

- Over 60 Key Industry Representatives attend Special Sessions-

New Delhi, 7 July 2011- In keeping with its endeavor to provide with world-class training solutions and services, NIS Sparta recently organized 'Experiential Learning' sessions, for the programs it offers in alliance with its international partner 'Eagle's Flight-Canada'. The sessions were conducted by Ms. Nicola Mount a seasoned 'Experiential Learning' Expert from Eagle's Flight Canada. Over 60 leaders and senior professionals from leading companies and PSU's attended the sessions, conducted in the last week of June 2011.

Training heads, HR Heads, Sales Heads, Marketing Heads, Customer Relationship Heads and many other senior professionals attended the world class programs; Gold of The Desert Kings™ (GDK), Rattlesnake Canyon™ (RSC), Promises Promises™ (P2) & Council of the Marble Stars™ (CMS). Most of the representatives were of the view that the programs are unique and ideally suited to address many challenges faced by the respective functions, or an organization as a whole.

The key aspect of these experiential learning programs is that they can be customized to address key challenges, such as, team building, enhancing channel effectiveness, leadership development, enhancing customer management, augmenting sales, enhancing negotiation skills and enhancing communication effectiveness etc.

Speaking on the success of the session, Mr. Vijay Kohli, Executive Senior Vice President & Head EBG, NIS Sparta said, "Companies today are looking at training solutions that not only help them develop their manpower effectively but also bolster their business results. By placing the participants in challenging situations, the experiential learning programs help professionals realize the best ways to deal with the challenges and to leverage opportunities that come across in a real life work environment."

Some key companies that got represented for the Experiential learning programs include: GE Capital, American Express, Indiabulls Financial Services Ltd., Metlife, Max Bupa Health Insurance Co. Ltd., SREI Insurance Broking Pvt. Ltd., SBI Cards & Payments Services Pvt. Ltd., Reliance Life Insurance, BSES RPL, Gail India Ltd., Encore Capital Group, Super Religare Laboratories Ltd., Hyundai Motor India Ltd., Hero Honda Motors Ltd., Eicher Tractors, Pepsico, Cargill India Pvt. Ltd., United Breweries Ltd., Halonix Ltd., Reliance Communications Ltd., Ballarour Industries Ltd, ABC Consultants Pvt. Ltd., among many others.

Brief Overview: Experiential Learning Programs from Eagle's Flight Canada

GOLD OF THE DESERT KINGS™

Gold of the Desert Kings addresses the issue of effort versus productivity. Participants are placed in circumstances with limited time and resources and must rely on their team to achieve their goals. The pressures and anxiety experienced in Gold of the Desert Kings are similar to those experienced daily in a hectic work schedule. Participants contend with deadlines, a perceived lack of resources, others' point of view and the pressure to just do something while trying to accomplish team objectives.

Simulation Best Suited For: Team Effectiveness



PROMISES, PROMISES™

By forcing people to deal with the pressures and obstacles of interdependent teams, Promises, Promises! powerfully demonstrates the strong relationship between quality communication and quality results. To meet their goals and become a United League of Nations, all teams must get the right resources to the right people according to their needs and deadlines. Participants walk away from Promises, Promises! understanding that everyone within an organization is both a supplier and a customer.

Simulation Best Suited For: Personal Effectiveness

Rattlesnake Canyon™

Rattlesnake Canyon™ focuses on maximizing sales performance in a market scenario characterized by competition, rapid pace and tight deadlines. Participants learn how to look beyond their current environment and commit their resources to the potential of “what could be”. They also discover the benefits of building effective sales and distribution partnerships. Participants achieve an understanding of throughput of both goods and services and an appreciation for the value of less tangible resources such as ideas, information and trust.

Simulation Best Suited For: Channel Management

Council of the Marble Star™

Council of the Marble Star™ highlights the issues surrounding personal effectiveness. Participants take responsibility for producing quality results in the midst of uncertainty, lack of direction, competition and a changing environment. While some teams focus solely on results, others socialize and lose the focus of achieving a productive outcome. The experience teaches that combining the skills of being productive with the skills of building and maintaining relationships creates a competitive edge that leads to success.

Simulation Best Suited For: Leadership Development.

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