

	Total Hours	20	
VERTICAL	TOPIC	Topic Hours	2hrs Module
COMPANIES & INDUSTRY	UNDERSTANDING COMPANIES	1	1. Understand how to analyse a company based domains, customers, offering and strategy 2. Understand how to use this knowledge to contribute earlier and faster.
COMPANIES & INDUSTRY	PROFESSIONALISM	0.5	1. Understand importance of professionalism 2. Understand examples of good professionalism and Indian nuances. 3. How to be a good Team Member 4. How to be a good Mentee
COMPANIES & INDUSTRY	UNDERSTANDING COMPANY FINANCIALS(and AOP BUDGETING)	0.5	1. Understand components of company P&L and Balance Sheet 2. Be able to assess financial health of a company 3. How do companies build AOP. Top down and bottom up 4. Understand the funding avenues
APPLICATION OF KNOWLEDGE	PRODUCT SOLUTIONING	1.5	1. Understand how products are envisioned considering the end customer. 2. Understand importance of creating right solution vs just building it. 3. Understand all facets, dependencies with other stakeholders and Understand a good solutioning methodology 4. Solution a real life Product ask
APPLICATION OF KNOWLEDGE	RELEASING A PRODUCT TO THE MARKET	1.5	1. Understand what it takes to release a product to the market by product and engineering teams 2. Understand what it takes for a product to be successful with the customer from external go-to-market perspective.
APPLICATION OF KNOWLEDGE	QUALITY - UNDERSTANDING BEYOND THE THEORY	1	1. Understand how to look at product quality 2. Understand how to approach building a good quality product 3. Understanding Testing and Test Automation 4. Build a Test Plan 5. Career options in Quality
APPLICATION OF KNOWLEDGE	CUSTOMER SUCCESS MANAGEMENT	1	1. Concept of Customer Success 2. What is CSAT , NPS , RATING, REVIEWS and how should one track Customer Value 3. Understand what issues mean in the industry 4. Understand how to identify and prioritize issues and ways to resolve them.
APPLICATION OF KNOWLEDGE	CRM	1	Manage customer database, customer communications, engagement, support, surveys, feedback
PROFESSIONAL SKILLS	TIME MANAGEMENT AND MULTITASKING	1	1. Understand the concept of time management and multi-tasking 2. Understand the size of the problem 3. Understand time management technique, relative prioritization and effective follow-through
PROFESSIONAL SKILLS	ARTICULATION AND COMMUNICATION	1.5	1. Understand different types of communications 2. Understand barriers to communications 3. Understand why is articulation important 4. How do you do Impactful Introductions 5. How to make Effective presentations. Hands on Elevator Pitch 6. How to be good at stakeholder communication. Debate, Proposal , Agreements or otherwise 7. Techniques to communicate confidently, fearlessly yet respectfully 8. How to run small meetings culminating in decisions 9. How to address a large audience
PROFESSIONAL SKILLS	PROBLEM BREAKDOWN AND RESOLUTION USING MIND MAPS	1.5	1. What are mindmaps 2. Tips on creating Mind Maps 3. Real-life case of Problem Breakdown
PROFESSIONAL SKILLS	EFFECTIVE PROJECT AND PROGRAM MANAGEMENT	1	1. Understand the key concepts within project management 2. Understand key aspects of planning 3. Understand the link between planning and execution 4. Case study based Proj and Prog Management hands on workshop

PROFESSIONAL SKILLS	DEVELOPING CRITICAL THINKING USING MENTAL MODELS	1.5	1. Why Critical Thinking 2. What are the barriers to Critical Thinking 3. Technique and Steps in Critical Thinking 4. Why Mental Models 5. Using Mental Models for sharper decisions 6. Technique and Steps in Critical Thinking 7. Why Mental Models 8. Using Mental Models for sharper decisions 9. Technique and Steps in Critical Thinking 10. Why Mental Models 11.Using Mental Models for sharper decisions
ENTREPRENEURSHIP	BUSINESS CANVAS	1	Persona, Value Prop, Product Underserved need, PM fit, Customer Market Sizing, Identifying Opportunities
ENTREPRENEURSHIP	MARKETING AND BRANDING	1	Digital Marketing , Marketing, BBranding, Acquisition, Spend management, CAC
ENTREPRENEURSHIP	SALES 101	1	Learn what 'sales' is and different types by product and industry. Understand basics of sales , sales techniques, metrics and success criteria's
ENTREPRENEURSHIP	OPERATIONS MANAGEMENT	1.5	Concepts of Planning Supply Chain, Forecasting, Inventory management, Demand management, Demand fulfillment
ENTREPRENEURSHIP	COMPANY REGULATORY AND COMPLIANCES	1	Company setup, legal documents, government compliances, labour act