



Eira is a Hyderabad (India) based firm offering a range of Talent Development services to clients in the corporate sector, education institutes and general public.

We are a young company comprising of senior industry professionals with a balanced mix of experience, maturity and enthusiasm. Eira aims to provide ethical, sensitive and professional consulting services that deliver value. Our consultants enable confidential discussions with client stakeholders about issues and challenges impacting the organization's performance. This interaction enables the team to examine, clarify and understand the organization's most pressing concerns and develop suitable interventions facilitating people and process changes where needed.

Eira believes in enhancing performance of people is the key to achieving excellence; this is only possible through active learning and by being aware of our self and the environment. It is the application of learning from these experiences that enables one to grow and develop.

Mission

To enable people realise their full potential by overcoming internal barriers to attaining lasting excellence.

Vision

To be a strategic partner to organizations in the areas of development, engagement and identification of talent.

Advisory Panel

Our panel of experts is drawn from such diverse sectors such as Healthcare, Pharmaceuticals, Renewable Energy, Cement, Education and Training, Social Development, Hospitality, Information Technology, Telecommunications, Mining, and Fast Moving Consumer Goods.

Each one of them brings over 2 decades of hands on experience at the forefront of business and management.

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Services and Solutions

Corporate Solutions:

- Soft Skills Workshops
- Behavioral Interventions
- Management Development

Education Institutions:

- Soft Skills Workshops
- Behavioral Interventions
- Faculty Development
- Functional Skilling Program

Public Workshops:

- Human Resources
- Finance for Non-finance Professionals
- Project Management
- Sales & Marketing
- Soft Skills
- Behavioral Workshops
- Outbound Custom Programs

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CORPORATE PROGRAMS

LEADERSHIP PROGRAMS

- Leadership for Executives
- Leadership for Managers
- Leadership and Management Skills
- Supervisory Skills for Team Leaders
- Self-Awareness for Effective Management
- Management Basics
- First Time Managers Development Program
- Interpersonal Effectiveness and Team Building
- From Good to Great: Building Great Teams
- Basics of Developing People Skills
- Decision Making for Individuals
- Working in Teams (OBT)
- Effective Coaching for Managers
- Effective Mentoring for Managers
- Decision Making for Managers / Supervisors
- Causal Analysis: Getting to the bottom of problems

HUMAN RESOURCES

- Interviewing Skills
- Psychometrics
- Behavioral Event Interviewing
- Competency Based Interviewing
- Balanced Scorecard – Awareness
- Performance Management Training
- Train the Trainer
- Competency mapping and skill matrix
- Goal Setting for Teams

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SALES

- Professional Selling Skills
- Advanced Selling Skills
- Key Account Management
- Effective Channel Management
- Negotiation Skills
- Professional Telephone Skills
- Customer Service Skills
- Consultative Selling Process
- Handling Challenging Customers
- Creating Customer-Centric Approaches
- Communication Skills for Sales Professional
- Influencing and Persuasion Skills
- Cold Calling and Building New Clientele
- Field Sales Management
- Sales Planning and Strategizing
- Brand Sensitivity

COMMUNICATION

- Communication and Presentation Skills
- Speaking in Public with Confidence
- Business Communication
- Oral Communication
- Written Communication
- Business Etiquette
- Voice and Accent Neutralization
- Cross-Cultural Training
- Interpersonal Skills
- Active Listening
- Communication Skills for Managers
- Business English for Managers

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PERSONAL EFFECTIVENESS

- Assertive Skills
- Positive Mental Attitude
- Self Esteem and Confidence Building
- Time Management
- Stress Management
- Business Etiquette and Professional Grooming
- Personality Training Program
- Goal Setting and Action Planning
- Work-Life Balance
- Personal Leadership and Result-Oriented
- Creativity
- Personal and Career Development
- Achieving Personal Excellence
- Creating Service Mindset

FUNCTIONAL TRAINING

- Workforce Planning and Management
- Finance for Non-Finance Professionals
- Advanced Excel Usage
- Statutory Compliances for Beginners
- Advanced Project Management
- Supply Chain Management
- Insurance
- Petroleum Processes
- Mutual Funds
- Project Management Fundamentals
- Telecom Fundamentals

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IT – TRAINING (through training partners)

- Microsoft Technologies
- Databases
- Methodologies
- Advanced Courses
- Language Courses
- UNIX Courses
- Data warehousing
- Groupware
- IBM Mainframe Methodologies
- Project Management
- Telecom/Wireless Technologies
- ERP & CRM (SAP, Oracle, PeopleSoft, Siebel, Salesforce, etc.)

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