

CORPORATE GROOMING & DEVELOPMENT

DIPLOMA & COURSES FOR FUTURE CORPORATE LEADERS

AN INITIATIVE OF **FULCRUM**

IN COLLABORATION WITH **BUSINESS EDGE®**

AN INNOVATION OF IFC, A MEMBER OF WORLD BANK GROUP

“Assets make things possible, people make things happen”



ABOUT FULCRUM

Initiated in 2005, **Fulcrum (Pvt.) Ltd** is an **ISO 9001-2008** certified Business Consulting Service Company. We meet **International Standards** for quality management and customer satisfaction. Our quality management systems have been assessed and certified by **TUV Austria (External Auditors)**. We are an accredited **Business Edge® Training Partner**.

We have 210 clients in the financial and non-financial sector including local, multinational, private and public sector organizations. Our service spectrum includes human capital development, executive search, training solutions and outsourcing.

We have over 16,000 employees outsourced to various organizations in over 99 locations across Pakistan.

ABOUT THE DIPLOMA

Fulcrum & Business Edge® have joined hands to equip youth with the skills to excel in a hyper-competitive corporate world.

This diploma would be conducted and supervised by a team of qualified and experienced corporate world professionals who are accredited Business Edge® training providers. The curriculum is based on international best practices of management.

The Business Edge® training design & delivery methodology incorporates principles of Kolb learning cycle and experiential learning, with emphasis on workplace application of learned skills. Business Edge® training workshops have a global average satisfaction score of 91%.

BUSINESS EDGE®

Business Edge® is a training program developed by IFC to improve the managerial skills. Internationally around 500 trainers and 65 training providers are associated with Business Edge® and have used it to train more than 200,000 individuals across 56 countries. Independent assessments have shown that Business Edge® solutions have strong positive impact on SME management, bankability and performance. For more information, visit www.businessedgeworld.com



DIPLOMA OUTLINE

- Corporate Grooming: Making an Impression!
- CV Vitals
- Critical Communication Skills
- Art of Presentation
- Performance Management: The Human Touch
- Effective Interviewing Techniques
- Time Management: Race With Time
- Mind Mapping
- Decision Making & Problem Solving
- Mastering Management Skills
- Leadership & Team Building
- Emotional Intelligence
- Negotiation & Conflict Management
- Change Management: The Human Touch
- Social media plus

DIPLOMA DYNAMICS

Class schedule

2 classes per week

PKR

39,000 for entire diploma

WHO SHOULD ATTEND

- Fresh graduates
- Management trainees
- Young professionals
- Engineers
- Doctors
- Entrepreneurs

Individuals looking forward to develop or further enhance their professional presence, soft skills, and management techniques

COUNSELLING FOR SUCCESS

Fulcrum has an advantage over other institutions with its niche in human resource outsourcing and consultancy. Through our exclusive training courses we

- Develop participants profile
- Followed by a mentoring session
- Linking participant with the right sector and area of expertise

CONTACT US

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we turn it around
ISO 9001-2008 Certified

TESTIMONIALS BY COPROPRATE LEADERS

- “TATA Pakistan has adopted Corporate Grooming & Leadership Diploma by Fulcrum on rolling basis across our Head-office and factories. It is relatively easy to instill technical skills but the real challenge is to inculcate Soft Skills amongst employees which are equally crucial for every day work life across various sectors of economy.”

Umar Khawajah (Group HR Head - TATA Pakistan)

- “TATA Pakistan joined hands with Fulcrum for its internationally renowned Corporate Grooming & Development Diploma, supervised by the highly qualified and experienced trainers and corporate professionals. The training curriculum was designed and tailored to cater the needs of our environment and to ensure the capacity building of our participants to cope up with the upcoming business challenges. The gradually emerging confidence level, leadership and general managerial skills of our participants, especially the technical experts, could be witnessed right after the initial sessions only, while ensuring its direct application to their job performances and deliverables.”

Rubina Urooj (Manager Learning & OD, Corporate Communications - TATA Pakistan)

- “World Bank IFC and fulcrum are very serious contenders in what they are doing, so if they have joined hands to do this, then it surely holds credibility.”

Asim Chishti Business Development Coordinator (IFC- World Bank)

- “There is a gap between professional skills that corporate is looking for and what the universities are producing, therefore, any step towards reducing this gap is welcome.”

Sirajudin Aziz (CEO - Habib Metropolitan Bank)

- “Youth represent the future of the country and work place so programs where they can learn how to become professional and how to communicate, prepare their CVs through such programs, these are wonderful opportunities for the youth of Pakistan.”

Li Ping (Cultural Attache' - US Consulate, Karachi)

- “Fulcrum has shown phenomenal success over the years. Corporate Grooming Diploma is a marvelous initiative and I wish Fulcrum all the best and great journey!”

Nadeem Hussain (Former CEO - Tameer Mirco Finance Bank)

TESTIMONIALS BY TRAINEES

- “Being part of the Fulcrum family was indeed an honor. The mode of training, quality of trainers and the overall experience was exquisite, and indeed one of a kind. I believe that establishment of such Learning Centers is the need of the hour as our society lacks quality learning avenues. Indeed, I benefited a lot from this course for which I am extremely indebted to Fulcrum.”

Syed Ali Sajjad (Relationship Manager – Habib Metro Bank)

- "It was a fantastic inspiring experience. I learned so much about myself and others. The experiential nature of the Diploma really helps to bring the experience to life. I learned a lot from the Diploma in Professional Development and Grooming, it was an excellent experiential learning process. It offers me the potential to provide a valuable service. The Diploma was a practical and motivational course that has indeed enhanced my Knowledge, Skills and Abilities’ and in turn has opened doors for me to a new career horizon. Enjoyable, enriching and productive, I would recommend the course highly. Support and tutors excellent and I’ve trained with a group of wonderful people who added to the experience, Specially Mr. Shomayl Chowdhury. I recommend the Diploma to anyone interested in this field. “Professional Development and Grooming” from (Fulcrum) approach to the course was the icing on the cake - They were brilliant."

Nadeem Ahmed (Operations Manager Warehouse - Eximpoo Cool Chains)

- “I participated in a Corporate Grooming & Development diploma with Fulcrum. This was the great experience. This enabled me to explore new and modern techniques to handle the workforce, managing self and enriched skills for achieving the best results in professional and personal life. I recommend others to take full advantage by enrolling themselves in such a rewarding diploma program.”

Amin Ali Rashidi (HR Manager – Habib Metro Bank)

- “Thank you to make our words precious for Fulcrum in the form of our comments & suggestions. 1st of all Warm Thanks to our Facilitators & entire management of Fulcrum (Pvt.) Ltd for their great efforts to sharpen the skills of all participants with heart & soul, Specially I was personally impressed by the charismatic personality of your goodness in the entire session. The session attended urged:
 - Attractive impression in my personality,
 - Developed more confidence in communication,
 - Efficiency & effectiveness in managing work at field,
 - Stronger in managing time,
 - Improved personnel concentration in work with different techniques.”

Muhammad Adil (Accounts Officer - R&R Agro)

- “I would like to express my tribute to the CEO, management & trainers of Fulcrum (Pvt.) Ltd for organizing and initiating such a wonderful diploma program on “Corporate Grooming & Development”. It was indeed an honor for me to be elected as a participant to attend this diploma program & it proved to be a great learning opportunity for me. The distinguishing aspect that I personally liked the most was this diploma program was entirely different from other traditional diploma programs that I ever heard or attended. In this wonderful learning experience of my life honorable CEO Madam Rukhsana and inspirational mentor Mr. Qamar was available all the time during entire program and shared their experiences of professional life. I would also appreciate all the trainers for their utmost efforts behind preparation of all sessions. Last but not the least I would like to thank, Inspirational mentors like Mr. Qamar & Nawab Saab and all the trainers of this diploma program including Mr. Shomayl, Mr. Mazhar, Mr. Faris, Mr. Moiz Allidina, & Ms. Mahreen Kashif. Indeed it was a great learning experience.”

Muhammad Saeed (HR Officer – Silk Bank)

TESTIMONIALS BY TRAINEES

- “A great platform to learn, present and share our learning’s professionally and personally.”

Naved Pervaiz (Assistant Manager Institutional Sales - Al-Shaheer Corporation)

- "It was a great experience at Fulcrum that enhanced my knowledge and I met experienced and qualified individuals. I would like to be there again to attain some other course / diploma."

Musab UI Haq (HR Officer - Silk Bank)

- “The staff was highly trained, friendly and had good command over the topics being trained upon”.

Jallal Ovais (Senior Relationship Manager - Silk Bank)

- “It was good to be trained by trainers from different backgrounds as they gave diverse insights from their industry, experience and office culture. I am highly satisfied by the trainers, the trainings delivered and the overall management”.

Mustafa Fareed

- “The experience at Fulcrum was very enriching. I found some useful pointers to upgrade my soft skills as well as my professional competencies. The learning’s from the Diploma will surely give me certain tweaks that will bring a drastic change in my competencies”.

Mumtaz Bano (Sr. HR Executive - Magnum Management Solution)

- “A Great learning experience for me, as the course progressed things became very interesting.

Noman Razzak (HR Officer - Tameer Micro Finance Bank)

- “It was a highly knowledgeable and helpful training for all of us. We shall definitely try to apply it in our official and daily walk of life.”

Afzal Habib (Senior Manager - TATA Pakistan)

- "The trainers of the diploma Mr. Shomayl and Mr. Faris did a great job. The experience was very good. I have learnt a lot through these training sessions. I will surely be applying them in my daily walk of life"

Imtiaz Mirza Chughtai (Associate Manager - TATA Pakistan)

- “A very good learning experience that was much needed and will greatly help us in our life.”

Younus Abdul Sattar (Manager - TATA Pakistan)

TESTIMONIALS BY TRAINEES

- “It was an amazing experience to be trained by such wonderful trainers.”

Syed Adnan Ali (Assistant Manager Coordination – TATA Pakistan)

- "Fantastic, excellent and superb diploma for over all grooming and enhancement of soft skills. We thank Fulcrum for training us and giving us this wonderful opportunity. Both Mr. Faris & Shomayl were highly trained & wonderful trainers”

Zulfiqar Ali (IT Officer – TATA Pakistan)

- “The diploma was flawless. It was an amazing experience and enjoyed every bit of it.

Umer Farooq (Manager Maintenance & Production - TATA Pakistan)

- “It was a great program to enhance our soft skills. The training sessions were very comprehensive. Over all it was a fantastic and simply awesome experience.

Muhammad Ahmad Gill (Mills Manager - TATA Pakistan)

- “The diploma greatly enhanced my personality and skills. The learning’s of this diploma can be applied on ourselves and our subordinates. It is highly essential for such diploma training sessions to be held in organizations for the development of their employees.”

Mohammad Nadeem Khan (Cashier – TATA Pakistan)

- “The training sessions were practical and easy to understand. Highly interactive sessions that did not just improve my soft skills but enhanced my confidence as well. We shall definitely try to apply it in our official and daily walk of life.”

Malik Asad (Mills Manager - TATA Pakistan)

- “It was an excellent experience that especially increased my confidence level.”

Awais Ali (Assistant Manager Quality - TATA Pakistan)

- “It was a wonderful experience, a lot of learning, improvement in communications and indeed most memorable time ever spent in training.”

Mudassir Hussain (Assistant Manager Electronics - TATA Pakistan)

- “We learnt a lot, the knowledge provided to us by fulcrum team was exceptional. The training sessions and activities were highly interactive that indeed enhanced our corporate skills.”

Muhammad Bilal Javaid (Deputy Manager Quality - TATA Pakistan)

- “I have attended many seminars and trainings but I have never seen such potential as I have seen in sessions by Fulcrum. It was indeed an honor to be in such a training session.”

Irfan Hussain (Deputy Manager Quality - TATA Pakistan)

- “Excellent training imparted by Fulcrum. The Fulcrum trainers were highly seasoned and experienced trainers.”

Aftab Ahmad Chattha (Head of Quality – TATA Pakistan)