

REACHING YOUR PEAK

The Coca-Cola logo is displayed in white script on a red rectangular background.The Maynardleigh Associates logo features the word "maynardleigh" in a bold, dark blue sans-serif font, with a stylized human figure icon integrated into the letter "i". Below it, the word "associates" is written in a smaller, lighter blue sans-serif font.

Your Need As We Understand as of today

Situation

The participants' profile consists of **40 professionals** who will be a mix of sales and technical associates from the **FBO system of Coca-Cola**. Most of these individuals are First Line managers and handle a team of 2-6 people. This participant group has an average **professional experience range of around 5 years**. This group can be divided into 2 batches of 20 each for the said interventions.

Problem

The gaps identified are basis our experience and observation from previous batches and informal feedback received via various channels :

- Self Confidence
- Problem Solving & Conflict resolution
- Working with/in teams
- Impactful Communication
- Relationship Management – Internal & External Stakeholders
- Ownership

Implication

If the above mentioned issues are not looked into, the following implications might arise:

- Franchisee development will take a back seat across India for CCIPL

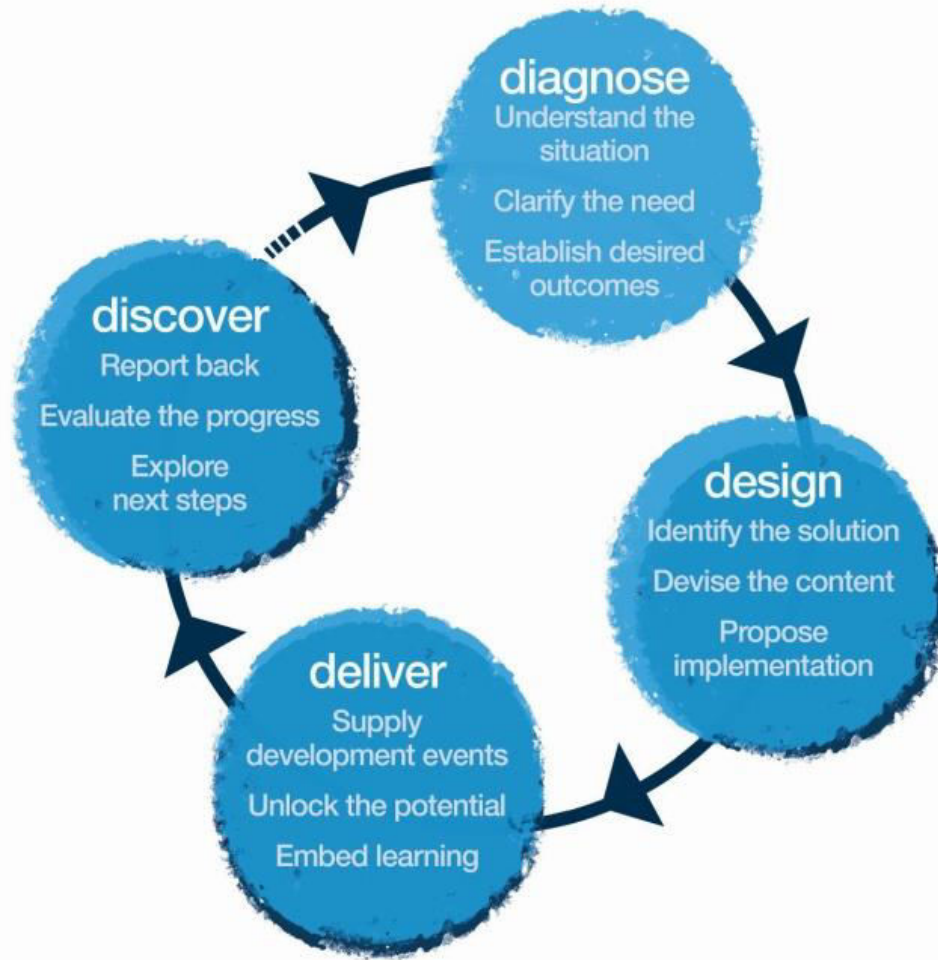
Need

Coca Cola wants Maynard Leigh to **provide for a visible/ perceptible difference in the conduct of the participants before and after the program.**

WAY FORWARD...

- The workshop will be conducted with 2 groups of 20 participants each
- Facilitation will happen simultaneously
- Each group would undertake the 3 Trimester workshop

Our Approach – The 4D Model



We would start with a further **diagnostic** conversation with different participants in your organization . We may also run an online profile to gauge the feedback for individuals to then **design** experiences delivered using theatre methodologies in the workshop along the lines indicated in this proposal.

The experience for the leaders would be **delivered** by an experienced MaynardLeigh facilitator. We pride in creating unique experiences which would help the team connect back to their behaviour's at work and otherwise.

We would recommend a **discovery meeting** with you after the workshop has been completed in order to get feedback on the themes and issues that were uncovered.

Diagnose

We would want to spend time to undertake some pre-work in conversing with **you** which would enable us to customize the solution for your exact needs:

Requirements:

- You had mentioned a few problem statements as under :
 - a. Self Confidence
 - b. Problem solving. Conflict resolution
 - c. Working with/in teams
 - d. Impactful Communication
 - e. Relationship management – Internal and external stakeholder
 - f. Act like an Owner

Our Curiosity:

- You have shared 6 problem statements with us. Give us 3 behaviors/competencies under these problem statements that you would like to see within the participants.

Design

Post the diagnosis we shall get into designing a customized delivery solution for your participants and we shall aim to provide the following:

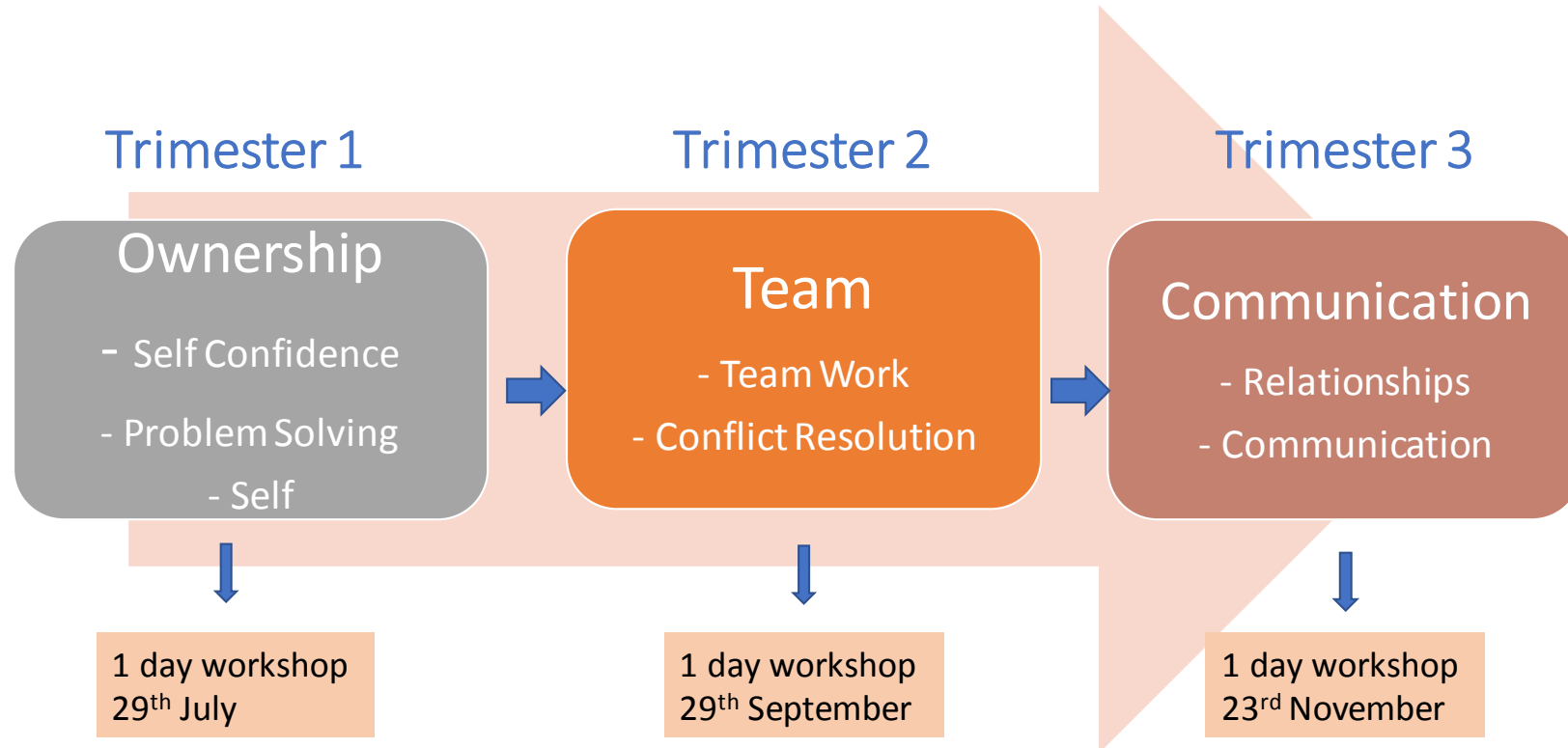
Design Customization: The consultant will design the final objectives and customize the content of the learning intervention. Modules of the workshops are designed, activities are mapped to the examples, new handouts are drafted based on the content.

Tentative Design: From what we understood and gathered, we need to work on three most important things through his journey namely:

- Ownership(Self)
- Team
- Communication

The journey is shown on the next slide to give you a better idea as to how the intervention will look.

The “Reaching your Peak” Journey



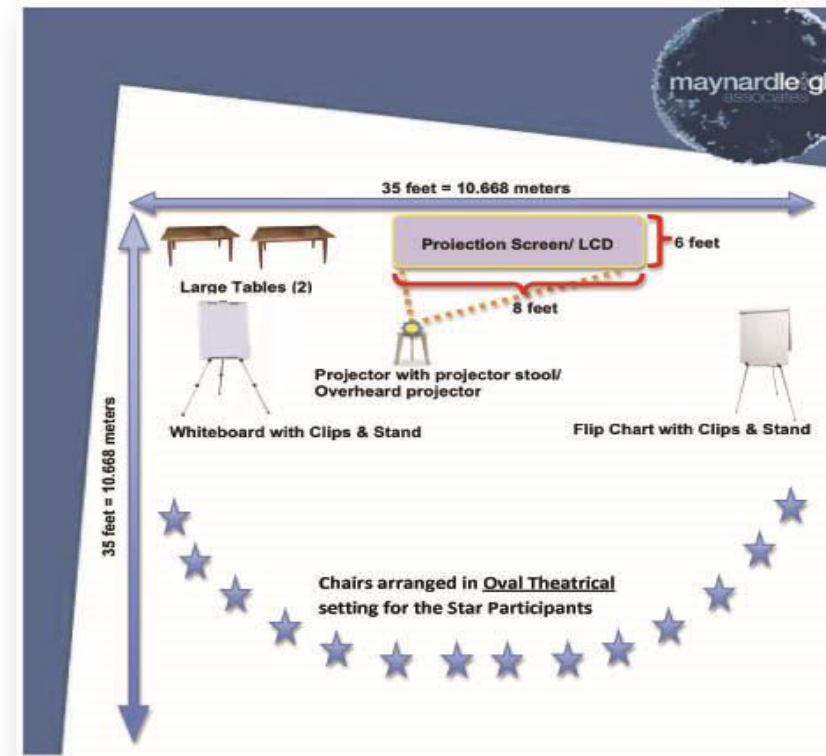
Commercials and Terms & Conditions

| Activity | Amount | Total Investment |
|--|---|------------------|
| Diagnosis and Design (one time investment for entire intervention)- Half day investment | INR 40000 | INR 40000 |
| Delivery of the workshop | INR 60000 per day per consultant X 3 days X 2 consultants | INR 3,60,000 |
| Learning materials | INR 150 per participant X 40 participants | INR 6,000 |
| Total investment (2 batches) | INR 4,06,000 | |
| Cost per participant | INR 10,150 | |

Terms & Conditions

- Client is responsible for providing venue, conference facilities, AV equipment.
- Travel outside Delhi NCR - Air, stay & airport/ venue cab transfers to be taken care by the client.
- Travel inside Delhi NCR - at Rs. 12.00 Per Km.
- Not inclusive of applicable taxes (service tax @ 15.00%).
- A commercial contract will be signed before the execution of the project.
- 50% of cancellation fee will be charged on any cancellation or postponements that occur within 3 to 20 working days of the confirmed date of delivery.
- 100% of cancellation fee will be charged on any cancellation or postponements that occur within 0 to 2 working days of the confirmed date of delivery.
- The above commercials are valid till the 31st March 2018
- Contracts, legal & accounting paperwork (including billing & payments) will be in the name of “Life Strategies Humancare Pvt. Ltd.”

Room Layout: Impact & Influence



We love alternative ways of setting up a workshop! Creating an atmosphere where the participants feels absolutely comfortable and yet challenged. In this workshop, the use of theatre, team games and experiential methodologies are essential ingredients, hence we'd require ample place to move around and make noise.

Please book a space with ample natural light (Yes, we want sunlight streaming in) and no fixed furniture for the participants to work with MaynardLeigh consultant.

Things Required at the Venue

For the workshop, we will need the below mentioned:

- LCD projector and projection screen
- UPS Power Back-up for Laptop, LCD projector & Laptop speakers
- TV with Remote for Video playback (Day 1)
- External speakers (for laptop connectivity). The external speakers should be loud enough for music playback
- White board & White board markers (2 blue, 2 black, 2 green)
- Flip chart and Flip chart stand with suitable clips
- Color pens (Normal sketch pens - about 30)
- Notepads and pens (for participants)
- Blu-Tac (This substance is used to stick things, posters or paper on the wall)
- 20 A4 Size normal and drawing sheets
- 2 tables for the consultant(one will be used for the projector and the other for keeping the handouts)



*THANK
YOU*



Contact Details – Wade Calvert
wade@maynardleigh.in
+91 9971792444

