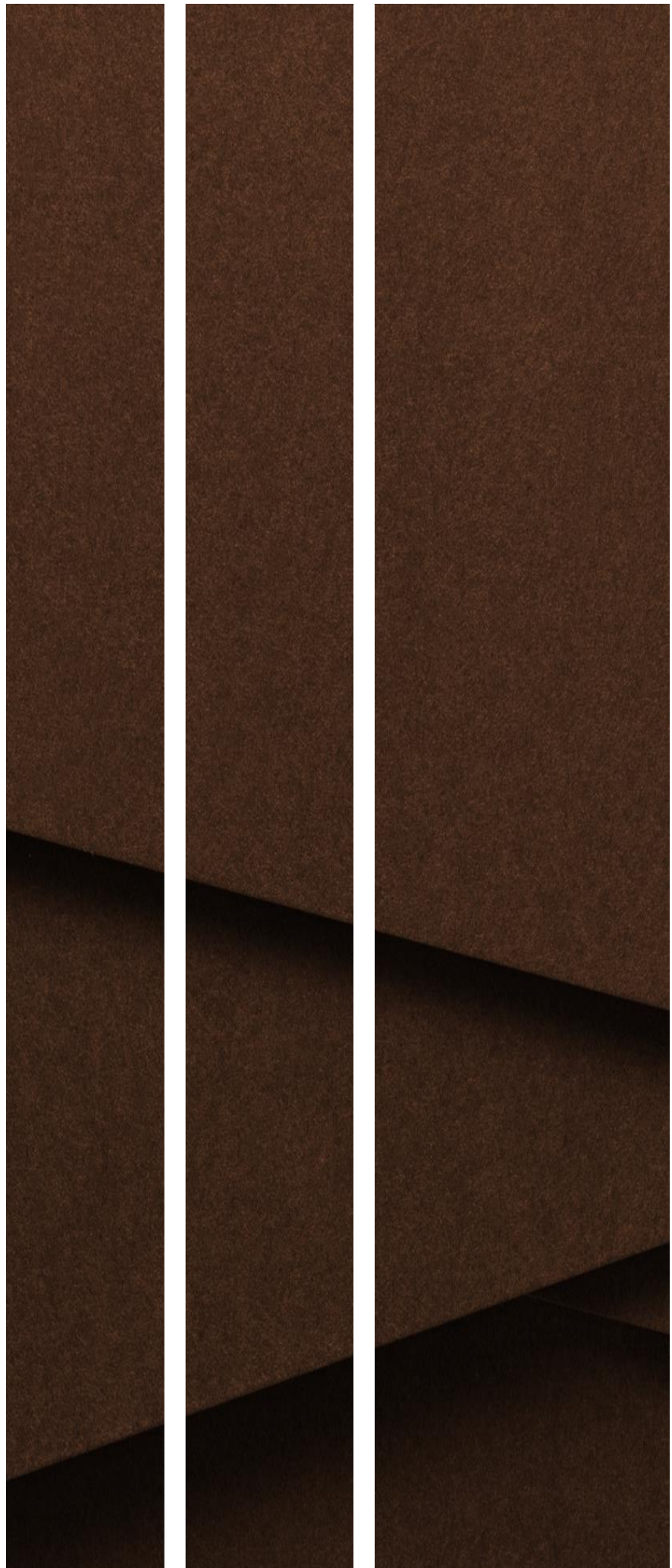
Institutional Associations

Lean Enterprise

— Value Stream Mapping

— Optimizing flow

— Kaizen

— Just-In-Time (JIT), Kanban, and 5S

— Automation with a Human Touch

— Level Scheduling

Be an expert in creating lean enterprises.

PROGRAM STRUCTURE

- 3-Day intensive Classroom program in a workshop format conducted in-house for the organization
- Batch size - 20 - 25 participants.
- Faculty: Director of Entellus.

PRAJNA – LEAN CHAMPION
For Senior Leaders and High Potential Managers

PROGRAM MODULES

➢ Introduction to Lean Principles and Fundamentals

➢ Developing Lean Leadership Skills

➢ Lean Tools and Techniques

➢ Creating a Lean Culture

➢ Change Management and Resistance to Lean

➢ Measuring and Tracking Lean Performance

➢ Collaboration and Teamwork in Lean Initiatives

➢ Action Planning and Workshop Summary

PROGRAM OBJECTIVE

The objective of the workshop is to equip participants with the knowledge, skills, and mindset necessary to become effective Lean Champions and drive continuous improvement within the organization.

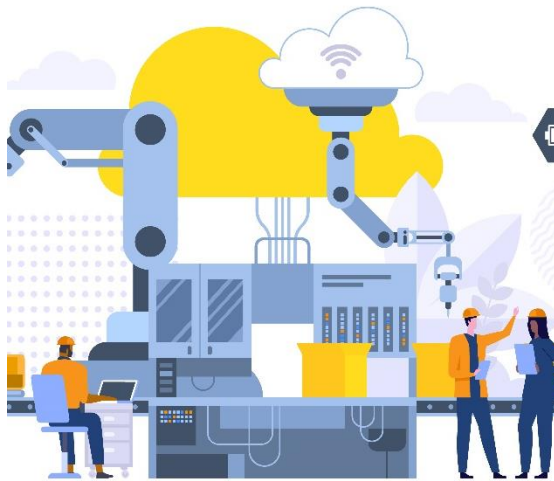KEY TAKEAWAYS FOR THE PARTICIPANTS

- Gain a deep understanding of the core principles of Lean Management - waste reduction, value stream mapping, and continuous improvement.
- Learn how to lead and inspire teams, motivate employees, and communicate effectively.
- Introduction to various tools and techniques - 5S, kanban systems, standardized work, and visual management, and learn how to apply them.

- Acquire problem-solving skills - Root Cause Analysis and A3 thinking, to address and resolve issues that hinder Lean implementation.
- Learn strategies to foster a culture of continuous improvement, engage employees in the journey, and sustain Lean practices over long term.
- Gain insights into change management principles and strategies to manage resistance to change during Lean implementation.
- Understand the importance of metrics and learn how to develop performance measures to track progress and drive continuous improvement.
- Discover significance of teamwork and collaboration in achieving organizational goals
- Opportunities to enhance leadership skills, and building high-performance teams, to successfully lead Lean initiatives.

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PRAVARA – LEAN EXPERT

For High Potentials Keen To Pursue Career In Operational Excellence

PROGRAM MODULES

➢ Introduction to Lean and Six Sigma principles and fundamentals

➢ Lean Six Sigma Project Execution

➢ Identifying Areas for improvement

➢ Six Sigma Tools and Statistical Analysis

➢ Non-Linear and Iterative process Techniques

➢ Change Management and Resistance to Lean

➢ Measuring and Tracking Lean Performance

➢ Lean Sustainability and Continuous Improvement

PROGRAM OBJECTIVE

To create a cadre of expert practitioners capable of leading Lean transformations within the organization. Empower them with advanced knowledge of Lean methodologies, statistical analysis techniques, and strategic improvement planning and equip them with techniques to identify systemic improvement opportunities, create organization-wide change, and drive sustainable Lean implementation.

KEY TAKEAWAYS FOR THE PARTICIPANTS

- Gain a deep understanding of Lean methodologies, including DMAIC and tools.
- Enable participants to identify metrics, perform RCA, apply statistical techniques, and make data-driven decisions to drive process improvement.

- Develop strong leadership capabilities and learn how to lead and engage cross-functional teams, facilitate change, and effectively communicate project progress and outcomes to stakeholders.
- Gain expertise in project management methodologies, ensuring successful implementation of Lean Six Sigma projects.
- Identify improvement opportunities, and execute projects to achieve cost savings, process efficiency, and customer satisfaction.
- Foster culture of continuous improvement by instilling in participants the mindset of seeking ongoing process optimization to achieve excellence.
- Effectively champion Lean Six Sigma initiatives, drive organizational transformation, and deliver sustainable impact to their organizations.
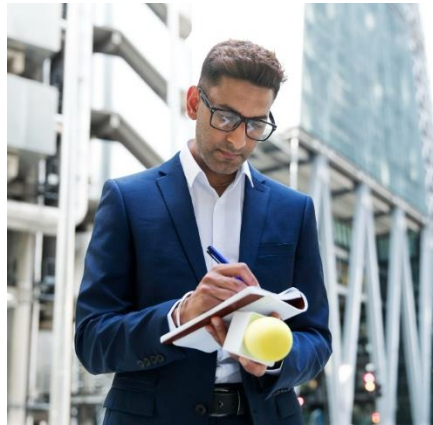
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PRAVEENA – LEAN PRACTITIONER
For Managers and High Potential Team Leaders / Supervisors

- 6-Day intensive Classroom program in a workshop format conducted in-house for the organization
- Batch size - 20 - 25 participants.
- Faculty: Senior and Experienced Consultants from Entellus under the guidance of Director Entellus.

PROGRAM MODULES

➢ Introduction to Lean and Six Sigma principles and fundamentals

➢ Tools and Techniques for Process Optimization

➢ Lean Six Sigma Project Execution

➢ Non-Linear and Iterative process Techniques

➢ Leadership and Change Management

PROGRAM OBJECTIVE

To provide participants with the knowledge and skills necessary to identify and eliminate waste in business processes, thereby increasing efficiency, reducing costs, and improving overall productivity. Equip them with the tools and techniques needed to streamline operations and drive sustainable improvements.

KEY TAKEAWAYS FOR THE PARTICIPANTS

- Gain a deep understanding and application of the principles and concepts of Lean, including waste identification, value stream mapping, continuous improvement, and visual management.
- Develop skills to optimize business processes using Lean tools such as workflow diagrams, process mapping, and data analysis.

- Build expertise in problem-solving techniques, including RCA, fishbone diagrams, and 5 Whys.
- Learn to identify the underlying causes of operational problems and implement effective solutions to address them.
- Introduction to a range of Lean tools and practices – 5S workplace organization, Kanban, and Just-In-Time (JIT) production.
- Learning to implement tools to reduce waste, improve inventory, and create a more organized and efficient work environment.
- Emphasize the importance of leadership and change management, develop skills to lead teams towards embracing Lean practices.
- Empower participants with knowledge and skills needed to become effective Lean practitioners and change agents within the organization.

PRABODHA – LEAN FOUNDATION

For Team Leaders / Supervisors and High Potential Associates

PROGRAM STRUCTURE

- 3-Day intensive Classroom program in a workshop format conducted in-house for the organization

- Batch size - 30 - 40 participants.

- Faculty: Senior and Experienced Consultants from Entellus under the guidance of Director Entellus.

PROGRAM MODULES

➢ Introduction to Lean Principles and Concepts

➢ Understanding the Lean Tools and Techniques

➢ Identifying Waste

➢ Gemba Activities

➢ Teamwork and Continuous Improvement Culture

PROGRAM OBJECTIVE

To provide participants with a foundational understanding of lean principles and tools, enabling them to contribute to process improvement initiatives within the respective organization.

KEY TAKEAWAYS FOR THE PARTICIPANTS

- Learn the fundamental principles of Lean thinking, including identifying and eliminating waste, focusing on value-added activities, and promoting continuous improvement.

- Gain knowledge and hands-on experience with basic Lean tools – value stream mapping, 5S, standard work, visual management, and problem-solving techniques like RCA.

- Understand the importance of collaboration from various departments and learn how to work effectively with teams to identify and implement process improvements.

- Learn to collect and analyze data to make informed decisions about process improvement. Understanding the importance of data-driven decision-making and how to use metrics to measure the success of Lean initiatives.

- Cultivate a mindset of continuous improvement among participants. Encouraging to think critically, challenge existing processes, and seek opportunities for improvement on an ongoing basis.

- Able to apply Lean principles and tools to real-world scenarios in the work environments, resulting in improved efficiency, reduced waste, and increased customer satisfaction.

- To equip participants with the knowledge, skills, and mindset necessary to contribute to lean initiatives and drive process improvement in the organization.

PROGRAM STRUCTURE

- 2 – days intensive Classroom program in a workshop format conducted in-house for the organization
- Batch size - 30 - 40 participants.
- Faculty: Senior and Experienced Consultants from Entellus under the guidance of Director Entellus.

PRAVESA – LEAN AWARENESS
For Associates

PROGRAM MODULES

- ➢ Lean thinking and its relevance across industries
- ➢ Definition and history of Lean
- ➢ 5 Lean Principles
- ➢ Introduction to key Lean tools
- ➢ Importance of a Lean culture and its impact on organizational success
- ➢ Real-life success stories and case studies

PROGRAM OBJECTIVE

The purpose of the awareness program on Lean is to educate and inform individuals about the principles and methodologies of Lean thinking in order to drive continuous improvement and operational excellence within an organization.

To raise awareness about Lean concepts, tools, and techniques, and their potential benefits across various industries
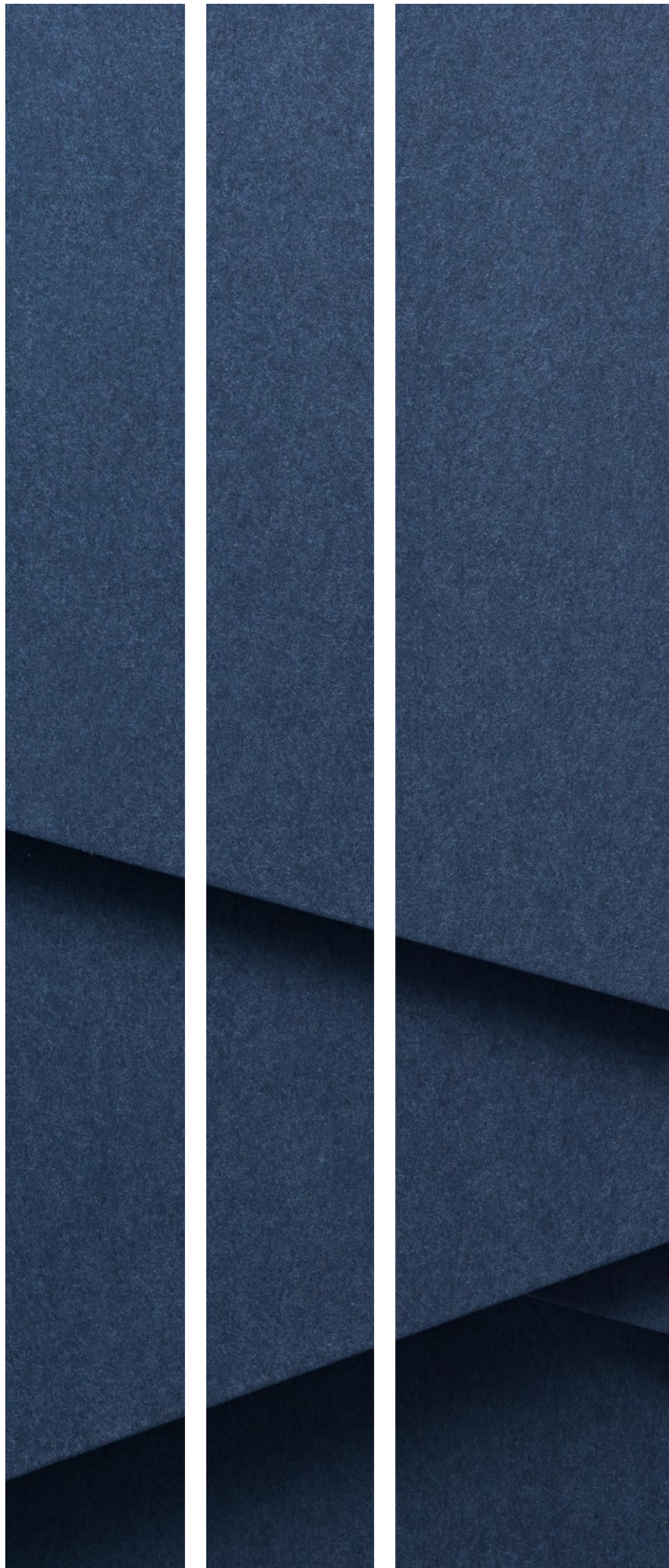
KEY TAKEAWAYS FOR THE PARTICIPANTS

- Gain a clear understanding of Lean principles, such as identifying and eliminating waste, creating value for customers, and promoting a culture of continuous improvement.
- Learn how to foster a culture of continuous improvement by involving themselves and motivating other team members.

- Introduce participants to various Lean tools and techniques, such as value stream mapping, 5S, Kanban, and Kaizen. Individuals will learn how to apply these tools to identify and eliminate waste, improve efficiency, and increase customer value.
- Understand the potential benefits of implementing Lean principles and practices, including increased productivity, improved quality, reduced lead times, enhanced customer satisfaction.
- Provide practical insights into how Lean thinking can be applied across different industries and functions.

SIX SIGMA

— DMAIC

— DMADV

— Control charts, regression analysis, and hypothesis testing.

— Process Capability Index

— Root Cause Analysis

— Pareto charts, fishbone diagrams, and 5 Whys analysis

— Continuous Improvement

Learn to go beyond the average with Six Sigma.

- 3-Day intensive Classroom program in a workshop format conducted in-house for the organization

- Batch size - 20 - 25 participants.

- Faculty: Director of Entellus.

PRAJNA – SIX SIGMA CHAMPION

For Senior Management Leaders

PROGRAM MODULES

➢ Introduction to Six Sigma, Design Thinking, Managing Change, Implementing Six Sigma

➢ Becoming a Customer and Market driven Enterprise, Voice of Customer, KANO Model

➢ Data Driven Management

➢ Resource Maximization

➢ DMAIC & DMADV models for Project Management

➢ Define Phase: Project Charters, Decomposition, Deliverables and Scheduling and Process Maps

PROGRAM OBJECTIVE

To orient professionals on a structured approach and an appreciative mind set of practicing operational excellence and continuous improvement.

This program **is intensely practical and application oriented**, the objective of the program is also to briefly explain the theoretical foundations.

PHASES

- Measure Phase – Process and Metrics and Data definitions.

- Analyze Phase - Value Stream Analysis, Analyzing Sources of Variation, Designing Experiments

- Design Phase - Prototyping and Empirical Models, Risk Assessment and Optimization

- Control / Verify Phase - Validating new process or product design, Process control plan, Selecting Process Control elements, Process Audits

LEARNING OUTCOMES

- Participants will gain a solid knowledge of the theory, composition, and implementation of Operational Excellence.

- Become proficient in practicing the analytical tools necessary to define, measure, analyze, improve, and control Six Sigma improvement projects.

- Learn team leadership and project management skills.

- Master the skills necessary to lead an operational process improvement project that produces bottom- line results.

PRAVARA – SIX SIGMA EXPERT

For High Potentials Keen To Pursue Career In Operational Excellence

PROGRAM STRUCTURE

- 20-Day intensive Classroom program in a workshop format conducted in-house for the organization
- Batch size - 20 - 25 participants.
- Faculty: Director of Entellus.

PROGRAM MODULES

➢ Acquire advanced knowledge of Six Sigma principles and fundamentals

➢ Learn to use tools like hypothesis testing, ANOVA, and SPC

➢ Learn to apply project management principles to Six Sigma projects

➢ Learn to integrate Lean tools with Six sigma to eliminate waste

➢ Six Sigma Coaching and Training

PROGRAM OBJECTIVE

To create a cadre of expert practitioners capable of leading Six Sigma transformations within the organization. Empower them with advanced knowledge of Six sigma methodologies, tools and techniques in driving process improvement, enhancing quality, and fostering a culture of continuous improvement.

KEY TAKEAWAYS FOR THE PARTICIPANTS

- Learn advanced statistical tools and techniques to solve critical business problems

- Ability to manage and execute high value Six Sigma projects, which deliver significant improvements in quality, efficiency, and cost reduction

- Mentor and guide Green Belts and Yellow Belts as they work on their projects.

- Develop Six Sigma capabilities within the organization by conducting training sessions

- Ability to utilize structured problem-solving methodologies, such as DMAIC (Define, Measure, Analyze, Improve, Control) to solve complex problems.

- Improve critical thinking and problem-solving skills through real-world case studies and practical applications

- Enhance ability to make data-driven decisions and implement solutions that have a measurable impact.

- Learn to apply Lean tools and techniques, such as 5S, Kaizen, and Value Stream Mapping to eliminate waste and streamline processes.

- Foster a culture of continuous improvement within your organization by learning how to sustain improvements.

PRAVEENA – SIX SIGMA PRACTITIONER

For Managers and High Potential Team Leaders / Supervisors

PROGRAM MODULES

➤ Deeper understanding to Six Sigma principles and fundamentals

➤ Gain advanced skills in process improvement and quality management

➤ Six Sigma methodologies implementation in various projects

➤ Lean Six Sigma Integration.

PROGRAM OBJECTIVE

To provide participants with the knowledge and skills necessary to lead, monitor and contribute to Six Sigma projects, focus on practical applications and real-world projects.

KEY TAKEAWAYS FOR THE PARTICIPANTS

- In-depth understanding of Six Sigma principles focusing on reducing variation, improving processes, and managing quality.

- Gain a deep understanding and application of the principles and concepts of Six sigma, including DMAIC (Define, Measure, Analyze, Improve, Control) framework, including tools, techniques and deliverables

- Learn to use advanced statistical tools and apply techniques to perform statistical analysis

- Use of advanced tools like hypothesis testing, regression analysis, and ANOVA tools to identify root cause, process and value stream mapping.

- Learn to identify the underlying causes of operational problems and implement process changes and improvements.

- Learn to use control charts and other monitoring tools to ensure ongoing process stability.

- Combining lean principles with Six Sigma to reduce waste and improve process efficiency.

- Empower participants with knowledge and skills needed to become effective Six sigma practitioners and change agents.

- Equip participants with skills to lead projects effectively by improving efficiency and quality.

PROGRAM STRUCTURE

- 5-day program (spread over 3 sessions, 2 sessions of 2 days each and 1 session of one day).

- Batch size - 30 - 40 participants.

- Faculty: Director of Entellus.

PRABODHA – SIX SIGMA FOUNDATION

For Team Leaders / Supervisors and High Potential Associates

PROGRAM MODULES

➢ Introduction to Six Sigma, Design Thinking, Managing Change, Implementing Six Sigma

➢ Becoming a Customer and Market driven Enterprise, Voice of Customer, KANO Model

➢ Data Driven Management

➢ Resource Maximization

➢ DMAIC & DMADV models for Project Management

➢ Define Phase: Project Charters, Decomposition, Deliverables and Scheduling and Process Maps

PROGRAM OBJECTIVE

To orient professionals on a structured approach and an appreciative mind set of practicing operational excellence and continuous improvement.

- Familiarize participants with the Toolsets and Technology that are used to practice excellence and continuous improvement.

- Applying Mindset to feel the change and achieve organizational high performance.

- Align participants with the larger purpose of Continuous Excellence and thereby achieving business at scale.

- Demonstrating personal Excellence and catalyzing change that builds a Culture essential to sustain Operational Excellence as a culture.

PHASES

- Measure Phase – Process and Metrics and Data definitions.

- Analyze Phase - Value Stream Analysis, Analyzing Sources of Variation, Designing Experiments

- Improve / Design Phase - Prototyping and Empirical Models, Risk Assessment and Optimization

- Control / Verify Phase - Validating new process or product design, Process control plan, Selecting Process Control elements, Process Audits

LEARNING OUTCOMES

- Participants will gain a solid knowledge of the theory, composition, and implementation of Operational Excellence.

- Become proficient in practicing the analytical tools necessary to define, measure, analyze, improve, and control Six Sigma improvement projects.

- Learn team leadership and project management skills.

- Master the skills necessary to lead an operational process improvement project that produces

PROGRAM STRUCTURE

- 2 – days intensive Classroom program in a workshop format conducted in-house for the organization
- Batch size - 30 - 40 participants.
- Faculty: Director of Entellus.

PRAVESA – SIX SIGMA AWARENESS
For Associates

PROGRAM MODULES

➢ Six Sigma thinking and its relevance across industries

➢ Definition and history of Six Sigma

➢ Six Sigma methodology, tools, and techniques

➢ Introduction to key Six Sigma tools

➢ Case Studies and Practical Applications

➢ Next Steps in Six Sigma

PROGRAM OBJECTIVE

The purpose of the program is to educate and inform individuals about the methodologies, tools and techniques of Six Sigma in order to drive process improvement within an organization.

To raise awareness about Lean concepts, tools, and techniques, and their potential benefits across various industries
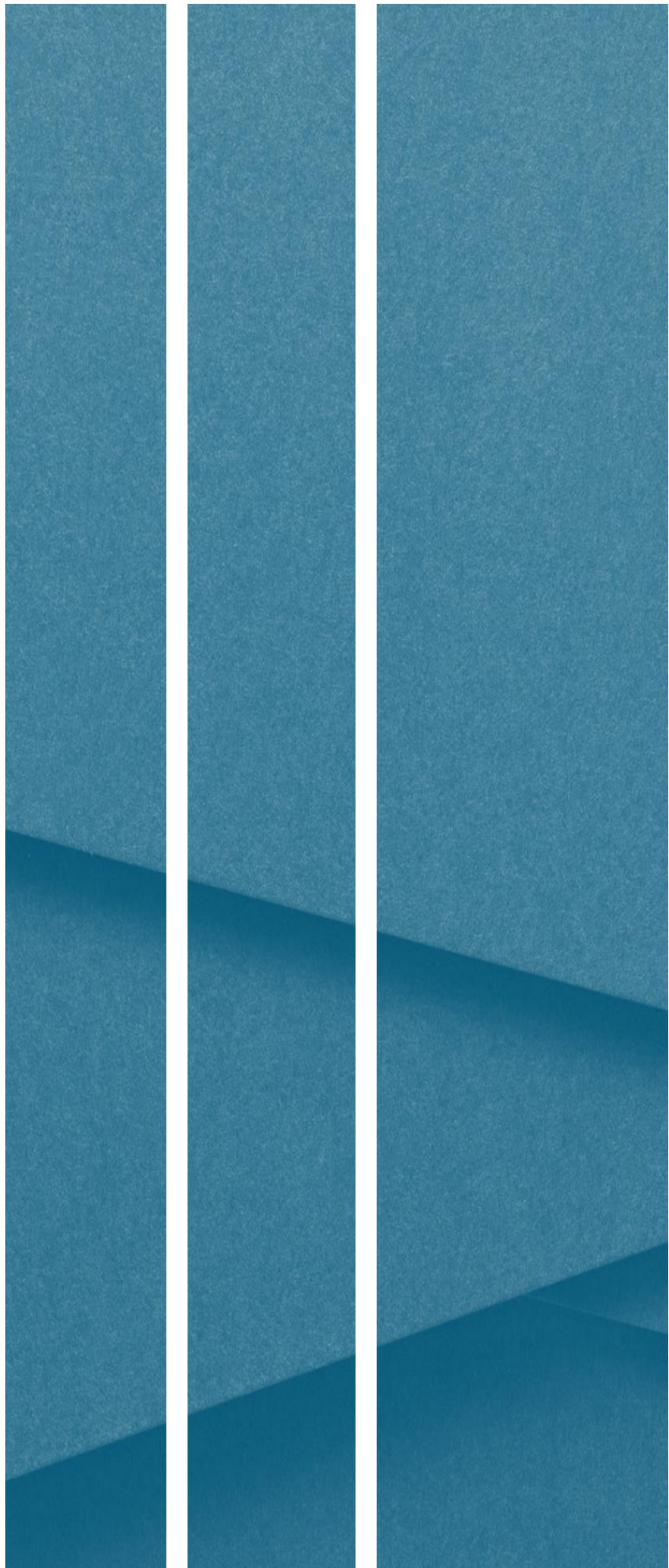
KEY TAKEAWAYS FOR THE PARTICIPANTS

- Gain a basic understanding of Six sigma principles and concepts, focusing on minimizing differences and enhancing processes.
- Understanding of the DMAIC (Define, Measure, Analyze, Improve, Control) framework – objectives and activities in each phase.

- Understand the Yellow Belt's role within a Six Sigma group and introduction to basic statistical tools.

- Learn skills in developing process flows and flow diagrams – process steps, inputs, outputs, and areas for improvement.

- Learn to use tools to identify root causes of problems, such as the 5 Whys and Fishbone (Ishikawa) diagram.

- Introduction to tools like Pareto charts, histograms, and control charts to analyze data and monitor process performance

- Provide practical insights into how Six Sigma thinking can be applied across different industries and functions.

Design
Thinking

— Empathize

— Define and Ideate

— Prototype

— Test and Validate

— User-Centricity

— Collaboration and Iterativity

Learn to transform ideas
into impactful solutions.
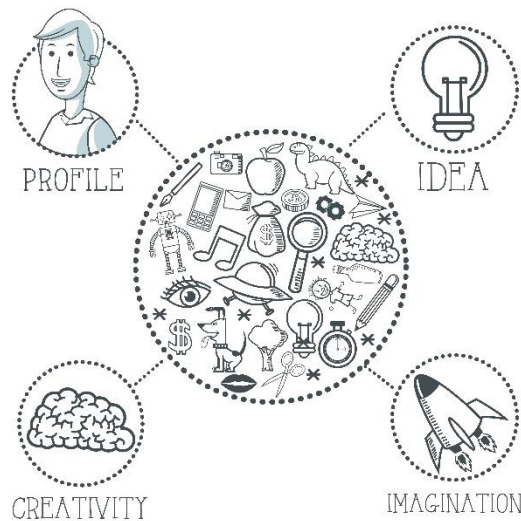
DESIGN THINKING
For Middle Level Executives

PROGRAM STRUCTURE

- The 3-day program is designed for all middle level executives, having at least 12 years of experience.
- Batch size - 20 - 25 participants.
- Faculty: Director of Entellus.

PROGRAM MODULES

- ➢ Introduction to Design Thinking
- ➢ Demystifying Design Thinking
- ➢ Leading Design Thinking
- ➢ Discover - Empathizing
- ➢ Research – Define Problem
- ➢ Incubate – Ideation for Solutions & Prototyping
- ➢ Evolve – Testing, feedback and Launch
- ➢ Collaboration - Evangelizing Change
- ➢ Change Management
- ➢ Achieving personal mastery

PROGRAM OBJECTIVE

To orient successful professionals on a structured approach and an appreciative mind set of design thinking. An everyday-everybody-everywhere practice by ALL, starting with leadership, will help instill a priceless culture of innovation organization wide.

MODEL – FIVE STEP DESING THINKING

- Empathizing (Discovery) – It helps understand Customer and End-user needs better.
- Defining (Research) – A clearly defined problem leads to fulfilling a need.
- Ideating (Incubate) – Creativity / Imagination are bedrocks for desirable, feasible, and viable solutions.
- Prototyping (Iterate) – Demonstration through a working model brings credibility and conviction.
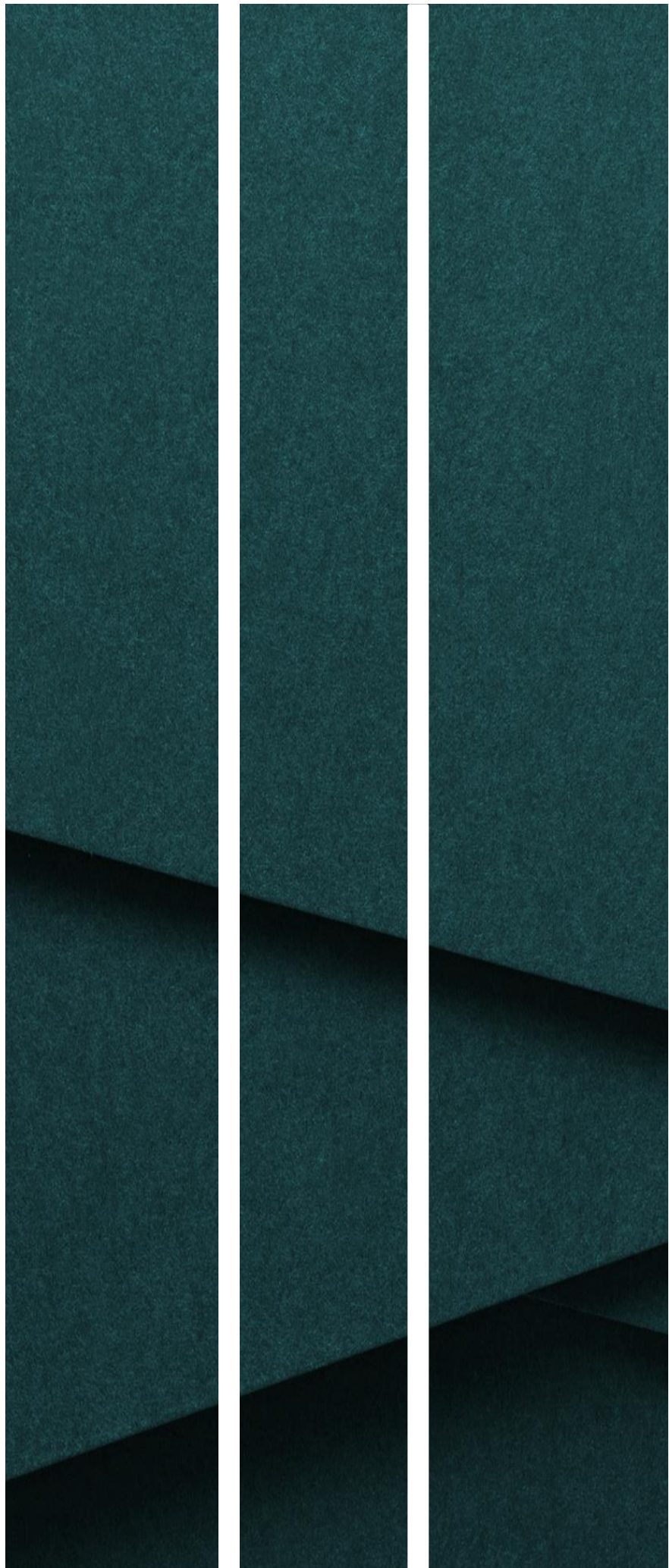- Evaluating (Evolve)– Experiencing the changes validates the efficacy of solutions.

KEY TAKEAWAYS FOR THE PARTICIPANTS

- Understanding the Design Thinking process and tools such as creating personas, journey maps, stakeholder maps, empathy maps, brainstorming, prototyping, etc.
- Learning to listen to voice of customer, understand stated and implied needs and keep user perspective at the center of design.
- Identification of right problems and solutions that are desirable, feasible and viable.
- Application of Design Thinking to creative problem solving, Product design, Service design and to enhance the user experience.
- Working in teams for designing the solutions

Analytics

— Statistical Methods and Analysis

— Data Collection and Management

— Stochastic Models

— Linear and Non-Linear Models

— Decision Analysis

— Data Analytics

— Operational Research

Learn to understand data and make informed decisions.

DECISION ANALYSIS

For Middle-Level Executives

PROGRAM DESCRIPTION

➢ Introduction to quantitative techniques and statistics, Decision making, intelligence design and choice phases, basic theory of decision making under uncertainty; decision trees, qualification of judgments and preferences, Bayes theorem, the structuring of complex decisions, and multi-attribute utility theory, Statistical estimation, and forecasting.

PROGRAM OBJECTIVE

We make decisions every day. Some decisions are routine, but some have a profound impact on our life. Gaining competency in such a vital subject is highly desirable both for personal and professional wellbeing.

The objective of this course is to provide an opportunity to gain this mastery: to be able to achieve clarity of action in making any decision on which we focus our attention. Also, this course aims to equip the students with the quantitative tools used in decision making.

KEY TAKEAWAYS FOR THE PARTICIPANTS

- Explain the fundamentals of decision-making process and define the quality of a decision.

- Relate to the cognitive biases and interpret one's decision objectively.

- Apply methods to reduce the impact of cognitive biases in organization and personal decisions.

- Lead teams in decision making.

- Use quantitative techniques in making sound business decisions.

- Select appropriate decision-making tool and apply it in a given situation.

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PROGRAM STRUCTURE

- This program is designed for Senior level managers leading and executing Programs / Projects
- Faculty: Director of Entellus.

OPERATIONS RESEARCH
For Senior-Level Managers

LEARNING OUTCOMES

➢ The participants should be able to formulate and solve problems related to topics covered in this program.

➢ The participants should be able to solve the problems using Microsoft Excel.

PROGRAM OBJECTIVE

How to model a business problem using mathematical modelling techniques. To provide an understanding of the applications of Operations Research and how to use Excel to solve Operations Research problems.

PROGRAM DETAILS

- Introduction to Linear Programming
- Linear Programming: Sensitivity Analysis and Interpretation of Solution
- Linear Programming Application
- Integer Linear Programming

- Advanced Optimization Applications
- Waiting Line Models
- Inventory Models
- Simulation
- Markov Processes
- Decision Analysis
- Utility and Game Theory

PROGRAM STRUCTURE

- This program is designed for Senior level managers leading and executing Programs / Projects
- Faculty: Director of Entellus.

STATISTICAL METHODS – INTRODUCTION
For Senior-Level Managers

LEARNING OUTCOMES

➢ Ability to apply Statistical techniques to business problems.

➢ Learn to formulate and solve business problems.

➢ The student should be able to interpret computer and various techniques of problem solving.

PROGRAM OBJECTIVE

To provide a foundation for Applied Statistics and solve statistical problems using computer software. Harness mathematical foundations and statistical theories to analyze, interpret, and make predictions about business problems.

PROGRAM DETAILS

- Introduction, Data & Statistics

- Descriptive Statistics: Displaying Data

- Descriptive Statistics: Numerical Measures

- Probability

- Discrete Probability Distributions

- Continuous Probability Distributions

- Sampling and Sampling Distributions

- Interval Estimation (Confidence Interval)

- Hypothesis Testing

- Two Sample Tests

- Inference about Variances

- Test of Goodness of Fit & Independence

- ANOVA

- Simple Linear Regression

- Bayesian Statistics - Introduction

- Bayesian Statistics – Parameter Estimation

- Bayesian Statistics – Hypothesis Testing

MANAGEMENT INFORMATION SYSTEM

For Senior-Level Managers

COURSE HIGHLIGHTS

- Fundamentals – IS in business and the Components of IS
- Competing with Information Technology
- Computer Hardware and Software
- Data Resource Management
- e-business and e-commerce systems
- Enterprise business systems
- Supporting decision making

PROGRAM OBJECTIVE

- Understand the role of information in the internal processes of an organization and how to make optimal use to solve problems and achieve organization's objectives.
- Examine the computer applications of at the enterprise and functional level of an organization.
- Understand the usage and information technology to revitalize business processes, improve decisions and gain competitive advantage.

KEY LEARNING OUTCOMES

- Describe the importance of MIS in an organizational setup.
- Describe the role of IT and IS in enhancing a firm's competitive advantage and apply the same to their work context.
- Understand the role of IT and IS in e-business systems, Enterprise business systems and e-commerce systems and apply the same to their work context.
- Describe decision support systems and analyze their role in supporting information needs of managers.
- Explain the role of planning and business models in the development of business /IT strategies, and applications.
- Identify ethical issues coming from the use of IT and multiple -security management techniques.

PROGRAM STRUCTURE

- This program is designed for Senior level managers leading and executing Programs / Projects
- Faculty: Director of Entellus.

DATA ANALYTICS
For Senior-Level Managers

COURSE HIGHLIGHTS

➢ Understanding Fundamentals of Data Analytics

➢ Data Manipulation and Management

➢ Data Visualization

➢ Critical Thinking and Problem Solving

➢ Hypothesis testing & Classifications.

➢ Analysis of contingency tables

➢ Specialized Regression Models

➢ Machine Learning Techniques

PROGRAM OBJECTIVE

- Equip students with the knowledge and skills needed to analyze, interpret, and derive insights from data across various contexts.
- Help students understand the need for data driven decisions and business analytics and types of problems can addressed using Data Analytics
- Create proficient individuals who could contribute to data-driven decision-making processes, enhancing organizational efficiency and uncovering new opportunities.

KEY LEARNING OUTCOMES

- Understand the concepts of data and intelligence extractible from data.
- Learn conditional probability, independence of events, probability distribution, etc.
- Concept of hypotheses testing and its practical application.
- Type I and type II errors and their importance in decision making.
- RFM classification and table look up methods and Testing independence.
- Understand the concepts of Naïve Bayes' classification and Bayesian networks.
- Concepts of Logistic regression
- Count regression and its variants.
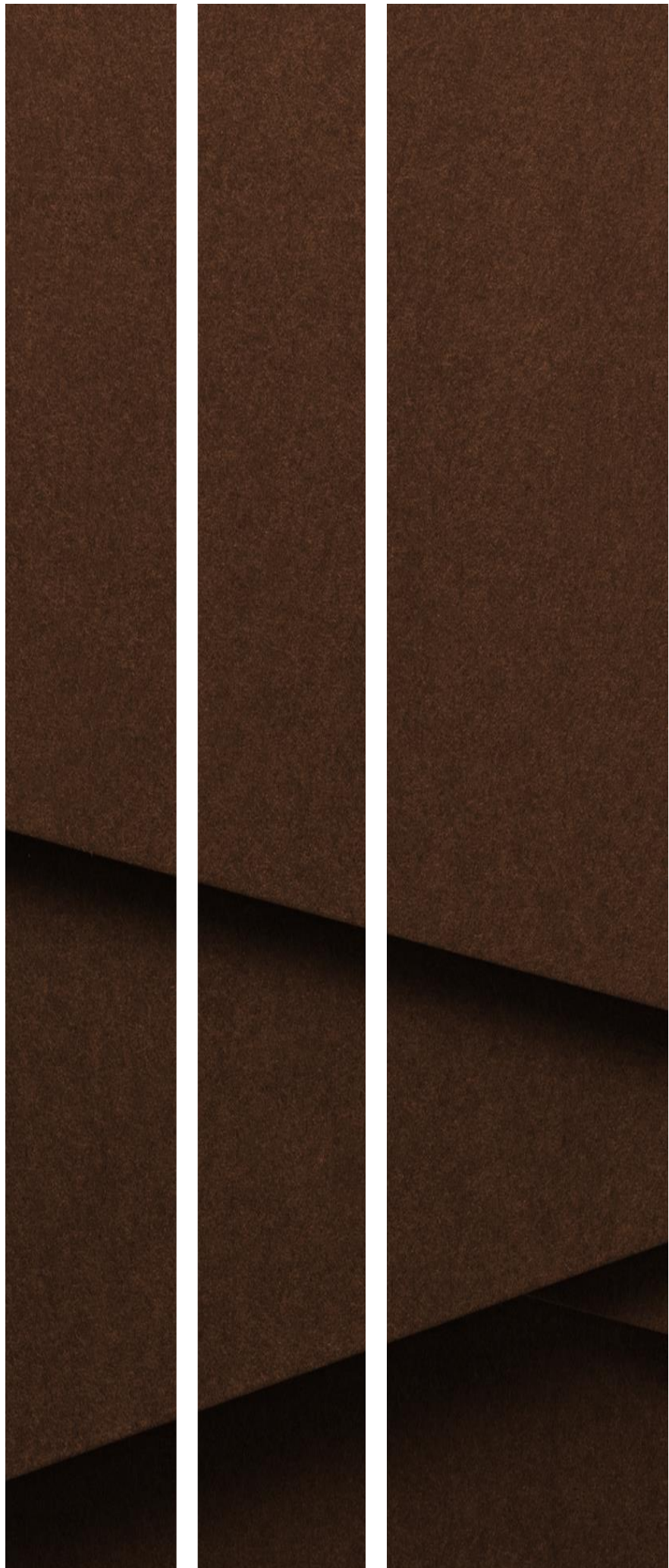- Introduction to censored data, Time series model
- Introduction to Artificial Neural Networks (ANN) and Support Vector Machines (SVM)

Excellence

— Continuous Improvement

— Quality Management

— Leadership and Vision

— Strategic Planning

— Customer Focus and Innovation

— Process Optimization

— Adaptability and Resilience

— Stakeholder Engagement

Maximize value creation through Excellence techniques.

EXCELLENCE BY DESIGN
For Middle Level Executives

PROGRAM MODULES

➢ Understanding the building blocks of Excellence and converting the desire to Practicing Excellence

➢ Getting insights on the tools, models and frameworks that facilitate Excellence.

➢ Applying the mindset and Toolset to feel the change and achieve organizational high performance.

➢ Culture of Excellence Demonstrating Personal Excellence and catalyzing change that builds a Culture that is essential to sustain Excellence.

PROGRAM OBJECTIVE

To orient successful professionals on a structured approach and an appreciative mind set of design thinking. An everyday-everybody-everywhere practice by ALL, starting with leadership, will help instill a priceless culture of innovation organization wide.

OUR MODEL

- Preparing Mindset – Understanding the building blocks of Excellence and converting the desire for Excellence to Practicing Excellence

- Toolset and Technology – Getting knowledge of the tools, models and frameworks that are used to practice Excellence. Technology augmentation can help organization scale on the path of Excellence.

- Engineering high performance – Applying the mindset and Toolset to feel the change and achieve organizational high performance.

KEY TAKEAWAYS FOR THE PARTICIPANTS

Excellence differentiates a company, a professional, a product and literally every possible thing on earth.

- A structured approach and an appreciative mindset of excellence can benefit from this program.

- Irrespective of one going for a start-up or joining up a large corporate, this course is going to benefit every student immensely.

- Excellence helps build brands, keeps costs low, enhances client and employee satisfaction and can play a critical role for a triple bottom-line – financial, social and environmental.

TOTAL QUALITY MANAGEMENT (TQM)

For Senior-Level Managers

LEARNING OUTCOMES

➤ Understand core principles and practices of TQM.

➤ Effective use of TQM tools and techniques.

➤ Identify and lead initiatives for quality improvement.

➤ Encourage cultural transformation for continuous improvement.

➤ Measure and evaluate the effectiveness of TQM.

PROGRAM OBJECTIVE

Equip participants with a comprehensive understanding of TQM fundamentals, tools, and techniques. Provide skills to analyze, design, and evaluate quality management processes to reduce waste and improve efficiency.

PROGRAM DETAILS

Introduction to TQM

- History of quality management.
- TQM principles overview and core concepts.
- Other quality management systems.

TQM Framework

- Detailed examination of TQM principles
- TQM role in business planning and its integration into business operations.

Tools and Techniques

- Problem-solving and decision-making tools.
- Statistical process control (SPC).
- Quality planning tools
- Risk management in a TQM environment.

Role of Leadership during TQM implementation

- Steps to follow during implementation.
- Role of leadership.
- How to engage employees at different levels.
- How to drive customer-oriented culture.

Continuous Improvement

- Setting up metrics and indicators for quality.
- Continuous assessment and feedback loops
- Learn to capture data to drive improvements.

TOTAL PRODUCTIVE MAINTENANCE (TPM)

For Senior-Level Managers

LEARNING OUTCOMES

➢ Understand core principles and practices of TPM.

➢ Effective use of TPM tools and techniques.

➢ Identify and eliminate inefficiencies and equipment-related issues.

➢ Develop a continuous improvement culture across the organization.

➢ Apply techniques to reduce downtime and improve safety and quality.

PROGRAM OBJECTIVE

Equip participants to comprehensive overview of TPM fundamentals, tools, and techniques to improve productivity and maintain equipment reliability.

PROGRAM DETAILS

Introduction to TPM

- History of productive maintenance.

- TPM principles overview, core objectives and concepts.

- Other quality management systems.

TPM – 8 pillars

- Learn about eight pillars of TPM and how they contribute to overall equipment effectiveness (OEE).

Tools and Techniques

- Problem-solving - Ishikawa diagrams, 5 Whys, and Six Sigma.

- Visual management tools.

- Monitor equipment performance through data collection and analysis.

TPM implementation

- Steps to follow during implementation.

- Role of leadership in supporting initiatives.

- How to engage employees at different levels.

- TPM implementation roadmap.

Measuring Effectiveness

- Setting up KPI metrics and indicators, including OEE.

- Techniques for auditing and sustaining TPM practices.

PROGRAM STRUCTURE

- 3-Day intensive Classroom program in a workshop format conducted in-house for the organization
- Batch size - 20 - 25 participants.
- Faculty: Director of Entellus.

DESIGN OF EXPERIMENTS (DOE)
For Senior-Level Managers

LEARNING OUTCOMES

➢ Design effective experiments that employ fewest resources possible and yield the most knowledge.

➢ Analyze experimental data to make informed decisions.

➢ Improve product designs, processes, workflows, and quality by applying DoE methods.

➢ Learn how to use effectively use software tools for experiment design and analysis.

PROGRAM OBJECTIVE

Equip participants with the tools they need to successfully design, conduct, analyze and evaluate experiments effectively so they can make data-driven decisions to optimize performance.

PROGRAM DETAILS

Introduction to DoE

- DoE concepts, principles, and terminology.
- Basic statistical concepts related to DoE.

Fundamental Principles of DoE

- Randomization, replication, and blocking.
- Introduction to factorial designs.
- Interaction and confounding basics.

Experimental Designs

- Basic setup, analysis, and interpretation of result of Factorial Designs
- How to use Fractional Factorial Designs
- Learn Response Surface Methodology (RSM) and Taguchi methods.

Planning and Conducting Experiments

- Steps involved in designing an experiment.
- Sample size determination and power analysis.
- Randomization and blocking to reduce variability.

Data Collection and Analysis

- Best practices for data collection to ensure accuracy and reliability.
- ANOVA, regression analysis, and other statistical methods.

HOSHIN KANRI – POLICY DOCUMENT
For Senior-Level Managers

LEARNING OUTCOMES

➢ Learn to implement the Hoshin Kanri process to achieve strategic goals.

➢ Create visibility and maintain alignment at all levels of the organization using Hoshin Kanri tools.

➢ Monitor, review, and adjust strategic plans to respond effectively to changing business environments and challenges.

PROGRAM OBJECTIVE

Learn to implement Hoshin Kanri methodology to drive strategic focus and execution, which enhance overall performance and provide companies a competitive edge.

PROGRAM DETAILS

Introduction to Hoshin Kanri

- Concepts, principles, and processes.
- Hoshin Kanri role in achieving improvements and managing change.

Planning Process

- Step-by-step process of Hoshin Planning, from vision to execution
- Learn techniques for setting realistic and ambitious goals.

Leadership and Organizational Culture

- Understanding the role of leadership to successfully implement Hoshin Kanri.
- Establish a continuous improvement, accountability, and alignment-focused culture.
- Strategies for effective communication and engagement across the organization.

Monitoring, Review, and Adjustment

- Establish effective review processes to monitor progress.
- Reviewing and revising strategies based on performance and changing conditions.
- Managing and adapting the plan using PDCA (Plan-Do-Check-Act) cycles.
- Learn Tools and Techniques – X-matrix, Catchball, Bowler charts.

PROGRAM STRUCTURE

- 3-Day intensive Classroom program in a workshop format conducted in-house for the organization
- Batch size - 20 - 25 participants.
- Faculty: Director of Entellus.

OKR (OBJECTIVES AND KEY RESULTS) MODEL

For Senior-Level Managers

LEARNING OUTCOMES

➢ Become knowledgeable about and proficient in using the OKR framework.

➢ Establish, align, and monitor challenging but doable goals and important outcomes.

➢ Drive a high-performance culture where activities are not as important as the results.

➢ Usage of tools to track, evaluate, and modify OKRs based on results and feedback.

PROGRAM OBJECTIVE

Help participants understand the importance of organizational strategic goals and objectives and ensure they implement, track, and realize them within their teams or organizations.

PROGRAM DETAILS

Introduction to OKR

- OKR framework – Overview and Concepts
- Drive organizational focus, alignment, and agility managing change through OKR.
- OKR and other model's comparison.

Building OKRs

- OKRs Objectives and Key Results
- Setting realistic and ambitious goals.

Aligning and Connecting OKRs

- Align OKRs at different levels of the organization.
- Transparency and visibility in cultivating alignment and collaboration.

Monitoring, Review, and Adjustment

- Timeframes for OKR cycles
- Setting OKRs.
- Monitoring and tracking OKRs.

Tools and Technologies for Managing OKRs

- Tools and platforms for OKR tracking and management.
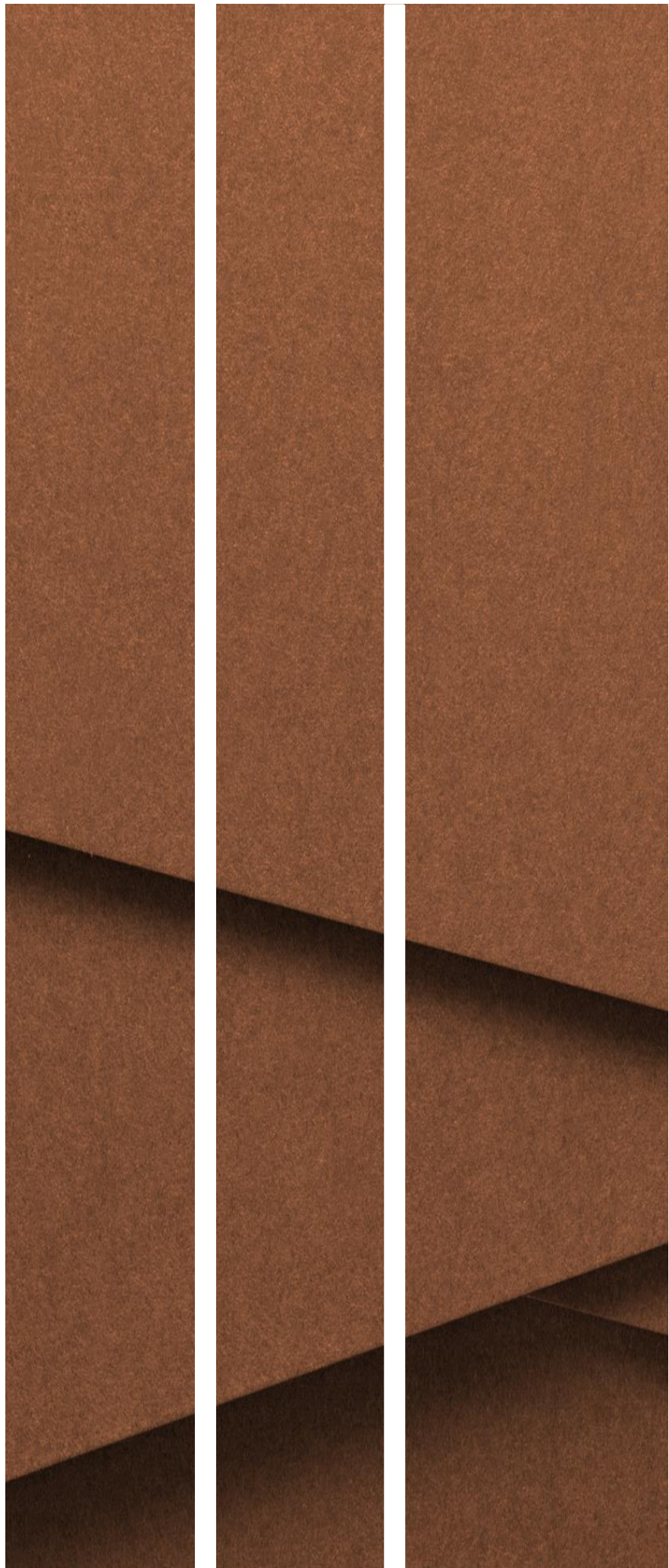
Monitoring and Evaluating OKRs

- Measure the success of OKRs.
- Feedback and learning in the OKR process.
- Close out an OKR cycle and prepare for next.

Program Management

— Strategic Alignment

— Governance

— Program Life Cycle

— Risk Management

— Stakeholder Engagement

— Resource Management

— Quality Management

Effectively handling multiple programs to achieve strategic business objectives.

PROGRAM STRUCTURE

- This program is a 4 Hour orientation session is designed for Senior level managers leading and executing Programs / Projects.
- Faculty: Director of Entellus.

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- Faculty: Director of Entellus.

PROGRAM MANAGEMENT
For Senior-Level Managers

LEARNING OUTCOMES

➤ Participants will gain a good conceptual knowledge of Program / Project Management Lifecycle.

➤ Participants will be able to apply the concepts in planning and leading complex programs / projects effectively.

PROGRAM OBJECTIVE
Introduction to the fundamental concepts and terminologies of Program / Project Management.

- Introduction to the fundamental concepts and terminologies of Program / Project Management
- Program / Project Management Lifecycle
  - o Understanding the Program / Project Charter, Establishing clear and achievable Program / Project Objectives and Outcomes
  - o Managing Scope Changes
  - o Risk Management

- o Estimating and Planning for resources, timelines, milestones, measurements (SLA's, Quality), budgets, schedules, Work Breakdown Structures, Roles & Responsibilities
- o Program Governance – KPI's, Measurement, Reviews, Decision and Feedback and Corrective Action loops
- o Balancing competing demands of quality, scope, cost, and time and managing constraints in adapting to specifications and plans.
- Program Initiation and Kick-off
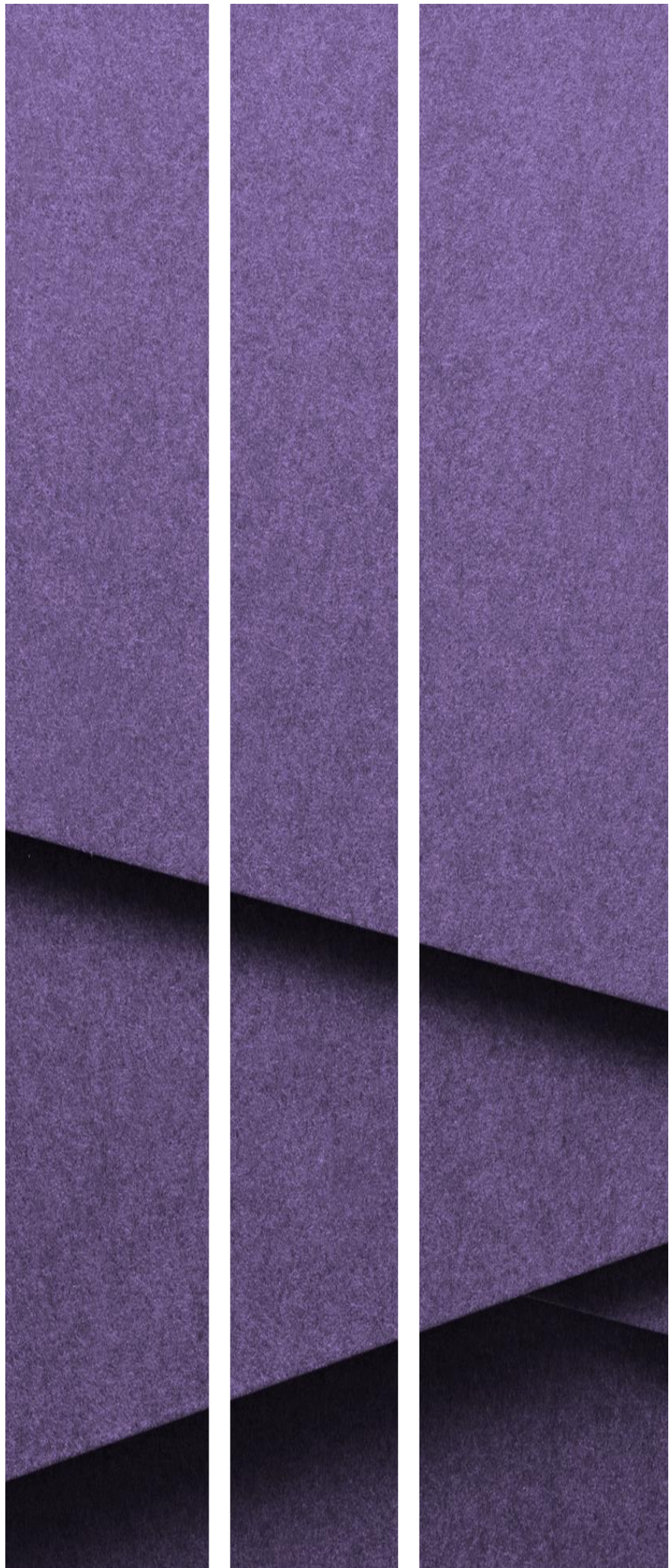- Stakeholder Management Communication and Reporting

Project Management

- Project Lifecycle

- Scope Management

- Time and Cost Management

- Risk and Quality Management

- Stakeholder Engagement

- Resource Management

- Change Management

On time, on budget, on point.

PROJECT MANAGEMENT
For Senior-Level Managers

LEARNING OUTCOMES

- Leadership Development
- Risk Management Proficiency
- Resource Management Efficiency
- Improved Stakeholder Satisfaction
- Governance and Compliance
- Improved Analytical and Decision-Making Abilities
- Change Management and Continuous improvement.

PROGRAM OBJECTIVE

Develop the competency and leadership skills of the participants to enable them to manage complicated projects and make wise decisions that raise their organization's profile and level of competitiveness.

PROGRAM DETAILS

- Leadership – Develop robust understanding to oversee projects and make wise decisions that impact the course and results of the project.

- Decision-Making: Ability to make informed decisions by considering impact on organization, resources, and risks.

- Stakeholder Engagement: Managing relationships through communication and establishing precise guidelines throughout the project's duration.

- Resource Optimization: Effectively manage resources to maximize output and cut cost without compromising quality.

- Measurement and Evaluation Techniques: Discover how to use tools to assess project performance and drive growth.

- Change Management Skills: Effectively handle change and ensuring that projects remain adaptable and responsive to scope change and external changes.

THANK
YOU