



TRAINING ● CONSULTING ● RESEARCH

CORPORATE CAPABILITY



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SYNOPSIS

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The Akin Akinpelu International is an innovative consulting, training and research-driven company demonstrating expertise in the service industry per excellence.

Our approach and perspective is fresh, current and bespoke. And so, our clients have enjoyed improve performance and maximized gains over the years.

We position your organization to maximize the potentials it's equipped with.



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PURPOSE STATEMENT

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Our Vision:

To help organizations to be the best of their abilities in relation to their corporate potential.

Our Mission:

To strategically develop and equip people and organizations with the framework of our vision

Our Core Values:

Accountability | Service | Professionalism | Commitment



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OUR SERVICES

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Since we are positioned to help organisations achieve their potentials, we offer the following;

- Business Process Re-engineering
- HR & Outsourcing
- Performance, Recruitment & Placement
- Emotional Intelligence
- Learning & Development
- Research, Data Management & Impact Assessment
- Corporate Strategy Retreat
- Corporate Training



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OUR WORK

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COMPANY	DEPARTMENT	PROGRAMME
Lagos State Government (Ministry of Education)	Lagos State Public-Private Sector Partnership Programme	Leadership and Coordination
Osun State Government	Osun State Public-Private Sync Programme	Personal Effectiveness, Volunteerism & Impact Analysis
Volunteer Corps	Project Management for Educational Reform	Management Retreat, Recruitment, Research & Business Process
9 PSB	New 9Mobile Bank Onboarding (9PSB) Lagos – Abuja – Kano	Training, Consulting and Leadership
Peleguin Group	Business Automation Consulting	Personal Effectiveness, Strategy & Impact Assessment



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OUR WORK

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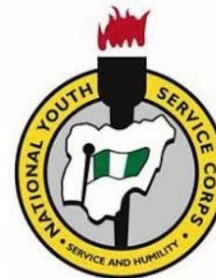
COMPANY	DEPARTMENT(S)	PROGRAMME
Beta Margins Company	Enterprise Solution	Recruitment and Team Building
FifthGear Plus	The Speakers' Network	Training & Influencing Skills



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OUR CLIENTELE

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PRAISES

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Akin is an accomplished knowledge bank that can help entrepreneurs and businesses become more successful & make more money. He has put up these processes over the years & now he can help you. He is a wonderful teacher, trainer, adviser and coach. He will help you achieve all your goals.

Brian Tracy; Brian Tracy Int'l (USA)

Thank you so much for the Banking Operation Training. It was very insightful, practical and every second spent was worth it. We look forward to more sessions.

Uchenna Akwara, Manager, 9PSB

Thank you for helping our team in the area of Business Process and Recruitment. We can't recover in a hurry.

Bamidele A., Director, Beta Margins



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PRAISES

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Thank you for adding value to our work and all we do. You are a great addition to us.

Niyi Adesanya. CEO FifthGear Plus



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OUR APPROACH



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OUR APPROACH

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- Design Thinking
- Business Strategy Coaching Sessions
- Survey Administration & Data Analysis
- Business Advisory
- One-on-One Process



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NEEDS ASSESSMENT

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Goals

What are your goals?

Gaps

What gaps do you want to fill?

Get

What are the feedbacks?

Group

What information is gathered for training plan?



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METHODOLOGY

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- **Brainteasers & Review Activities**
- **Scenario Analysis**
- **Creative Visuals**
- **Role Play**
- **Peer-to-Peer Tutoring**
- **Videos**
- **Case Studies**

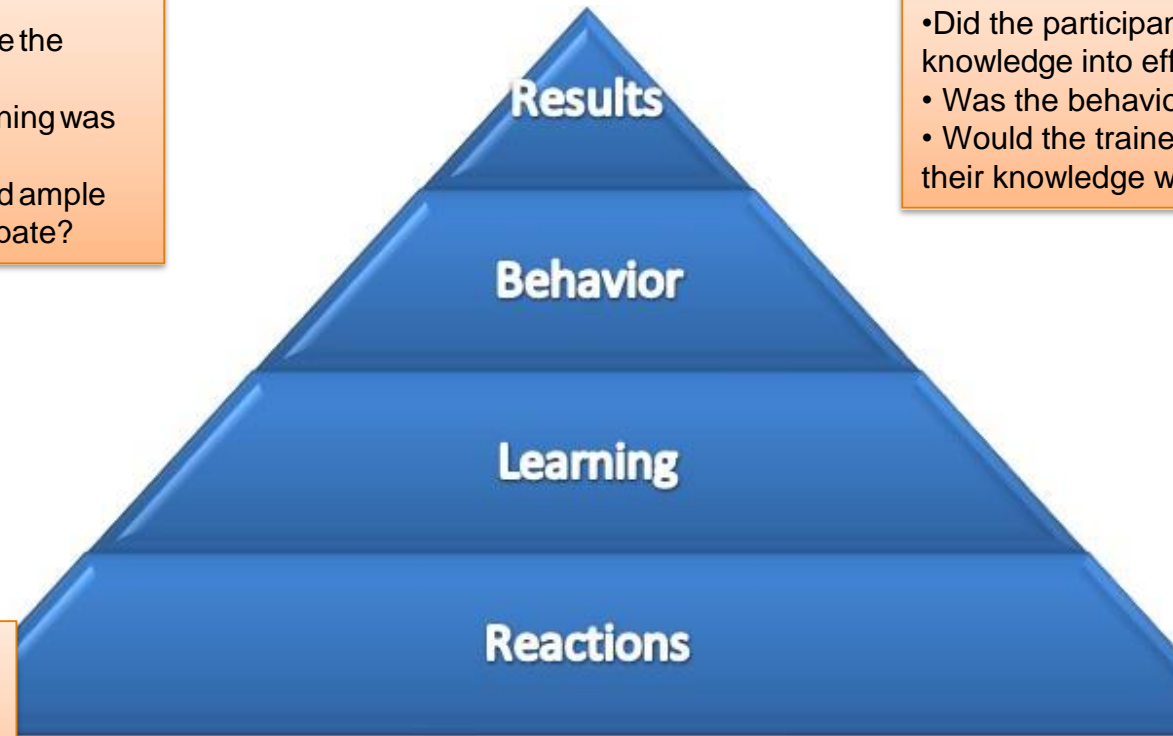
IMPACT ANALYSIS

Reactions:

- Did they like or dislike the training/trainer?
- Did they think the training was useful?
- Did they feel they had ample opportunities to participate?

Behavior:

- Did the participants put their knowledge into effect back on the job?
- Was the behavior changes sustained?
- Would the trainee be able to share their knowledge with another person?



Learning:

- Did trainees learn what we wanted them to learn?
- Was the training experience what we wanted it to be?

Results:

- No of Sales
- Percentage of customer complaints
- Timeliness
- Quality Ratings & Failures
- Third party Inspection rating



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IMPACT ANALYSIS

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Kirkpatrick's 4 Levels Of Evaluation

- The importance of having a proper structure to continually evaluate the impact of this programme cannot be over-emphasized
- As such, Akin Akinpelu International has included a model that can be utilized to ensure it derives the maximum Return on Investment (ROI) from this programme
- Our proposal on this is based on the 'KirkPatrick's 4 Levels of Evaluation Model:



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IMPACT ANALYSIS

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LEVEL		EXPLANATION	ACTIVITY
LEVEL 1	REACTION	How they liked the training experience	After- event Evaluation Sheet
LEVEL 2	LEARNING	If they learned new knowledge, skills, attitudes	Knowledge Assessment Exercise
LEVEL 3	BEHAVIOUR	If they acted differently back on the job	Self- Assessment (30 days) Supervisor's Assessment (60 days)
LEVEL 4	RESULTS	How profits or production increased after training	Identification



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IMPACT ANALYSIS

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LEVEL	ACTIVITY	TASK	TIMING	RESPONSIBILITY
1	After- Event Evaluation Sheet	Evaluation forms filled by participants	Daily	Akin Akinpelu International
2	Knowledge Assessment Exercise	Pre & Post Training Assessment	During Training	Akin Akinpelu International
		Training School Final Assessment	After Training Programme	Client



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IMPACT ANALYSIS

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LEVEL	ACTIVITY	TASK	TIMING	RESPONSIBILITY
3	Self- Assessment	Participants Self Assessment Questionnaire to be filled & returned to client	30 Days after work resumption	Client
	Supervisor's Assessment	Supervisors Assessment Questionnaire to be filled & returned to client	60 Days after work resumption	Client
4	Identification	Assessment of Improvement in Business Results	Quarterly & Half Year Business Review period	Client



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THE TEAM - FACULTY

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AKIN AKINPELU INTERNATIONAL has a diverse group of consultants and facilitators in whose hands this unique repertoire takes on a different shape for each different situation.

The profile of some of these experts are given in the following pages.



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THE TEAM - FACULTY

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Abiola “Champ” Salami is a Capacity Development Maven and the founder of iamaCHAMP, an initiative committed to increasing the productive capacity and improving the brand perception of organizations and government. He is an alumnus of Harvard University and Lagos Business School. He is a member of the Institute of Directors and a fellow of American Government's International Leadership Visitors' Program. He is a Certified Management Consultant, former Vice President Public Relations of Nigeria's premier Toastmasters club - Eagle Toastmasters and a serving faculty at the (Global) School of Banking Excellence.

As an International Award Winning Leadership and Communication Expert, Life Coach and Author, he is passionate about collaborating with forward thinking organizations and other young people across the globe to develop the requisite skills and foster attitudes necessary for making a difference in the world.

Having inspired and coached several Young Leaders and Executives across the world, Abiola has acquired nearly a decade's experience in capacity development with signature interventions such as SPEAK Like A CHAMPION - A Productive Communication Program; The MAGIC Of Emotional Intelligence; From Boring TALES to Fantastic SALES - A Selling & Relationship Management Program; PRODUCTIVITY DYNAMICS - A Personal and Corporate Execution Program; and XCEPTIONAL LEADERSHIP - An Accelerated Leadership Program.

His commitment to Youth Leadership & Women Empowerment led him to writing books and implementing programs towards achieving the relevant Sustainable Development Goals. Two of such books include Get MAD! You Can Make A Difference (foreword by Dr. Christopher Kolade, CON) and Who Says It's A Man's World (foreword by Dr. Mo Abudu).



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THE TEAM - FACULTY

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AKIN AKINPELU is a performance coach, multi-talented consultant, international speaker, trainer and facilitator whose experience spans areas of business innovation, human capital development and people management and have worked with top organisations including **Simon's & Moore, Fifth Gear Plus Consulting, Folawiyo Energy. CSTC, African Leadership Academy, Almond Consulting** , and a host of **banks and Government**, to mention a few.

With a niche in the area of Personal Effectiveness, Emotional Intelligence, Communication Dynamics, Business Process, Team dynamics, and workplace Psychology amongst others, Akin has utilised his experience from working with **Multinationals** to lead lots of team productivity projects that has transformed many **banks and FMGC's** within and outside Nigeria.

He is the CEO of **The Edge Network** and Dean of the prestigious **Edge Academy**; an employment and employability social enterprise geared towards equipping young Professionals transforming Organizations via demonstration of expertise. He is the convener of the popular yearly **Upgrade Africa Conference (UAC)** that brings about 15 top CEO's together and creates a platform where visionaries meet with luminaries in about 3 countries. As a much sought after professional, Akin is saddled with the responsibility of **National Project Director for Volunteer Corps, representative of the Nigerian youth on the National Strategy for Project Hope and Anti-counteracting strategy with the U.S Consul-General.**

Akin is a recipient of several awards from institutions and Organisations, and also a member of the **International Institute for Global Leadership in Ashville, USA**. He is a much sought after speaker per excellence at Conferences, Companies, Campuses and Institutions.



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