

## Education that Empowers Organizations to Build Research Centers of Excellence

### THE CLIENT

The Research and Analytics cell of one of the world's leading Multinational banks- famous for its strong customer orientation and for hiring from the world's best campuses

### THE CHALLENGE

The newly established outsourced Research and Analytics cells needs to ensure not only that its employees have the **requisite analytical skills**, but also the right **business acumen** to produce intelligent reports that are likely to aid business decision making and wow stakeholders  
The team needs to establish process and performance standards from Day One



### THE SOLUTION

Our team of business consultants spent time with the stakeholders to understand their specific data structures and business context, and designed a set of case studies that encapsulated the likely workday flow of workshop participants.

Trainings were conducted by small groups of Instructors, with one of them ensuring that the requisite skills were taught, while another hand-held the participants as they worked out the case studies for themselves built on data structures that were familiar to them.

Finally, each session closed with rigorous assessment and evaluation processes to ensure that the material was understood

### THE BENEFITS

A training program built on familiar data structures coupled with multiple case studies and evaluation ensured that:

- a. Participants were able to use the skills they learnt in the workshop in their day –to-day work right after
- b. Participants could produce smart reports and analysis that was not just analytically accurate but also business-friendly
- c. A team of analytically competent and business proficient analysts was created in the company