

## Corporate Training – organizational capability focus

METL provides training to build the capability of the empowered teams on areas of its expertise. Focused training is provided on areas such as:

- Sales and marketing strategy
- Developing a B2B approach
- High value needs based selling
- Proposal writing skills
- Consulting skills
- Presentation skills for senior management

METL's proprietary research with over 75 organizations and interviews with over 40 CEO's provides a deep insight and enriches the various solutions that METL designs for its clients.

METL as a concept focuses on conducting in company train the trainers programs rather than open enrolment programs.

Learning interventions designed by METL goes beyond training and incorporates the core philosophy of education, exposure and expertise. These go a long way to develop organization capability over time in a structured manner.

### *About METL*

METL is a management consulting organization dealing in niche area of management productivity improvement solutions. It works with empowered task forces and leadership team who want to build their organizations and drive change. It identifies areas where substantial leverage can be achieved and suggests definite ways to build those areas. The key areas of expertise are:

- Identifying your organization's core competence
- Increasing managerial productivity to global standards
- Substantially increasing speed of decision making in your organization

METL undertakes whole system analysis to arrive at the areas that require intervention. The areas range from core competence, organization structure, decision making, capability building for sustainable growth.

As a part of the senior management team you know the challenge your organization faces. You should call METL if you foresee any of the challenges listed below and want to fix them proactively.

- Have an implementation challenge in your organization
- Want to design a robust growth strategy for your organization
- Have a flat growth over the past few years and want to arrive at the root cause to be fixed
- Have a management team that is unable to decide on big/ right things

- Want to build a world class capabilities in your organization

**Contact us**

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METL is based out of Hyderabad, India.