GURU MANAGEMENT CONSULTANTS

SURVIVAL SKILLS SERIES

Skill Building for India 3.0 and Beyond



Why the Survival Skills Series?

In today's turbulent business world, survival is tough, but is not enough. Growth, adaptability, and leadership are essential.

Our programs transform learning into action. Built on adult learning principles and David Kolb's learning styles, they use original cases, games, and simulations to make learning practical, engaging, and memorable. Every framework and tool is designed for immediate application—ready for immediate use.

No prior knowledge required. Whether you are an entrepreneur, professional, or student, you'll gain skills that matter today and tomorrow.

Program Formats

1. Basic (3 days): Focused, intensive learning to build strong foundations.

2. Advanced (5 days): Deep immersion to master and apply advanced strategies.

3. Customised solutions for an organisation's unique challenges and goals.

4. As electives in academic settings (3 credits) for BBA, MBA, Engineering, etc.







Who Are These Programs For?

The Survival Skills Series bridges a vital skills gap in the corporate and entrepreneurial world. It empowers:

- Entrepreneurs
- Professionals seeking agility and leadership skills
- Students preparing for future careers

Outcome

Tools and mindsets for participants to thrive, where agility, innovation, and leadership define success.


7. Power & Politics
5. Selling Skills
6. Negotiation Skills
8. Financial Intelligence
9. Talent Management
10. Priority & Time Management
3. Communication Skills
4. Conflict Management
11.Leadership Skills
Survival Skill Series
1. Critical Thinking
2. Design Thinking
12. Funding Your Venture

Course Highlights



01 Critical Thinking

Sharper thinking for smarter decisions

- Think clearly under pressure, challenge assumptions
- Solve problems at the root. Make evidence-based decisions
- Generate smarter solutions.
- Develop personal thinking tool kit

02 Design Thinking

Identify problems, create unique ideas and transform them into effective solutions.

- Human-Centred Innovation.
- Creative Problem Solving
- From Insight to Implementation
- Hands-On Innovation Labs using real cases, group exercises, and rapid innovation sprints.



Course Highlights



03

Communication Skills

Speak with Clarity. Write with Impact. Influence with Confidence.

- Professional Communication
- Strategic & Political Communication
- Public Speaking & Presentation Skills
- Practical Exercises & Real Scenarios



04

Conflict Management

Turn Conflict into Constructive Outcomes – Decisions and relationships

- Understanding Conflict Dynamics
- Managing Emotions and Reactions
- Negotiation and Problem Solving
- Building Sustainable Agreements
- Practical Role-Play Simulations

Course Highlights

05

Selling Skills

"Sell smarter. Close faster."

- Apply proven sales strategies
- Use customer engagement tools
- Practise real-world scenarios
- Build confidence to close deals

06

Negotiation Skills

"Win better deals. Create lasting value."

- Learn preparation, tactics, styles, and methods.
- Test skills in simulations using various formats
- Build skills and confidence for negotiations





Course Highlights

07

Power and Politics

Navigate Politics. Influence Outcomes.

- Read political environments, build a power base, influence strategically, and navigate complex power dynamics.
- Understand political processes and learn to use them.
- Influence and Persuasion Strategies
- Manage Constituencies, apostles, alliances and opposition
- Customised Case Studies and Simulation Exercises





Course Highlights



08

Financial Intelligence

"Make numbers work for you."

- Decode cash flow, balance sheets, and P&L
- Strengthen business decision-making
- Link financial literacy to business survival and growth.

09

Talent Management

"**Build teams that stay and succeed."**

- Link to stakeholder management
- Map core competencies. 16 ways to source talent creatively
- Design effective reward systems
- Strengthen performance management
- Manage succession

10

Priority & time Management

- Focus on What Matters. Consistently deliver what counts.
- Clarity of Goals and Outcome
- Smart Planning and Scheduling
- Decision-Making
- Practical Productivity Tools

Course Highlights



11

Leadership Skills

Don’t just manage—lead with impact.

- Role of leaders today
- Leadership styles and their effective use.
- Create, sustain or change organisational culture
- Build and motivate strong teams
- Motivate teams and create high-performance cultures

Course Highlights

12

Funding Your Venture

Turn ideas into investable opportunities.

- Angel investors, venture capital, and private equity
- Business Plans and pitching.
- Crowdfunding strategies
- Valuation basics and investor management
- Smart exit strategies



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