



be.GLOBAL

DRIVING WORLD CLASS **BUSINESS EDGE**

REDEFINING
PROFESSIONALISM
FOR
GLOBAL
COMPETITIVENESS

A LAUREATE INITIATIVE

be.GLOBAL

DRIVING WORLD CLASS **BUSINESS EDGE**

BUSINESS EDGE GLOBAL

DESIGNED BY LAUREATE GLOBAL
A GLOBAL MANAGEMENT CONSULTING FIRM WITH

750 PROJECTS • 170 CLIENTS • 12 INDUSTRIES • 10 COUNTRIES



INDIA'S REAL VULNERABILITY
NOT SCALE.
NOT INTELLIGENCE.

IT IS INCONSISTENCY IN EXECUTION BEHAVIOUR

THE CHALLENGES OF NEW AGE WORKFORCE – ALL SECTORS

EXECUTIVES **AVOID** VOICING THEIR OPINIONS

EXECUTIVES **HESITATE TO SPEAK**
THEIR MIND OUT TO THE HIERARCHY

EXECUTIVES STILL **DON'T CLARIFY**
CLIENT ASSUMPTIONS

Low CROSS CULTURE
UNDERSTANDING &
EXECUTIVE PRESENCE
IMPACTS VISIBILITY AND
BUSINESS CREDIBILITY

EXECUTIVES PREFER TO
FOLLOW INSTRUCTIONS
INSTEAD OF CO-CREATING SOLUTIONS



BUSINESS IMPACT LINKAGE

01

COMMUNICATION PROTOCOLS

FASTER DECISIONS

02

EXECUTION PROTOCOLS

REDUCED DELIVERY LEAKAGE

03

CLIENT PROTOCOLS

REVENUE GROWTH

04

CULTURAL PROTOCOLS

GLOBAL TRUST & RETENTION



CONVENTIONAL TRAINING VS BEGLOBAL MODEL

DIMENSIONS	CONVENTIONAL TRAINING	GBP MODEL
TRIGGER	SKILL GAPS	DELIVERY GAPS
INTERVENTION	TRAINING PROGRAMS	PROTOCOLS & NORMS
BEHAVIOUR	“SHOULD DO”	“MUST DO”
INTEGRATION	DETACHED FROM WORK	BUILT INTO WORKFLOWS
SUSTAINABILITY	SHORT-TERM	OPERATING DNA
MEASUREMENT	FEEDBACK & SCORES	DELIVERY & OUTCOMES
IMPACT	INDIRECT	DIRECT BUSINESS IMPACT

BE GLOBAL OPERATING MODEL

01

CONDUCT A GLOBAL CAPABILITY AUDIT

GLOBAL BUSINESS PROTOCOL DIAGNOSTIC (2 WEEKS) INCLUDES 3 INDICES (SIMPLE, SHARP):

1. OWNERSHIP & ACCOUNTABILITY INDEX
2. GLOBAL MINDSET & INFLUENCE INDEX
3. DECISION VELOCITY INDEX

02

PROPOSE A SOLUTION ROADMAP

MANAGER'S INTEGRATION

ORIENTATION SESSION OF MANAGERS ON CHANGES ABOUT TO HAPPEN IN THEIR WORKFORCE

THE PROTOCOLS – BUSINESS LABS

PROTOCOL APP BASED LEARNING & ASSESSMENT

03

EXECUTE FOUR PROTOCOLS (CUSTOMISED)

1. COMMUNICATION PROTOCOLS
2. CLIENT PROTOCOLS
3. EXECUTION PROTOCOLS
4. GLOBAL CULTURAL PROTOCOLS

PRE (D DAY) AND POST (30/60) ASSESSMENT

GLOBAL CAPABILITY EDGE

01

COMMUNICATION PROTOCOLS

THE BOLD COMMUNICATOR

Strategic Focus:

Moving from explanation → to protecting outcomes → to executive influence

03

EXECUTION PROTOCOLS

THE RELENTLESS EXECUTOR

Strategic Focus:

Moving from service provider → to trusted business partner.
From describing work → to shaping decisions.

02

CLIENT PROTOCOLS

THE TRUSTED CLIENT PARTNER

Strategic Focus:

Navigating matrixed global structures with tact and maturity.
From positional dependency → to institutional influence

04

GLOBAL CULTURAL PROTOCOLS

THE GLOBAL READY NAVIGATOR

Strategic Focus:

Adapting behaviour without losing identity.
From local comfort → to global fluency.

HOW THE BUSINESS EDGE WORKS

UNLOCK SELF



DIGITAL
ASSESSMENT -
OPTIONAL

UNLOCK SKILL



PROTOCOL
TRAC 1 -
SESSIONS

UNLOCK SCALE



PROTOCOL
TRAC 2 -
DIGITAL APP FOR
REINFORCEMENT

OTHER LAUREATE GLOBAL OD OFFERINGS

TALENT GRID MAPPING

FOR SUCCESSION

01

GX SHIFT

FOR GLOBAL READINESS

04

FULL CIRCLE INTELLIGENCE GRID (FCI)

FOR LEADERSHIP

02

GLOBAL BUSINESS PROTOCOL

FOR GCC WORKFORCE TRANSFORMATION

05

AUTHORITY MAP

FOR EMPOWERMENT

03

CODE 91

FOR EXPATS CULTURE ONBOARDING

06

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