

2 DAYS TRAINING

# Innovative THINKING system (JAPAN)

## TRAINING INSIGHT

ITS™ is AKSA's Signature Program designed for leaders who need to develop an innovative culture and capability to complete, improve, create, and implement ideas using Japanese methodology.

Through this training, leaders will develop competencies in creative thinking, choosing the best ideas and finalizing ideas to prepare an implementation plan.

## INVESTATION

IDR 35.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- the creativity barrier (taga) <
- problem definition <
- 7 inventing techniques <
- 7 screening techniques <
- 7 polishing techniques <
- 7 mapping techniques <

## WHO SHOULD JOIN

- division head <
- line manager <
- top manager <



\*Training can be customized in terms of participants, time and topics



2 DAYS TRAINING

# LIFO®

## LIFE ORIENTATIONS (USA)

### TRAINING INSIGHT

LIFO® is AKSA's Signature Program on practical methodology of life and work orientation and strengths management based on applied behavioral science which can increase individual, team, and organization's productivity & collaboration.

Through this training, leaders will develop competence in managing their strengths through 6 LIFO® strategies to be more productive individually, in teams, and in organizations.

### INVESTATION

IDR 35.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

### WHAT TO LEARN

- 4 Windows of LIFO <
- Confirming Strategy <
- Moderating Strategy <
- Extending Strategy <
- Capitalizing Strategy <
- Supplementing Strategy <
- Bridging Strategy <
- Human Graph <

### WHO SHOULD JOIN

- division head <
- line manager <
- top manager <

Awareness  
Knowledge  
Skill  
Action



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# Business Model



[USA]

## TRAINING INSIGHT

Business Model You® is AKSA's Signature Program on a practical methodology of individual work model analysis to improve the performance of each individual in the team, then combine and align their work models to increase team performance.

In this training, participants will develop competence in analyzing their own work model in the current job, finding existing problems, designing a revised working model as a solution to the problems, and aligning with others to form a team work model.

## INVESTATION

IDR 35.000.000,- for 20 participants (nett for 2 days\*)  
 Additional IDR 5.000.000,- for Implementation Project using Gnowbe

### WHAT TO LEARN

- Business Model Canvas <
- Business Model You <
- Painstorming <
- Analysis AS-IS Condition <
- Designing TO-BE Condition <
- Strategic Allignment <
- Team/Division Model <

### WHO SHOULD JOIN

- division head <
- line manager <
- top manager <



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2 DAYS TRAINING

# LEADERSHIP PRO

## TRAINING INSIGHT

A survey states that only 3% of the world's population are born with leadership talents and most of them fail to be good leaders.

Through this training, leaders will develop leadership competencies in finding their leadership potentials (through self-assessment), leading their personal, interpersonal, team, task & business skills.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- leading yourself <
- leadership roles <
- leadership characters <
- leadership talents <
- leadership communication <
- strategic thinking <

## WHO SHOULD JOIN

- management trainee <
- next leader <
- team leader <
- supervisor <
- line manager <
- top manager <



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2 DAYS TRAINING

# TEAMWORK PRO

## TRAINING INSIGHT

Working in a team to achieve a common goal is always a challenge because each team member is unique and different.

Through this training, participants will develop competence in managing differences, building communication and mutual support, and creating strong leadership to achieve common goals.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- goals in a team <
- roles in a team <
- leadership in a team <
- strengths of a team <
- communication in a team <
- delegation in a team <

## WHO SHOULD JOIN

- staffs <
- next leader <
- team leader <
- supervisor <
- line manager <

Awareness  
Knowledge  
Skill  
Action



\*Training can be customized in terms of participants, time and topics



2 DAYS TRAINING

# PRODUCTIVITY PRO

## TRAINING INSIGHT

Increasing productivity at work is always a goal and expectation that every company wants from its employees.

Through this training, participants will develop competence in recognizing and utilizing their own uniqueness and strengths to optimize individual performance, teamwork, and contribution to the company.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- self personality, abilities, energy <
- self pains & bad habits <
- leading yourself <
- productive in a team <
- productive in a company <
- company's culture & values <

## WHO SHOULD JOIN

- new recruits <
- all staffs <
- all leaders <

Awareness	
Knowledge	
Skill	
Action	

\*Training can be customized in terms of participants, time and topics



2 DAYS TRAINING

# COMMUNICATION PRO

## TRAINING INSIGHT

Many workplace conflicts spark from simple communication breakdowns. That's why communication becoming the key to unlocking cooperation.

Through this training, participants will learn how to communicate effectively, applying different strategies for different people and different situation.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- communication concept <
- verbal & non-verbal <
- active listening <
- VAK communication styles <
- golden rules & platinum rules <
- script, roleplay & feedbacks <

## WHO SHOULD JOIN

- new recruits <
- all staffs <
- all leaders <

Awareness	
Knowledge	
Skill	
Action	



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2 DAYS TRAINING

# CREATIVITY PRO

## TRAINING INSIGHT

In today's dynamic market, fresh ideas are the fuel for growth, and stagnation is the enemy of progress.

Through this training, participants will learn how to develop creativity, fostering new ideas that drive solutions and continuous improvement.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
 Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- creativity concept <
- the creative process <
- breaking the creativity blocks <
- innovative vs conventional <
- creativity tools <
- study case implementation <

## WHO SHOULD JOIN

- new recruits <
- all staffs <
- all leaders <



*\*Training can be customized in terms of participants, time and topics*



2 DAYS TRAINING

# EFFECTIVE PRO

## TRAINING INSIGHT

The ability to work effectively is closely related to the ability to develop good work habits.

Through this training, participants will develop competence in terms of building good work habits to increase their effectiveness at work.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- choosing the right response <
- setting goals <
- prioritizing actions <
- finding the best solutions <
- listening & understanding <
- building team & sinergy <
- learning & improving <

## WHO SHOULD JOIN

- new recruits <
- all staffs <
- all leaders <



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2 DAYS TRAINING

# PRESENTATION PRO

## TRAINING INSIGHT

Professional presentation skills are becoming increasingly important not only for sales purposes but also for internal needs such as the submission of reports, internal meetings, training, and others.

Through this training, participants will develop competence in terms of creating materials, designing slides, preparing a presentation, and delivering a presentation in a professional manner.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- handling anxiety <
- presentation framework <
- slides design <
- WOW effects <
- presentation delivery <
- handling audiences <

## WHO SHOULD JOIN

- sales team <
- supervisor <
- manager <
- internal trainer <



\*Training can be customized in terms of participants, time and topics

2 DAYS TRAINING

# SALESMANSHIP PRO

## TRAINING INSIGHT

Face-to-face sales techniques remain an important requirement for every company in today's digital era.

Through this training, participants will develop competence in terms of prospecting, greeting, selecting potential customers, product presentations, negotiating prices, handling objections, and closing sales.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
 Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- customer experience <
- prospecting <
- greeting <
- qualifying <
- product presentation <
- handling objections <
- negotiation & closing <

## WHO SHOULD JOIN

- sales team <
- sales support <
- sales supervisor <
- sales manager <



\*Training can be customized in terms of participants, time and topics

2 DAYS TRAINING

# NEGOTIATION **PRO**

## TRAINING INSIGHT

Mastering the art of negotiation empowers you to secure better deals, resolve conflicts efficiently, and achieve win-win outcomes.

Through this training, participants will be equip with the skills to navigate any negotiation effectively & confidently.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- negotiation concept <
- types of negotiation <
- negotiation power <
- negotiation process <
- negotiation strategies <
- roleplay & feedbacks <

## WHO SHOULD JOIN

- sales team <
- purchasing team <
- all leaders <



*\*Training can be customized in terms of participants, time and topics*

2 DAYS TRAINING

# PROBLEM SOLVING PRO

## TRAINING INSIGHT

The ability of leaders to solve problems is very important considering the many problems that arise every day at work.

Through this training, participants will develop competence in terms of solving problems using the Kepner-Tregoe method, namely: defining the problem, identifying root causes, thinking creatively, finding alternative solutions, choosing the best solution, and developing implementation action plans to manage implementation risks.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- problem definition <
- identify the root cause <
- creative thinking <
- finding alternative solutions <
- choosing the best solution <
- planning the implementation <
- risk management <

## WHO SHOULD JOIN

- team leader <
- supervisor <
- division head <
- line manager <



*\*Training can be customized in terms of participants, time and topics*

2 DAYS TRAINING

# STRATEGIC PRO

## TRAINING INSIGHT

A leader is required to improve strategic thinking skills to develop the team and division to be better than before.

Through this training, participants will develop competencies in terms of creative thinking, formulating strategic goals and initiatives, making strategic plans, analyzing risk, developing a monitoring plan, and evaluation.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
 Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- strategic role of a leader <
- creative thinking <
- strategic goals <
- strategic initiatives <
- strategic planning <
- risk management <
- monitoring & evaluation <

## WHO SHOULD JOIN

- team leader <
- supervisor <
- division head <
- line manager <
- top manager <



*\*Training can be customized in terms of participants, time and topics*

2 DAYS TRAINING

# COACHING, COUNSELING & MENTORING **PRO**



## TRAINING INSIGHT

Becoming a Coach, Counselor & Mentor is the role of a Leader in 21st century.  
Through this training, leader will learn the different between Coaching, Counseling & Mentoring, and how to run and lead the session professionally to improve team's performance and goals.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- Coaching vs Counseling vs Mentoring <
- Developing the mindset <
- Preparing the session <
- Role plays & feedback <
- Scheduling & administration <

## WHO SHOULD JOIN

- team leader <
- supervisor <
- division head <
- line manager <
- top manager <



*\*Training can be customized in terms of participants, time and topics*

2 DAYS TRAINING

# TRAIN THE TRAINER PRO



## TRAINING INSIGHT

One of a company's most important responsibilities is to develop the necessary attitudes, knowledge, and skills in their employees. That's why the role of a trainer becomes very important in developing employees.

Through this training, participants will learn how to design and deliver effective training to give maximum impact to their participants.

## INVESTATION

IDR 30.000.000,- for 20 participants (nett for 2 days\*)  
Additional IDR 5.000.000,- for Implementation Project using Gnowbe

## WHAT TO LEARN

- Training Concept <
- Designing Training Framework <
- Designing Training Content <
- Designing Training Slides <
- Preparing Training Session <
- Role plays & feedback <

## WHO SHOULD JOIN

- internal trainer <
- team leader <
- supervisor <
- division head <
- line manager <
- top manager <



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