



ABOUT US

Action Centric Training Solutions (P) Ltd; is a Management Consulting company that helps Small Medium Enterprises grow their businesses through planned interventions. We work with our clients to help them in business problem solving, developing performance solutions and exploring new opportunities. We are passionate about achieving better business results that are measurable for our clients.

We focus on developing business plans, streamlining operations, learning & knowledge management, cost reduction & efficiency gain for our clients. We deliver results and ensure that the new capabilities developed are sustainable.

WHAT WE DO

Business Consulting: Most businesses have pain points and soft spots that require Senior Management intervention. We step in with a thorough debrief from the client and design a process for change and correction. Improvement actions are identified through a structured data oriented problem solving approach, before positive actions are taken.

Executive Coaching: Coaching helps in bringing a fresh perspective on personal challenges, enhance decision-making skills, improve interpersonal effectiveness and increase self-confidence. We help business owners and senior level executives handle the enormous pressure of prioritizing goals and options for unleashing latent personal and professional potential. Truly coaching is the new success mantra for leaders.

Corporate Training: Our employee trainings are typically for business development needs and behavioral change programs. The focus is on building right behaviors, fine-tuning skills and effectively using tools and technology.



Corporate Training



Executive Coaching



Business Consulting

BUSINESS GROWTH PROGRAMS



BUSINESS CONSULTING

Small Medium level organizations feel challenged to scale up despite the best of efforts and investments. Even Business Owners with good experience and commercial acumen struggle to lead and manage growth.

Our programs enable businesses gain insights into globally successful models of doing business, deploy tools and methods used by larger corporations and change into systems driven organization. Business Owners can then transform the operations into standardized procedures where efforts can be monitored and controlled to produce the desired results.

EXECUTIVE COACHING

The bottleneck is always at the top of the bottle – in the words of Peter Drucker. Often some Business Owners stand in the way of the organization's growth, though unknowingly.

Our Executive Coaching program helps to identify and focus on what's important and accelerate success for the business and its Owner. We collaborate (One-on-One) to identify gaps between where the client is currently and where he wants to be.



CORPORATE TRAINING

Any great organization is only as good as the people representing it. Our journey to transform businesses from good to exceptional, require Client's employees - the most essential pillar for success to consistently produce quality work.

We customize trainings for team members depending on business consulting objectives and desired outcomes. Clients can also benefit from our standardized training programs like Sales Funnel Management, Win-win Negotiation skills, Objection handling techniques and many more.

CLIENT'S VOICE

"We Conducted Training on "Selling and negotiation" in The Month of January 2017.

I should say it was a wonderful session and feedback received from our employees was fabulous.

We are Definitely planning for further training through ACT Solutions".

- DINOOP K G

SR Manager - HR, Wonderla Holidays Ltd

"The training provided to the Sales Executives was effective and well-coordinated".

- SANJU YUSSUF
Sate Head - Car Loans
Axis Bank Limited.

CHIEF CONSULTANT PROFILE



PROFESSIONAL CREDENTIALS

Experience of working with 100+ Business Owners

Multiplied Business 3 times for a Business Owner

Assisted Entrepreneurs with individual coaching

Access to 50+ professional development tools

1000+ hours of Team Corporate Trainings

Won numerous achievement awards for outstanding performances in Retail sales, process management and business development.



ACADEMIC CREDENTIALS

MBA (Marketing)

International Coach Federation
Credentialed ACC Business Coach

Certified International Quality Federation (IQF) Six Sigma professional.

Advanced Diploma in Professional training from TESOL.

Affiliations and Memberships – Life Member of National Institute of Personnel Management (NIPM), Member of Kerala Management Association (KMA), Member of Kerala Productivity Council.

SAM KRISHNAN BUSINESS COACH

Founder and CEO of ACT Solutions (P) Ltd

27+ years of experience and expertise in business operations.

Was CEO of Mercedes Benz - Kerala Operations.

Worked as senior leadership for leading Global brands - Chevrolet, Tata and Ford.



CLIENT'S VOICE

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"We have been associated with Sam for the last 4 years. He has brought a drastic change in the process of the organisation.

We are now working together for achieving higher standards in service, quality and achieve better process lines".

- JIBY SEBASTAIN

Director, Aiswarya Polyflex Pvt Ltd.

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"Sam has been a vital part in structuring our organisation, and fixing a lot of our flawed processes.

He has become a part of our team, guiding all other members and giving everyone a clear sense of direction.

We look forward to exploring new market potentials together."

- VINOD PANICKER

Owner, Ambrosia



Guaranteed & Measurable Business Growth

GROWTH CONSULTING MODEL



EVIDENCE BASED

We formulate consulting solutions based on scientific evidence that are derived from hard data. The Define, Measure, Analyze and Improve model is applied in all Client engagements. We know how to break apart problems, do analysis, convince our Clients and ultimately drive to solutions through hypothesis-based thinking.

EXECUTION FOCUSED

Our growth consulting programs focus to bridge the gap between developing winning strategies and delivering effective results on the ground for our Clients. The real emphasis is on taking disciplined actions for creating tools & skills, reducing risks, optimizing opportunities and helping in improving results.



EXCELLENCE DRIVEN


Business excellence is a valuable competitive differentiator and we focus on measurable results that are sustainable. Our process-focused approach drives continuous improvement and builds sustaining capability while enabling ongoing performance improvements and ultimately business excellence.





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