

SAFETRUST

Consulting Services

Our Proposal

People • Strategy • Technology

24 February 2025



Dear Sir,

Strategic Partnership Proposal for Learning and Development Engagements

We are please to submit our proposal on capacity development and to partner with your organization in providing bespoke learning solutions In behavioral training and other areas of interventions.

While we await an opportunity to discuss this proposal further, we want to assure you of our firm commitment to supporting you in achieving your strategic growth objective through superior learning engagements.

Yours Faithfully,

A handwritten signature in black ink, appearing to read 'Obinna Opara', written over a horizontal line.

Obinna Opara
For Management

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INTRODUCTION

We are a Management Consulting firm committed to transforming organizational performance through impact-driven content and exceptional delivery. Our approach centers on partnering with clients to co-create systems that are not only tailored to their strategic objectives but also grounded in the realities of their unique business environments and Organizational Needs.

We leverage the expertise of seasoned industry professionals and subject matter experts to deliver practical, insightful, and highly engaging sessions. Through close collaboration with our clients and alliance partners, we ensure that every intervention produces measurable outcomes.

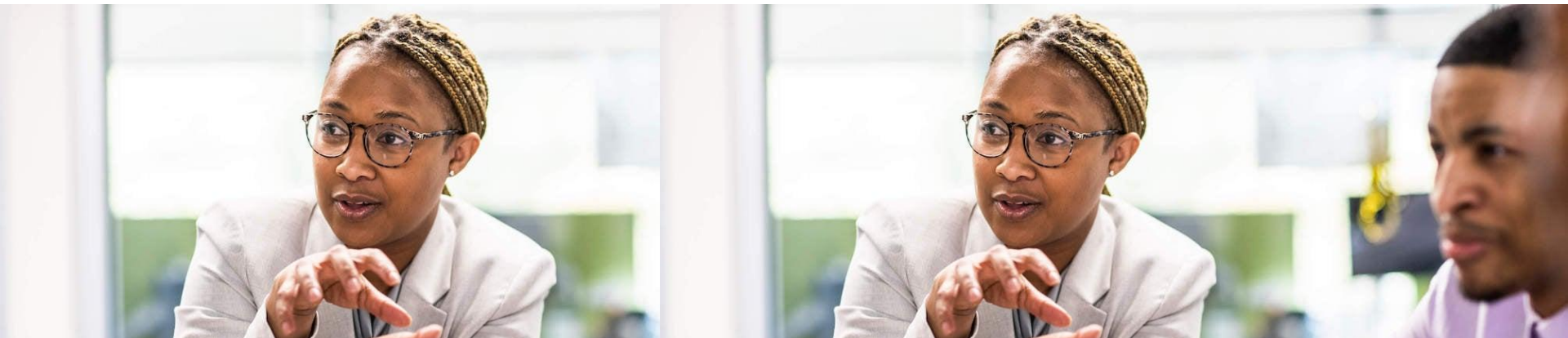
Our solutions are never one-size-fits-all. Every engagement is customized to the client's context, with a long-term commitment to the growth and development of both the people and the organization at large.

Our Learning Solutions



OUR SOLUTION

Mastering Behavioral Skills for Personal Impact and workplace excellence



This is a high-impact behavioral training, designed to reshape how employees at all levels engage across Lagos Free Zone (LFZ). It emphasizes professional conduct, emotional intelligence, and self leadership as essential tools for building a positive personal brand and reinforcing a strong, values-driven workplace culture, which aids in building a healthy and respectful work environment.



COURSE MODULES

Section 1

Personal Branding & Self-Leadership
Professionalism & Office Etiquette
Developing Strong Working Relationships

Section 2

Developing Strong Working Relationships
Working with Empathy
Managing Difficult Conversations

Section 3

Becoming a Team Player
Resilience & Adaptability in the Workplace



MODULE SYNOPSIS

Personal Branding & Self-Leadership

- ❖ Understand how your presence, communication, and mindset shape your reputation and influence at work.

Professionalism & Office Etiquette

- ❖ Reinforce workplace standards around communication, punctuality, dress code, respect for personal boundaries, digital conduct, and collaboration—ensuring a cohesive and respectful work culture.



Working with Empathy

- ❖ Cultivate emotional intelligence and empathy to improve collaboration, reduce friction, and create inclusive team dynamics.



Developing Strong Working Relationships

- ❖ Master the interpersonal skills needed to build trust, respect, and mutual support across teams and departments.



Managing Difficult Conversations

- ❖ Learn practical frameworks for approaching high-stakes or uncomfortable discussions with confidence and clarity.

Becoming a Team Player

- ❖ Explore the attitudes and behaviors that make individuals valued contributors to any team or project environment.

Resilience & Adaptability in the Workplace

- ❖ Equip participants with the mindset and techniques to manage stress, embrace change, and thrive in high-pressure environments.

EXPECTED TRAINING OUTCOME

By the end of this training, participants will

- ❖ Understand and embody personal branding and self-leadership principles in their daily roles
- ❖ Build and sustain strong, trust-based working relationships with colleagues
- ❖ Apply empathy to improve team interactions and reduce workplace friction
- ❖ Embrace and provide constructive feedback, and navigate difficult conversations
- ❖ Apply appropriate professional behavior and etiquette in communication, dress, punctuality, and general conduct.



TARGET AUDIENCE

This training is designed for

- ❖ Junior
- ❖ Mid-level
- ❖ Senior staff

OTHER RECOMMENDED COURSES

Unlocking Leadership Potential: Driving Growth and Innovation

Driving a continuous risk management culture

Leveraging Data for Strategic Decision Making

Cybersecurity Awareness and Best Practices

Effective Communication and Collaboration in the workplace

Working with Emotional Intelligence

Driving Sustainable Business Operations

Personal Effectiveness and Productivity

RECOMMENDED COURSE

Course title	Course Objective
Unlocking Leadership Potential: Driving Growth and Innovation	Develop leadership skills, strategic thinking, and problem-solving abilities among senior management and emerging leaders
Driving a continuous risk management culture	To ensure regulatory compliance and governance by equipping staff with knowledge and skills to identify, assess, and manage risks, while ensuring compliance with regulatory requirements.
Leveraging Data for Strategic Decision Making	Develop staff skills in data analysis, interpretation, visualization and reporting to inform business decisions and drive growth, using Microsoft Excel and PowerBI (hands-on)
Cybersecurity Awareness and Best Practices	To expose participants on existing and emerging cybersecurity threats, risks, and best practices, enabling them to protect the LFZ's assets and customer data effectively

RECOMMENDED COURSE

Course title	Course Objective
Effective Communication and Collaboration in the workplace	Enhance communication, collaboration, and teamwork skills among staff to improve productivity, customer satisfaction, and superior business outcomes.
Working with Emotional Intelligence	To arm participants with the ability to navigate complex social dynamics, build stronger relationships with colleagues and customers and to foster a more productive, empathetic, and positive work environment.
Driving Sustainable Business Operations	To expose LFZ staff on sustainability in the industry as a regulatory requirement, including environmental and social responsibility, and the role of the organization in bringing positive change.
Personal Effectiveness and Productivity	Equip staff with practical skills to enhance workplace productivity, leveraging time management skills, and strategic goal setting.

OUR METHODOLOGY



Blended Learning

- Instructor-Led -

Our training initiative is designed to be highly interactive and practice-based, giving participants real life learning experience. We use a blend of case studies, videos, group/individual discussions and exercises with instructor-led presentation sessions to drive this training.

Digital Learning

- Online & Virtual -

For optimal business performance, we leverage technology to provide quality digital learning content to spur your employees for high return on investment.

- ❖ Cost Effective
- ❖ Reliable
- ❖ Engaging

OUR METHODOLOGY

Our unique delivery style entails :

- ❖ Expert-led session with high-level engagement and Interaction
- ❖ Video-based Learning
- ❖ Interactive Case-based learning
- ❖ Group practical sessions and role plays that align with the set objective
- ❖ Assessments & Feedback

OUR METHODOLOGY

Presentation by Subject Matter Experts (SME)	<ul style="list-style-type: none">❖ Easy for the participants to follow, ask question and get on the spot responses❖ Understands complex and technical issues with simplicity and accuracy
Individual and team exercise	<ul style="list-style-type: none">❖ Allow the participants to understand the complex issues with relatable case scenarios❖ Ensure the proactive participation from the participants in achieving the course objective
One-to-one and group discussions	<ul style="list-style-type: none">❖ To uncover some of the beliefs that may be limiting the individuals❖ It fosters interaction between the participants and explore unique dimensions of the issues
Feedback System	<ul style="list-style-type: none">❖ Follow-up sessions are available to focus on continued improvement and to ensure that the skills and concepts taught are retained

OUR TEAM

James has over 25 years experience working with Top tier institution providing Governance, Risk and financial solutions. Some of these Financial institutions includes; Citi Bank UK, ABNAMRO Bank Netherlands; Delta Lloyd Banking Group; Fortis Bank Belgium, American Express UK and others.

He also worked for global consultancy firms including KPMG, Netherlands; IBM Global Business Services, Benelux; and grant Thornton Nigeria.

James holds a Master's Degree in Financial Studies from Strathclyde Business School, United Kingdom,

Professional qualifications

- ❖ Associate member of the Institute of Internal Auditors UK & USA
- ❖ Associate member of the Institute of Management Accountants USA
- ❖ Member of Global Association of Risk Professionals (GARP) and Basel II Compliance Professional Association



James Okarimia

Idris has over 22 years experience in Banking, management and consulting services.

He is the Head of Enterprise Risk Management in Africa Prudential Plc and was recently appointed as a member of the Community of Practice of Enterprise Risk Management by the Board of the Chartered Institute of Bankers of Nigeria (CIBN) in recognition of his contribution to capacity building in the field of risk management in Nigeria.

Idris holds an MBA with specialization in Finance from the prestigious University of Leicester, England. An Enterprise Risk Management Certified Professional (ERMCP), and a Certified Basel II Professional (CBIipro). He has attended several training and certification both local and international.



Idris Oko-osi

Austin is a seasoned management consultant with over 22 years of expertise in Corporate Resource Management, Leadership Development, and Human Capital Training. He has held key roles in major institutions, including Diamond Bank Plc and Future View Financial Services Ltd.

As a facilitator, Austin has designed and delivered impactful training programs for top organizations like First Bank Plc, Union Bank Plc, NNPC, and Total Nigeria Plc etc. His expertise spans Human Resource Management, Leadership, Customer management, Emotional Intelligence. He also co-anchored strategic retreats and leadership sessions for corporate clients.

He holds a degree in Psychology, he's an Associate of the Chartered Institute of Personnel Management of Nigeria, a Certified Management Trainer accredited by the Chartered Institute of Bankers to facilitate training programs in financial institutions.



Austin Agwaraonye

Obinna is a certified Management Consultant with over 14 years of experience in driving organizational growth through expertise in Organizational Development, HR Consulting, Talent Development, and Learning Design.

He has collaborated with top-tier institutions, both indigenous and multinational, including H. Pierson Associates, Grant Thornton Int'l and Sterling Global. His diverse experience spans multiple industries, including Financial Services, Management Consulting, Oil & Gas, and Telecom. equipping him with a well-rounded perspective on business transformation and strategic workforce development.

Obinna is a Fellow of the Chartered Institute of Management Consultants (FMC), a Certified Management Specialist from the London Graduate School. Member of the Nigeria Institute of Training and Development. He holds a B.Sc. in Computer Science, and a Master in Business Administration.



Obinna Opara

Ezekiel is an exemplary Corporate Trainer and a Performance Coach with core expertise in Leadership, Management, and Strategy. He has over 13 years of Consulting and Training experience span across Financial Services, Real estate and Technology.

He has excelled in his career as a People Development Specialist working with both multinationals and indigenous firms, including UAC, Doxa Digital and UK Dion Group where he pioneered strategic sales growth, Leadership Development, and culture transformation. He is a mind engineer who has shown apt training skills and approaches in upskilling both performing and under-performing employees into top flyers across his professional path.

Ezekiel was trained by Cambridge University, a member of the Chartered Institute of Personnel Management (CIPM). He holds a BSc in Accounting and Finance and Masters in International Human Resource, from Rome business school.



Ezekiel Yusuf

ABOUT US

Our Vision

To become the benchmark for unparalleled quality consulting solutions in our chosen industry

Our Mission

Leveraging our expertise, technology and, best practices to provide strategic solutions to our clients hence facilitating business transformation and optimal return to our clients and stake holders.

Our Core Value

Collaboration

Integrity

Continuous Improvement

Adaptability

Client-Driven

Contacts



info@safetrustconsulting.com
mr.oparaobinna@gmail.com



+234 813 083 412
+234 703 805 9794