



# The Sapients

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From Potential to Performance—at Scale

Corporate & Institutional Training  
Excellence Since 2003



# Executive Summary

The Sapients transforms potential into measurable performance through immersive, psychology-informed learning that leaders can see in the metrics and feel in the culture. Established in 2003 with a presence across India, the United States, and Europe, we deliver high-impact training solutions that create lasting behavioural change for corporate and educational institutions.

## Our Differentiator

Independent psychometric validation showing 60% improvement in MBA cohorts, earning "Outstanding & Best Training Program" recognition. We don't just deliver training hours—we deliver transformation with measurable outcomes, sustained by post-programme coaching and proven methodologies.

## Where We Fit

Enterprise capability building, leadership pipeline development, campus-to-corporate transitions, and frontline excellence across industries.

# Why The Sapients



## Measured Impact

- **60% Performance Improvement:** Independent psychometric validation with AIMS MBA students
- **Award Recognition:** "Outstanding & Best Training Program" for demonstrated results
- **Outcome-First Design:** Pre-post assessments with behavioural practice loops for sustained change



## Holistic Methodology

- **Psychology-Informed Approach:** Mental, emotional, and behavioural transformation through evidence-based techniques
- **Activity-Led Learning:** Immersive workshops that practice real-world applications
- **EFT & Advanced Modalities:** Emotional Freedom Techniques and regression therapy where contextually appropriate



## Post-Training Sustainment

- **Comprehensive Support:** Workbooks, coaching sessions, and ongoing behavioural reinforcement
- **Multi-Channel Follow-up:** Email coaching, social platforms, and personal counselling touchpoints
- **Transfer Guarantee:** Design for behaviour transfer with practical tools that stick



## Enterprise-Grade Delivery

- **Cross-Sector Experience:** Proven results across corporates, universities, and government institutions
- **Multi-Level Expertise:** Student placement to C-suite leadership development
- **International Reach:** Programmes delivered in India, US (University of South Florida), and Europe

# Solutions Portfolio

## Corporate Programs

- **Leadership Development:** Leadership, People Management
- **Team Dynamics:** Teamwork, Trust, Collaboration
- **Sales & Negotiation:** Sales Training, Negotiation Mastery
- **Communication Excellence:** Executive Presence, Public Speaking
- **Performance Optimisation:** Goal Setting, Time Management
- **Mindfulness for Business:** Stress Management, Emotional Intelligence

## Campus-to-Corporate Solutions

- **Placement Readiness:** Resume, Interviews, Group Discussion
- **Professional Transformation:** Etiquette, Business Communication
- **Confidence Building:** Personal Branding, Networking

## Faculty & Academic Development

- **Teaching Excellence:** Modern Pedagogy, Student Engagement
- **Academic Leadership:** Department Management, Research Collaboration

## Specialised Programs

- **Entrepreneurship Track:** Ideation to Execution, Pitching
- **Outbound Experiential:** Adventure-Based Team Building, Trust Exercises





# Programme Architecture by Audience



## Student Programs

- **Arts/Science/Commerce:** Life Skills Development, Soft Skills Mastery, Pre-Placement Excellence
- **BPharm/Nursing:** 6-Day "Get-The-Edge" Intensive Program
- **CA/ICWA/CMA:** 5-Day Professional Readiness Bootcamp
- **Engineering/MCA:** Level 1 & Level 2 Technical-Behavioural Integration
- **MBA Programs:** Leadership Acceleration, Strategic Thinking, Executive Presence



## Corporate & Professional Development

- **Management Development Programs (MDPs):** Custom leadership curricula for emerging and senior managers
- **Faculty Development Programs (FDPs):** Academic excellence and institutional leadership
- **Executive Coaching:** One-on-one performance enhancement and strategic guidance

# Signature Topics Portfolio

## Leadership & Teams

- Levels of Leadership Excellence
- Laws of Effective Teamwork
- Leadership Through Adventure Games
- People Management Mastery
- Conflict Resolution & Mediation

## Communication & Influence

- Body Language & Non-Verbal Communication
- Public Speaking & Presentation Excellence
- Active Listening & Emotional Intelligence
- Advanced Negotiation Strategies
- Persuasion Psychology

## Performance & Mindset

- Goal Setting & Achievement Systems
- Time Management & Productivity Hacks
- Re-engineering Thought Processes
- Paradigm Shift for Peak Performance
- Mindfulness & Stress Mastery

## Career Excellence

- Resume Writing & Personal Branding
- Group Discussion Leadership
- Interview Success Strategies
- Sales & Marketing Excellence
- Academic Performance Optimisation

## Emotional Mastery

- Overcoming Negative Emotions
- Emotional Freedom Techniques (EFT)
- Inner Winning & Outer Success
- Confidence & Self-Esteem Building
- Relationship Excellence

# Methodology & Learning Design

## Our Approach

**Immersive & Experiential:** Activity-based learning with psychological depth, ensuring participants practice new behaviours in safe, controlled environments before real-world application.

**Customised Sequencing:** Each programme is tailored to organisational culture, participant demographics, and specific performance outcomes required.

**Evidence-Based Tools:** Integration of proven methodologies including cognitive behavioural techniques, emotional regulation strategies, and advanced therapeutic modalities where appropriate.



01

### Pre-Assessment

Baseline measurement of key behavioural and performance indicators

02

### Intensive Workshops

2-6 day immersive experiences with practical application

03

### Practice Integration

Real-world assignments and behavioural experiments

04

### Post-Assessment

Measured outcomes and improvement validation

05

### Sustained Coaching

90-day follow-up with reinforcement activities

# Impact & Proof



## Flagship Success Story

**AIMS MBA Transformation:** 60% improvement in psychometric assessments following our intensive programme, resulting in "Outstanding & Best Training Program" recognition. Participants demonstrated measurable gains in leadership confidence, emotional intelligence, and professional readiness.

## Notable Engagements



### University of South Florida

International programme delivery demonstrating global capability



### Rajagiri College MoU

Ongoing partnership for faculty and student development programmes



### All Kerala B-School Teachers Training

State-wide academic excellence initiative

## Corporate Sector

Multi-national corporations, emerging businesses, and government institutions across industries

## Educational Institutions

Engineering colleges, management schools, arts & science colleges, professional institutes

## Geographic Reach

Successfully delivered programmes across India, United States, and European markets



# Client Testimonials

## Recent Success Stories

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*"It was an excellent programme. Got to know about many new lifeskills and how to live a better life."*

— **Participant, July 2025**

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*"I attended a 5 days class conducted by Dr. Retish Ambat sir and i was able to learn and understand many things that i didn't know in my present life... I truly recommend this class to every college student."*

— **College Student, January 2025**

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*"This class has been incredibly effective in awakening us internally and bringing positive changes and impact into our lives."*

— **Professional Development Participant, July 2024**

*"Dr. Retish Ambat's holistic self-development training sessions are well-regarded for their engaging and interactive activities... comprehensive approach addresses mental, emotional, and social well-being... highly recommended for personal and professional growth."*

— **Corporate Client, July 2024**

*"My Both Sons... attended two days class... They got a positive energy after that and hope in future they will gear up that energy."*

— **Shabeerdeen K, Parent, May 2024**

*"A Remarkable Learning Experience... led by Dr. Retish Ambat... engaging teaching style... comprehensive materials... highly recommend..."*

— **Aswathy PS, October 2023**

# Leadership Profile



## Dr. Retish Ambat, Chief Trainer & Founder

**Training Philosophy:** Dr. Ambat combines military discipline, medical understanding of human psychology, and corporate acumen to deliver transformational learning experiences. His unique background enables him to address both the tactical and strategic dimensions of human performance.

### Credentials & Expertise

- **Medical Qualification:** MD in Alternative Medicines (AM)
- **Military Leadership:** Former Indian Navy veteran (gazetted officer rank)
- **International Certifications:** Multiple specialised training credentials
- **Corporate Portfolio:** Extensive experience with premier organisations including Tata-AIA, ICICI, LIC, Hindustan Unilever Limited



### Specialisations

- Leadership Development & Executive Coaching
- Emotional Intelligence & Stress Management
- Advanced Therapeutic Modalities (EFT, Regression Therapy)
- Corporate Wellness & Performance Psychology
- International Programme Delivery

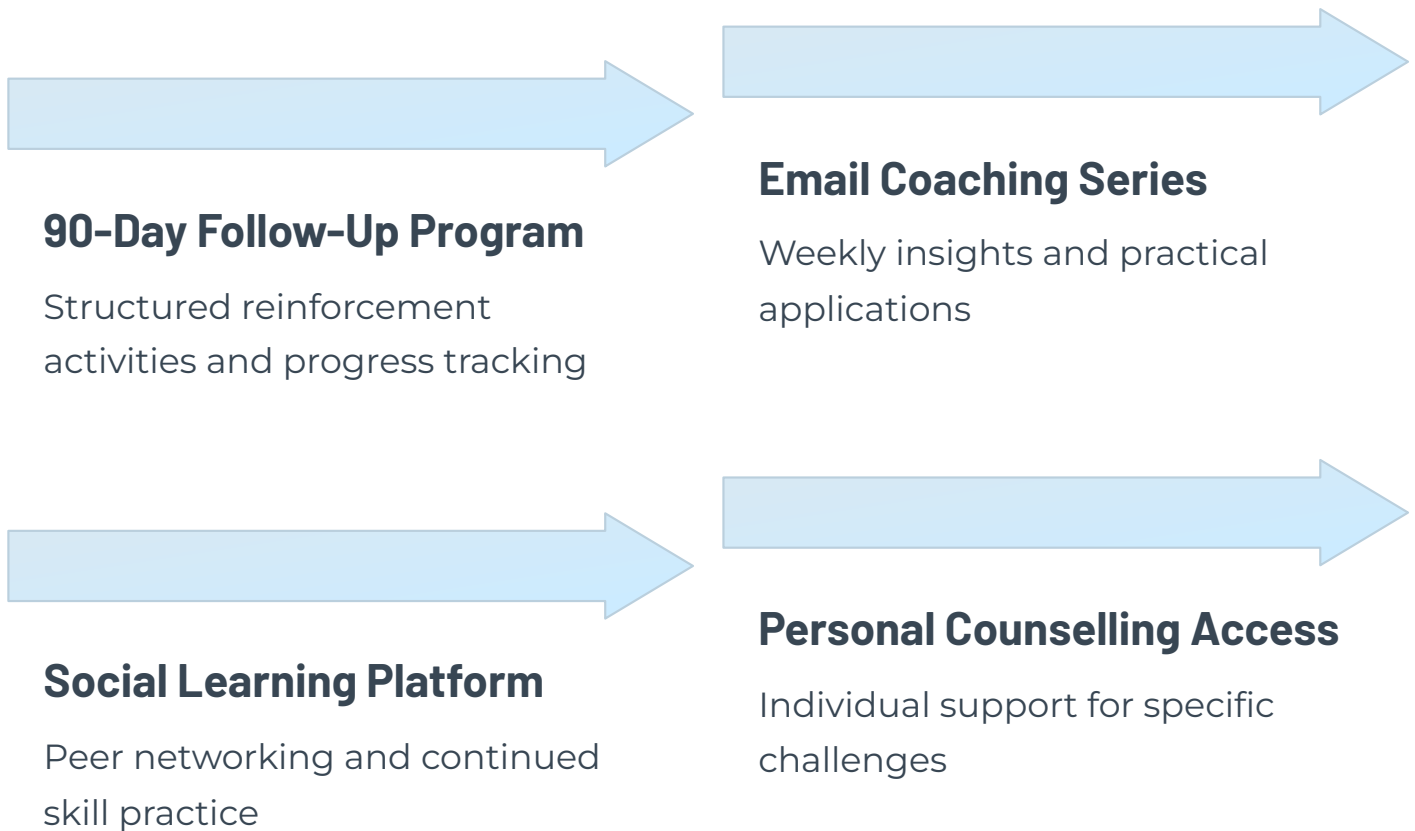
# Implementation Models



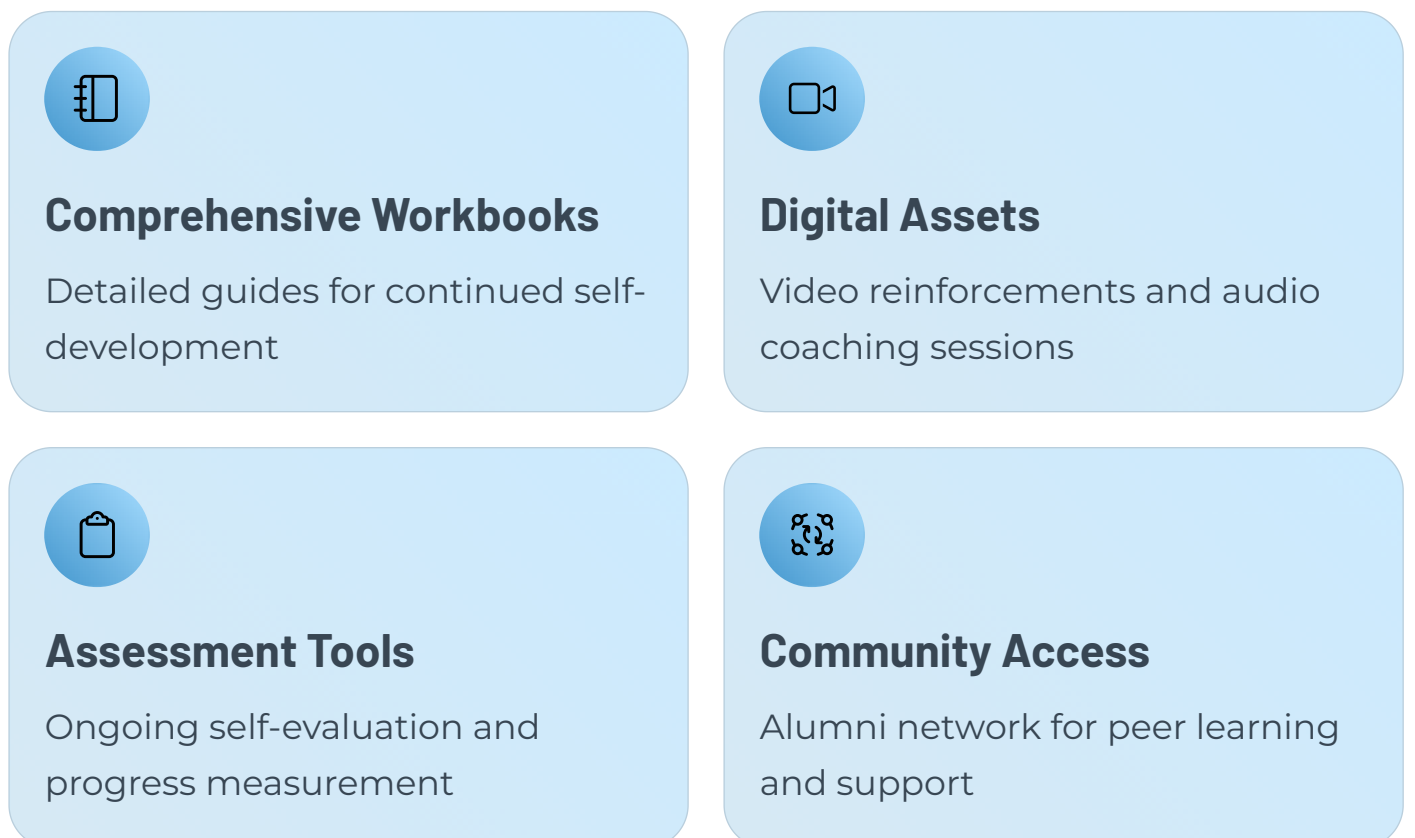
## Geographic Capabilities

<b>India</b> Pan-India delivery with regional customisation		<b>United States</b> Proven track record with American educational institutions
<b>Europe</b> Cross-cultural programme adaptation and delivery		<b>Hybrid Options</b> Virtual and in-person combination programmes

# Post-Training Support Ecosystem



## Resource Library





# Next Steps

## Partnership Process

1

### Discovery Consultation

Understanding your specific organisational challenges and goals

2

### Customised Proposal

Tailored programme design with clear outcomes and metrics

3

### Pilot Program

Small-scale implementation to validate approach and measure initial results

4

### Full Deployment

Organisation-wide rollout with comprehensive support infrastructure

5


### Ongoing Partnership

Sustained relationship for continued capability building



### Investment in Excellence

Programmes are designed to deliver measurable ROI through improved employee performance, reduced turnover, enhanced leadership capability, and stronger organisational culture.



# Contact Information

## **The Sapients - Self Development Training Organisation**

**Headquarters:** Ernakulam, Kerala, India

**International Delivery:** United States,  
Europe, and Asia-Pacific

## **Organisation Contact**

**Website:** [www.thesapients.org](http://www.thesapients.org)

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**Phone:** 9349762539

## **Leadership Contact**

**Dr. Retish Ambat, Chief Trainer**

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# Transform Your Organisation

*Transform your organisation's potential into measurable performance. Partner with The Sapients for training that creates lasting change.*

## Ready to Begin?

Contact us for a comprehensive consultation and customised proposal.

**Start Your Transformation**

[Learn More](#)