



**ACTIV8**

the Potential Within

**OUR PROGRAMS**

Training & Team Building | Strategy & Management Consultancy | Leadership Development & Placement



# ACTIV8

the Potential Within

## ABOUT US

WHO WE ARE AND  
WHAT WE DO



Activ8 is a premiere training and leadership development consultancy specializing in custom created learning solutions that maximize potential, energize individuals and revolutionize the way your organization functions.

**ACTIV8**



# OUR BELIEF

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“ Our success can  
only be measured  
by **your** success ”

**-UMER SAEED KHAN**



At ACTIV8 every client is a partner. Our focus is not on disseminating generic learning material, but on developing custom solutions which help our partners to reach their objectives. To us, success is defined by delivering to the goals of our partners, we care about your success, because it is what defines our own.

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# OUR CLIENTS

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**Customized Solutions: Peak Performance & Motivation**

Training & Team Building | Strategy & Management Consultancy | Leadership Development & Placement

SELF-MAXIMIZATION  
GAMIFIED



A two-day experiential workshop to **enhance negotiation skills**, build a **win-win mindset** and empower your employees with the **tools and process to make it happen**, every time.



# PROGRAM

## BROADSTROKES

**Maximize** is a two-day high impact experiential learning workshop. It is a focused session that uses the structure of our patented **IMPACT Model**, along with **simulated activity**, to **achieve sustained excellence and peak performance**.

Focus Areas:

- Mindset: Creating A Win-Win Mindset
- Process: Optimizing on the Good
- Capability: Managerial and Negotiation Skills
- Execution: Making It Happen!

Using a series of exercises, lectures, demos and activities, the program is a high impact engagement designed for long term retention and maximum ROI. This program may be done on-site or extended off-site.

# PROGRAM

## OVERVIEW

### Type of Training

- Interactive | Skill Development

### No. of Participants

- Max 25 / Session

### Duration

- 2 Days / Session

### Number of Sessions

- TBD

### Dates

- TBD



## ABOUT THE WORKSHOP

MAXIMIZE is an exciting simulation based workshop that uses the framework of our IMPACT model to encourage self-maximization and achieve optimal results and success, each and every time.

It is designed to get teams to achieve their peak performance and make decisions based on organizational goals.

The workshop inculcates a win-win mindset, business acumen, and delivering in the moment.

## LEARNING FOCUS

### Adopt A Win-Win Mindset

- Setting Goals
- Aiming High
- Being Prepared for Success
- Aligning Goals with the Big Picture

### Enhance Business Acumen

- Negotiation Skills
- Cost Benefit Analysis
- Creating Win-Win Scenarios
- Understanding & Assessing Needs of Self and Others

### Interpersonal Skills

- Creating Buy In
- Emotional Intelligence
- Team Work & Shared Goals
- Performing in the Moment



At the close of this program participants will:

1. Have **bought into the importance and role** of a **Win-Win Mindset**
2. Have **understood** the importance of **self-maximization**
3. Have acquired **managerial skills** and competencies that maximize **individual effectiveness** and **interpersonal skills**
4. Have **learned** how **negotiation works** and how to **apply the skills and knowledge imparted during program**
5. Be **motivated to practice** these behaviours
6. Have had a **memorable experience!**





# PROGRAM

## BROADSTROKES

**DRIVING FOR RESULTS** is a ONE-DAY experiential learning session. It is a focused session on **planning for sustained excellence and peak performance.**

Focus Areas:

- Performance by Design
- The IMPACT Model
- Make or Break Moments
- Building your Brand

Using a series of exercises, lectures, demos and activities, the program is a high impact engagement designed for long term retention and maximum ROI. This program may be done on-site or extended off-site.





# Workshop Flow



1 Identifying what it takes to Drive for Results and how to Make It Happen



2 A model of sustained success and how to live it



3 Experiential activity to identify MOB Moments and masterful execution



4 How to build your brand to inspire results



Component 1 | Priority Setting & Designing for Success



Component 2 | The IMPACT Model



Component 3 | Building your Brand

# PROGRAM

## OUTCOMES

**Results, success** and **sustained impact** is a combination of belief, the understanding of technique, skill and your ability to perform in the moment all working together like cogs in a machine.

This program will empower your team with tools, techniques and strategies that will help them **maximize their potential** and **achieve peak performance** through design rather than chance by mastering:

- How to **design** for **success**
- How to **inspire trust**
- How to **clarify** your **goals** and **prioritize** for **maximum impact**
- A model for **sustained success**
- How to **build their brand** and **effect change**

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# IGNITE THE PASSION

A large, stylized graphic of a flame or fire, rendered in shades of yellow, orange, and red, positioned behind the main title text.

**A HIGH IMPACT MOTIVATIONAL SESSION TO EQUIP YOUR TEAM FOR THE YEAR AHEAD**

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# PROGRAM

## BROADSTROKES

**IGNITE THE PASSION** is a ONE-DAY classroom-style learning session which aims to create an individual buy-in from each team member to maximize performance. It is a focused session on **planning for sustained excellence and peak performance, and achieving targets.**

Focus Areas:

- Celebrating Accomplishments
- Assessing Shortfalls
- Creating a Buy-In for Next Year's Targets
- Ending on A Motivational High

Using a series of **exercises, lectures, demos** and **experiential learning activities**, the program is a high impact engagement designed for long term retention and maximum ROI. This program may be done on-site or extended off-site.



# PROGRAM FRAMEWORK



**1** We will work closely with you to review this year's accomplishments and shortfalls and understand the significance of success by chance versus design.



**2** We will explore the vision of your organization and work with your team to create ownership for their role and help them align their behaviours with the big picture.



**3** Our experiential learning model will create an individual buy-in within each team member to help them achieve next year's targets.



**4** Through simulations and group work we will create mega motivation within your team to strive for optimal performance and work towards a shared vision.

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# PROGRAM

## OUTCOMES

**Results, success** and **sustained impact** is a combination of belief, the understanding of technique, skill and your ability to perform in the moment all working together like cogs in a machine.

This program will **motivate** your team and **empower** them with tools, techniques and strategies that will help them **maximize their potential** and **achieve peak performance** through **design rather than chance** by mastering:

- How to **design** for **success**
- How to **inspire trust**
- How to **clarify** your **goals** and **prioritize** for **maximum impact**
- A model for **sustained success**
- **Mega-Motivation!**





# UNCLOCKING POTENTIAL

with



# PROGRAM

## BROADSTROKES

UNCLOCKING POTENTIAL is a day long experiential learning session. The prime focus of the workshop is maximizing your personal effectiveness through time management:

- Time Management & Priority Setting
- Efficient Collaboration & Delegation
- Timelines & Expectation Setting

Using a series of exercises, lectures, demos and activities, the program is a high impact engagement designed for long term retention and maximum ROI.

This program may be done on-site or extended off-site.



Component 1 | Priority Setting & Managing for Impact

Component 2 | Many Hands Make Light Work

Component 3 | Building Blocks & Strategies for Planned Excellence

## PROGRAM

### OUTCOMES

Effective time and task management isn't about controlling time. It's about managing how you invest your time, about managing multiple priorities and tasks that compete for your time and about managing yourself out of unproductive habits that rob you of valuable time.

- How to schedule tasks in accordance with true priorities
- To Develop a personal time and task management system
- To identify and eliminate time-robbers—procrastination, disorganization, interruptions, lack of communication
- To identify a planning and scheduling tool to stay on track



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**Customized Solutions: Communication**

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# CONNECTING TO WIN



## PROGRAM

### BROADSTROKES

Connecting to Win is a two day interactive session designed to enhance:

- Interpersonal Skills
- Presentation Skills
- Communication Skills

Through a series of exercises, lectures, demos and activities.

The program is a high impact engagement designed for long term retention and maximum ROI.

# PROGRAM

## OVERVIEW

### Type of Training

- Interactive Skill Development

### No. of Participants

- Approx 30 / Session

### Duration

- 2 Days

# PROGRAM

## OUTCOMES

This program will:



1. Illustrate the power and importance of good verbal and non-verbal communication, such as body language
2. Explore concepts and instill habits of positive, solution driven and result oriented communication
3. Internalize behaviors that will create a culture of active listening, positive exchange and negotiation, conflict management and effective communication
4. Explore emotional intelligence
5. Integrate presentation skills

# LEARNING

## FOCUS



1

The power of communication. Active Listening, Speaking for Impact and 'gisting' information



2

Verbal and non-verbal communication. What is your body language, tone, posture and approach telling people.



3

Presenting & Communicating using emotional intelligence and a positive mindset.



4

Acknowledging responsibility, building trust, self accountability and mutual efforts for resolution. Presenting and dealing with conflicts.

# LEARNING FOCUS

This program touches on four key areas. Which highlight essential skills in communication.

Two of which focus on an individual's internal skill set:

## Mindset Emotional Intelligence

The other two address manifested behavior:

## Communication Attitude





## PROGRAM BREAKDOWN

Connecting to Win is focused on “Communication Excellence” with respect to internal and external environments. Linking activities with real-time experience for enhanced personal effectiveness in order to achieve organizational objectives.

### Development Requirement

- Understanding Communication
- Skills for Effective Communication
- Conflict Resolution & Emotional Intelligence

### Our Focus

- Communication
  - Non-Verbal Communication
  - Listening to Self & Others
  - Perception Management
  - Readiness to Change
  - Evoke Empathy



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**ABC**

***A DEFINITIVE GUIDE TO HIGH IMPACT PRESENTATION WITH***

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***ALWAYS BE CLOSING*** is a two-day high-impact communication and presentation skills workshop that uses **experiential learning**, **case studies**, and **critical analysis** to enable **purpose-oriented** presentation that ***always “closes” on its objectives!***

# ABC

A DEFINITIVE GUIDE TO HIGH IMPACT PRESENTATION WITH

ACTIV8

De Pictorial Vision



## PROGRAM

### BROADSTROKES

**ALWAYS BE CLOSING** is a two-day interactive communication and presentation skills workshop designed to enhance:

- Communication Skills
- Presentation Skills
- Interpersonal Skills
- Grooming Skills

Using a series of exercises, lectures, demos and activities, this program highlights the nature of an effective presentation and encourages purpose-oriented and meaningful interactions.

The program is a high impact engagement designed for long term retention and maximum ROI.





A DEFINITIVE GUIDE TO HIGH IMPACT PRESENTATION WITH



De Presentatie Skills

# PROGRAM

## OVERVIEW

### Type of Training

- Interactive | Skill Development

### No. of Participants

- Max 25 / Session

### Duration

- 2 Days / Session

### Number of Sessions

- TBD

### Dates

- TBD

# PROGRAM

## OUTCOMES

This program will:

1. Explore concepts and instill habits of positive, result-oriented presentation
2. Illustrate the power and importance of good verbal and non-verbal communication, such as body language
3. Internalize behaviors that will create a culture of active listening, positive exchange, and effective communication
4. Enhance Personal and Professional Grooming Techniques
5. Be lots and lots of fun!

# ABC

A DEFINITIVE GUIDE TO HIGH IMPACT PRESENTATION WITH

ACTIV8  
De Presentatie Skills

## LEARNING

### FOCUS

#### Understanding Communication

1

- What is communication?
- Understanding and identifying the purpose of a communication.
- How to maximize your chances of effective communication.

#### The Art of Presentation

2

- Your communication personality i.e. accepting your authentic self for genuine interactions.
- The power of creating a buy-in, speaking for Impact and understanding the audience's needs.

#### “Improv” Yourself

3

- What can we learn from the world of improvisation, acting, and theatre?
- Presenting & Communicating using emotional intelligence and a positive mindset.
- Body Language

#### Always Be Closing!

4

Developing your personal and professional style and internalizing the etiquettes needed for sustained success!

The logo features a green horizontal bar with the word "ACTIV8" in white, bold, sans-serif font. To the right of the bar is a 3D effect where the bar appears to recede into a square green box containing a white arrow pointing to the right.

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**Customized Solutions: Leadership**

Training & Team Building | Strategy & Management Consultancy | Leadership Development & Placement

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WITH

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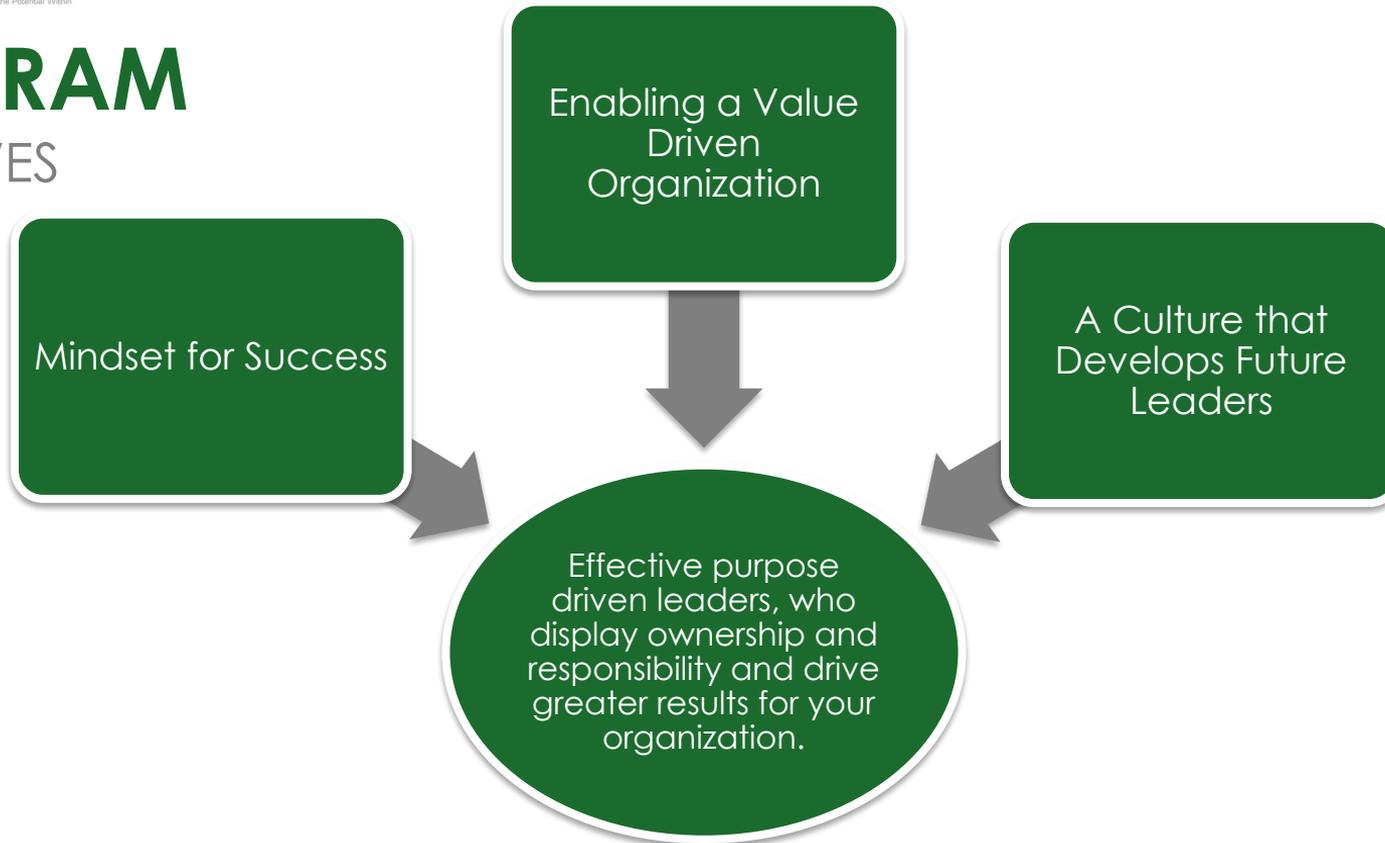


Ascend is a two-day, comprehensive program for emerging managers and leaders. It takes participants on a high impact, interactive journey, **transforming them from team members into team leaders with training and skills needed to make a smooth transition.**



# PROGRAM

## OBJECTIVES





# UNDERSTANDING LEADERSHIP

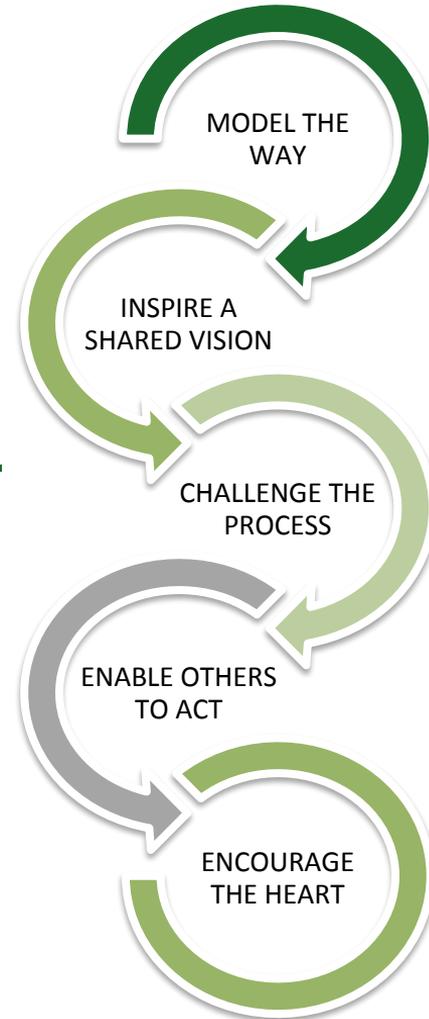
OUR DEFINITION & ACTION STEPS

## A LEADER INSPIRES POSITIVE DISPLACEMENT

In this session we outline what leadership is, what it takes and how we can live up to its demands.

Our core leadership philosophy is based on 5 Simple Steps.

From vision and belief to personal effectiveness and creating impact and influencing others.





# PROGRAM

## OVERVIEW

### Type of Training

- Interactive | Skill Development

### No. of Participants

- Max 25 / Session

### Duration

- 2 Days / Session

### Number of Sessions

- TBD

### Dates

- TBD

# PROGRAM

## OUTCOMES

This program will:

1. Help your emerging leaders understand the mindset shift in transitioning from team member to team leaders
2. Enable your emerging leaders to accept and adapt to the demands of their role
3. Internalize behaviors that will create attitudes critical to creating lifetime leaders
4. Arm your emerging leaders with a toolkit for impact
5. Build behaviours required in leadership and management

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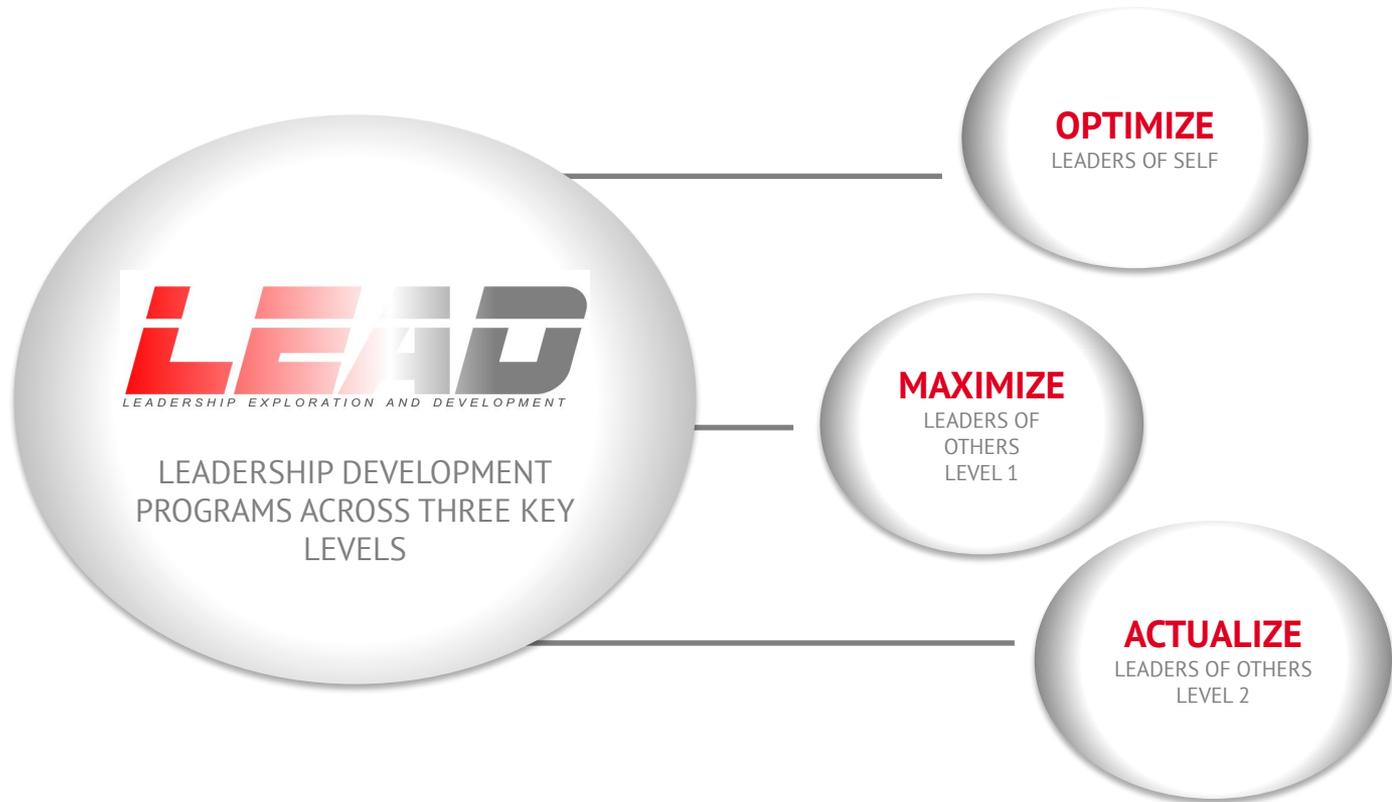
# LEAD

LEADERSHIP EXPLORATION AND DEVELOPMENT

A COMPREHENSIVE LEADERSHIP DEVELOPMENT PROGRAM ACROSS KEY LEVELS

# BROADSTROKES

## PROJECT OUTLINE





# PROJECT FRAMEWORK

Phase 1:  
Get It Started  
Program  
Alignment

**1**

Designing impactful programs, which address the LNA of each key level and ensure maximum impact. Creating experiential learning modules which target your level specific objectives and learning outcomes.

Key Deliverables:  
Program Content & Design  
Manuals

Timeline: 4 Days Pre-Work

Phase 2:  
Making It  
Happen  
Non-Residential  
Training

**2**

High impact, experiential learning sessions targeting level specific objectives and learning outcomes.

Key Deliverables:  
Enhanced capabilities amongst target audience in line with LNA

Timeline: 2 – 3 Days Non-Residential / Session

Phase 3:  
Continued  
Excellence  
Sustainability Plan

**3**

Follow up content and e-learning content for continued growth and impact.

Key Deliverables:  
E-Learning Content  
Refresher Courses

Internal Leadership  
Champions

Optional. May be done internally

# ABOUT **LEAD**

LEADERSHIP EXPLORATION AND DEVELOPMENT  
AN INTRODUCTION

Leadership Exploration and Development or LEAD is a series of custom created, experiential learning modules. Each of the three program modules has been created in line with the LNA, target audience and learning objectives of the respective management level.

The modules are comprehensive engagements designed for maximum impact, long term retention and most importantly, practical implementation.

The LEAD Program consists of three modules including:



## **The LEAD ADVANTAGE:**

- Objective Focused
- Experiential
- High Impact
- Practical Implementation of Skills and Behaviours
- Engaging



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**Customized Solutions: Values Rollout**

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# LIVING VALUES

with   
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# PROGRAM

## BROADSTROKES

LIVING VALUES is an exciting 1-Day experiential training program designed to inculcate your values, vision and mission across the organization at every level. The program will be designed to highlight your values and translate them into behaviours that employees can live everyday.

Using a series of exercises, lectures, demos and activities, the program is a high impact engagement designed for long term retention and maximum ROI.

This program may be done on-site or extended off-site.





# PROGRAM

## OUTCOMES

At the close of this program participants will:

1. Have understood the importance of your Values to the bigger business picture and vision and mission
2. Be armed with strategies to bring Values to life
3. Be a stronger, more unified team
4. Be passionate about their work
5. Be Accountable for their role in Making It Happen
6. Be mindful of best practices and committed to implementing them in the real world



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**Customized Solutions: Customer Service &  
Sales**

Training & Team Building | Strategy & Management Consultancy | Leadership Development & Placement



**HIGH  
IMPACT  
SALES**

**WITH**  
**ACTIV8** 

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HIGH IMPACT SALES is a two-day customer experience & sales training that will be conducted with your sales team in batches of 30 to 35 participants.

These trainings will inculcate your policies and promises and use interactive learning techniques to develop a service mindset, agility and adaptability, excitement and ownership and of course customer centricity.

## PROGRAM

### DETAILS

#### Type of Training

- Sales (Experiential)

#### No. of Participants

- 30-35 / Session

#### Duration/ Session

- 2 Day

#### No. Of Sessions

- TBD



# PROGRAM FRAMEWORK

Custom  
Created  
Content

1 Custom created learning model designed to address your learning goals and messaging.

Creating  
Learning Links

3 Debriefs and discussions linking learnings with real world scenarios for long lasting and actionable impact.

Joyful  
Learning

2 Through our experiential training intervention we will cascade the message and instill an agile, adaptable mindset along with ownership and the necessary skills to succeed.

Serving to Win  
Building a  
Customer Focused  
Mindset

4 Our training will help transform customer centricity into internalized behaviours for sustained success.



# IMPACT the MODEL

Results, success and sustained impact is a combination of belief, the understanding of technique, skill and your ability to perform in the moment all working together like cogs in a machine.





# PROGRAM

## OUTCOMES

HIGH IMPACT SALES will transform theory into implementable behaviour

- Inculcating a Service Mindset
- Agility & Embracing Change
- Negotiation Skills
- Interpersonal Skills & Building Relationships
- Customer Centricity & the Sales Experience

Through the training sales teams will not only learn about these theories, but will live them through our experiential program creating long term impact and behavioural change.





## **A SERVICE EXCELLENCE** EXPERIENCE

An intensive **360° program** covering the **Service Mindset, Service Skills** and building an in depth understanding of creating **Customer Experience** as a **Strategic Competitive Differentiation**

# PROGRAM



## CURRICULUM

The prime focus of the program will be "Customer Service Excellence" with respect to creating an outstanding customer experience, which will provide a strategic competitive differentiation.

The program will consist of a content based interactive talk theory session and will expand upon core concepts through a series of interactive activities and experiential learning exercises designed to enable participants live the concepts and core learnings of the program.

Through real world scenarios and simulations the program allows participants to practice theoretical skills, techniques and philosophies in a practical environment.

The program uses an in-depth understanding of the service mindset and the customer experience to enhance implementable behaviors, skills and strategies to better serve the customer and achieve the organizational objectives.

### PROGRAM HIGHLIGHTS

**Focus on 'The Service Mindset'** for customer service excellence

**Understanding 'The Service Differentiator'** - the importance of creating a unique customer experience

**Instilling 'The Service Skill Set'** - implementable practices and competencies for service excellence

**Highlighting 'The Customer Connection'** - building a mindset of positivity and empathy



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# Public Programs

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**SERVICE  
PUNCH**

THE Service Conference

# ABOUT

SERVICE PUNCH | The Service Conference was created to begin a conversation about Service in its truest form. An interactive knowledge sharing platform, Service Punch aspires to transform the mindset towards customer service as an organisational cost, and demonstrate its power as not only an investment, but a strategic differentiator.

A CONFERENCE  
**UNLIKE**  
ANY OTHER

**THE**

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# **LEADER IN ME**

**AN EXTREME LEADERSHIP EXPERIENCE!**

**Register Now:** [anam@activ8.pk](mailto:anam@activ8.pk) | [mashal@activ8.pk](mailto:mashal@activ8.pk)

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# Wild JOURNEY

WOMEN'S INTERNATIONAL LEADERSHIP & DEVELOPMENT

**JOIN US FOR THE TRANSFORMATIONAL  
JOURNEY!**

REGISTER NOW  
[mashal@activ8.pk](mailto:mashal@activ8.pk) | [anam@activ8.pk](mailto:anam@activ8.pk)

EMERGING

LEADERS

ACTIV8



FELLOWSHIP



**A 4 DAY 3 NIGHT INTENSIVE LEADERSHIP QUEST**

**Apply Now:** [anam@activ8.pk](mailto:anam@activ8.pk) | [mashal@activ8.pk](mailto:mashal@activ8.pk)



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