**Ideas** (To the extent I had exposure to Company)

**Section A:** Standardization of Sales platform (In terms of Agents):

1)Standard online training (1-2 Hrs training Video + Slide deck monthly) for all Sales Agents or Counselors. (Mandatory for All) (We can leverage super campus customize for sales which includes monthly training videos (1-2 to keep them updated, this can be marketing videos to begin with, once a strong team in place it will grow) and product awareness tests. The counselor can watch it from home sitting on a couch on Sunday evening for 30 mins to begin with, the goal is over all development of the individual, if he/she grows he can help the company more and **better Work Culture**.

Goal: Understand our products better; Communicate better with Customers.

Advantages: **Build Keyword skills**, what keywords would help customers understand what we offer better, and gain trust to join us and enjoy our product or service. (I have seen this a lot effective in USA, I was a part of Product team but had opportunity to work with business and sales as they were our customers).

2) Empower them with technology and tools.

Technology: **Ease their job** to showcase what we offer, super campus is great, rather can we have TIA in action rather than helping a student from remote city in AP or Telangana, scratch his head when he first hears TIA from our counselors.

Tools: Lots of Ideas here. There is a section B below but I need time to help us all understand a better picture as what the tools are, what do they do and What problem they solve. It takes time to finalize whether it’s worth to invest here.

**Section B:** Training Program: (My Pro Program at IIIT)

I see a lot of growth and difference here since when I was around.

Issues:

1)Project class was for 3 days. Rushed and no one had clue what was happening.

2) Problem:

1. English Class: Surabhi did a fantastic job. But naturally 99% students are Non Vocal, in USA its opposite 99% are vocal and express themselves. How do we solve this would make us a better market player? Idea: Mandatory English 2 Hrs. Sessions where students speak and present themselves in English for 5 weeks. Also Standardize 5 weeks Goals, video record it for feedback and grading by faculty (USING Technology to automate this process: Step 1: Student logins into Super campus. Step 2: Student access English Video Record Page. Step 3: Records Video and Submits to grading Step 4: Auto assign to faculty to grade Step 5: Faculty grades and students receives feedback.). The goal is get them to talk and present properly. (Imagine Air Steward training, we need beyond resume writing and Linked in. We have taken our first step which is good).
2. Maths: Avinash is full of energy and does his job. We are generally good here as we are grilled from Childhood in this area. Only speed needs to be focused to improve in this area. Idea, how do we stand out, not by preparing 1000 new problems, it won’t help large scale or large number of students, but a cheat sheet book or book of techniques which covers all these areas will improve more students than having 1000 new problems which large no of students will not solve, we need to have 100 techniques which mind can store to tackle, how effective we are makes us a better market player

English is all about talking (if you can talk u can write) and Maths is all about practice (if you can solve a problem you can think).

1. Technical: Arvind was cool but he was rushed in Advanced Java. We need to lessen from Lectures and focus on **boot camps** in short (3 Boot camps 3 months). I have attended apple boot camp and was a MSFT Tablet PC Boot Camp Volunteer at MSDN India in Hyderabad during my Internship at MSFT when doing my B. Tech in Hyderabad. We are not just embracing technology but setting a **culture trend**. We can talk more if you have time.

**Section C**: Tools: (Will share when I close in on this; Need some time).

1. Prediction Tool
2. Data Analyzer: Mining our actual Market and Finance data.
   1. Goals: Understand where Ameerpet Revenue Streams are from and how we strength our customer base. **“TRUSTWORTHYNESS”.** This should be beyond references. (We currently have references from older students as our Strengths, My Story looks good and satisfying but thinking more will help us in long run).