



Wisdom Competencies Pvt Ltd

Corporate Training

Brochure 2025



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Wisdom Competencies Pvt Ltd was established in 2024 with a vision to create a deep impact in the competence of organisations, through design & delivery of impactful training programs to their personnel. At Wisdom, we aspire to transform your business with our comprehensive Learning & Development offerings, designed for creating lasting impact in the attitude & behaviour of your most valuable asset, “Your People”.

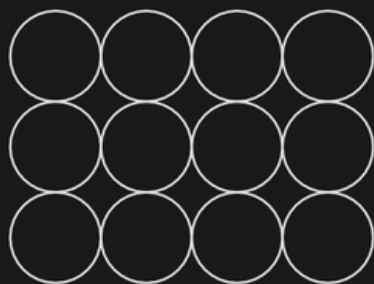


At Wisdom Competencies Pvt Ltd, we specialize in **Culture, Communication, Leadership, and Professional Selling**—the core pillars that shape business success and long-term organizational sustainability. Building the right culture requires a structured, long-term approach—from understanding current challenges and conducting root cause analysis to strategy formulation, hands-on workshops, and progress monitoring. While most organizations recognize the importance of these critical areas, many struggle when faced with change management and people-related challenges. That’s where we come in. At Wisdom Competencies, we go beyond training—we partner with you for end-to-end transformation, ensuring measurable impact by identifying key focus areas, designing tailored programs, and delivering results-driven interventions.

Let’s build a thriving, future-ready organization together!



TRAINING PROGRAMS



Professional Selling

- Professional Selling, Objection handling, Negotiation.
- Key Account Management, Strategic Selling
- Project Sales
- Solution Selling, MEDDPIC

People & Culture

- Team Building
- Diversity & Inclusion
- POSH
- Image Consultancy & office etiquettes
- 360 feedback

Communication

- Body Language & Public Speaking
- Crucial Conversations
- DISC
- Strategic Hiring



Program	Description	Category	Target Audience	Learning Objectives
Professional Selling, Objection handling, Negotiation	Building rapport, positive opening, questioning, active listening, handling objection & win-win negotiations	Sales	All Sales Professionals	Equip Sales reps with professional B2B selling skills, understand customer needs
Key Account Management, Strategic Selling	selecting right opportunity, different types of stakeholder, strategy formulation	Sales	All Sales Professionals & Management	Handle Large & complex accounts effectively to maximize SOW
Project Sales	specifications, influencers, stakeholder management, Sales Planning & forecasting	Sales	All Sales Professionals & Management	Specifications, Sales planning & execution, Stakeholders management & influencers
Team Building Camp	Activities & exercises to promote open dialogue, problem-solving & a deeper understanding of team dynamics.	People & Culture	All Team Members	improve communication, foster collaboration, develop problem-solving skills, build trust, encourage adaptability and promote leadership among team members
Diversity & Inclusion (D&I)	importance of diversity, equity, and inclusion at workplace	People & Culture	New & Aspiring Managers	Understand importance of Diversity & help to build an inclusive environment
POSH	educate employees about recognizing, preventing, and addressing sexual harassment& Compliance	People & Culture	All Team Members	POSH workshops aim to create a workplace culture that upholds dignity and respect for all employees
Office Etiquette	enhance employees' skills and knowledge, promoting professional development and improved workplace performance.	People & Culture	All Team Members	aims to enhance employees' professionalism by improving communication skills, refining workplace behavior, and fostering a respectful & collaborative environment.
360 Feedback	Multi-Rater Assessment, Self-Awareness Development, Constructive Feedback Delivery, Actionable Development Planning	People & Culture	New & Aspiring Managers	implement comprehensive feedback systems that gather insights from various sources, including peers, subordinates, and supervisors.
Body language & Public Speaking	Understanding Nonverbal Communication & building confidence.	Communication	All Team Members	empowers individuals to deliver compelling and confident presentations.
Crucial Conversations	Effective Communication, Emotional Intelligence, Conflict Resolution	Communication	New & Aspiring Managers	equip participants with skills to effectively navigate high-stakes discussions where opinions differ and emotions are strong
Understanding yourself & others with DISC	Behavioral Assessment, Self-Awareness, Understanding Others, Effective Communication	Communication	New & Aspiring Managers	enhance participants' understanding of behavioral styles to improve workplace interactions and effectiveness.
Strategic Hiring	Talent Acquisition Strategies, Competency-Based Recruitment, Behavioral Interviewing Techniques, onboarding	Functional	HR Professionals, Management & all team members involved in hiring	equip participants with the skills to align recruitment processes with organizational goals

While the above table outlines our standard training programs, we understand that each organization has unique needs. We offer customized training solutions tailored to your specific requirements. Please contact us to discuss how we can develop a program that aligns with your goals.



- Certified DISC Trainer
- Physical (ILT) Training Experience of over 5K hours
- Coached more than 1K professionals



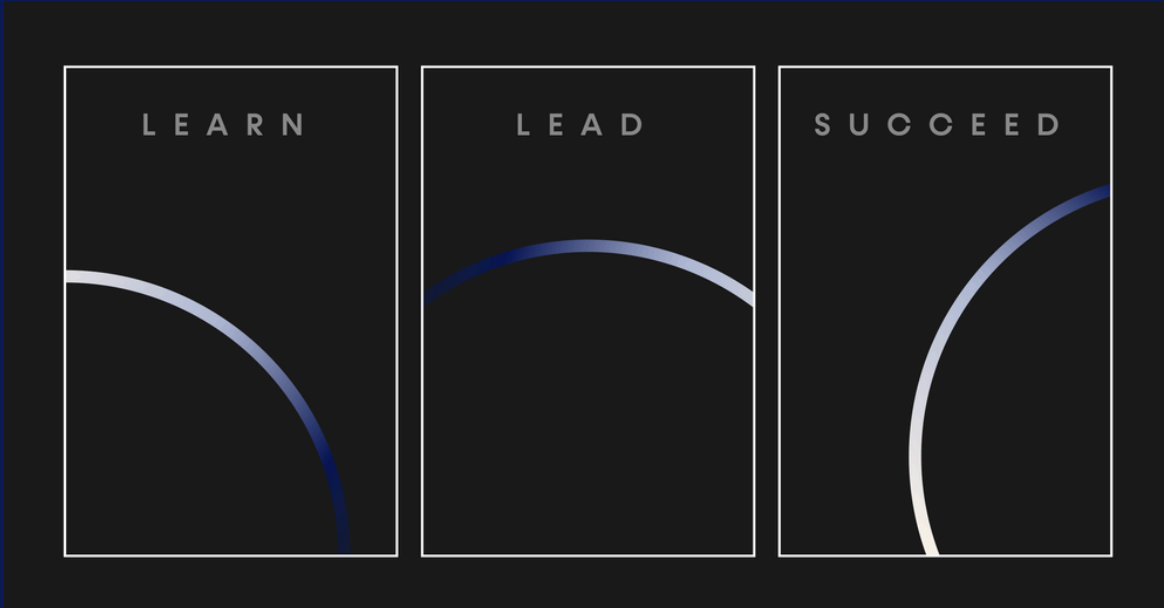
Sejo Jose
Principal Facilitator & Director

”SEJO stands out as a trainer by leveraging his extensive real-world experience in closing high-value deals, developing talent, and launching disruptive businesses. Unlike those who rely on theoretical knowledge, he imparts practical insights drawn from his own successful implementations, offering participants strategies that work in the real world”



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After a corporate career spanning over 19 years with European & Indian organizations, Sejo started Wisdom Competencies to make Impactful & structured training programs accessible to all. Sejo is renowned for his unique and energetic facilitation style, captivating participants and ensuring lively, engaging sessions. Leveraging his extensive industry experience, he adeptly simplifies complex topics with real-life examples, enhancing comprehension.



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