

Affenium

Training programs in Problem Solving and Communication

Program overview and options

2020

CONFIDENTIAL

Introduction to Affenium and our training programs

Executive summary

- Affenium is a professional network for alumni of the global top-tier management consulting firms, founded and lead by a group of alumni
- Affenium has developed a comprehensive training program in problem solving and communication, based on the principles applied by the top-tier consulting firms
- Affenium offers the training programs to Affenium members and their organizations, and to select other organizations based on references from Affenium members
- The training programs have been conducted for executives, managers and staff of multiple Scandinavian, European and international companies, with a very high level of success and client satisfaction
- Feedback on both content, execution and business relevance of the training has been overwhelmingly positive. Participants gain analytical and communication skills which are applicable across any line of work and at any level of seniority
- All facilitators are alumni of the top-tier consulting firms and active practitioners of the principles taught in the program. They have extensive experience from both consulting, corporate management roles and executive positions in startups, and have significant teaching experience
- This presentation outlines the concept, contents, facilitator background, participant feedback and pricing details of the problem solving training programs

This introduction

1. Program contents and benefits
2. Learning objectives
3. Core learning principles
4. Program models
5. Program agendas
6. Retention and application of learning
7. Clients served
8. Past participant feedback
9. Past participant testimonials
10. Sample facilitators
11. Models and pricing
12. Backup on Affenium

1. The programs introduce a 5-step problem solving method that yields clear benefits for any professional

The 5-step problem solving methodology

1 Define the problem



2 Structure the problem



3 Prioritize the issues



4 Analyze the issues



5 Synthesize and communicate the solution



And repeat...

Key benefits

- Higher quality of day-to-day thinking and business end products, e.g., project outcomes, management and board meetings, and operational improvements
- Better, clearer and much more actionable communication
- Higher personal efficiency
- Better collaboration within and across departments, with a shared language and framework
- Better collaboration with external partners and clients

2. The programs provide an immediately applicable toolkit, with follow-up sessions to increase stickiness

Key training principles

- Interactive training with focus on dialogue and exercises
- Case-based exercises
- Training at the same level and quality as at the top-tier management consulting firms
- Facilitators are former consultants with senior management experience and deep hands-on experience in problem solving
- Extensive use of real-life examples
- Maximum 16 participants per class

Supporting tools and materials

- Comprehensive course materials (PDF)
- Relevant PowerPoint templates
- Poster sized overview of framework and key principles
- Pocket sized 'tips & tricks' cards

Follow-up sessions (company programs)

- Facilitated follow-up sessions after the initial training days
- Participants get feedback and coaching on their own practical application of the problem solving principles on cases of their own choice

3. The programs are offered as “company-specific” or “open” programs

	Company programs	Open programs
Description	<ul style="list-style-type: none"> Company-hosted program with only internal participants 	<ul style="list-style-type: none"> Affinium-hosted program with participants from multiple companies
Typical audience	<ul style="list-style-type: none"> Companies with sufficient participants to run full program in-house Companies who want to leverage the program as part of talent development programs, for team building, etc. 	<ul style="list-style-type: none"> Companies with only a few participants at a time Companies which want participants to meet and interact with professionals from other companies
Recommended program flow*	<ul style="list-style-type: none"> 3-day course on full methodology 2 follow-up days of coaching and feedback (1-2 months later) 	<ul style="list-style-type: none"> 2-day course on full methodology (accelerated pace) No follow-up days (not practical for open course)
Number of participants	<ul style="list-style-type: none"> No minimum (but at least 6 recommended) Max. 16 	<ul style="list-style-type: none"> Min. 6 to run program, but no minimum per company Max. 16
Logistics	<ul style="list-style-type: none"> Client company organizes venue, lunch etc. 	<ul style="list-style-type: none"> Affinium organizes venue, lunch, etc. (incl. in course fee)

* For “Company courses” other course flows can be designed upon request

4. The problem solving and communication methodology is taught during a 3- or 2-day course

Company programs follow a recommended 3-day course to teach the full methodology

Day 1

09:00 – Introduction & case exercise
12:30

1: Define the problem

Problem definition exercise(s)

12:30 – Lunch & email check
13:30

13:30 – 2: Structure the problem
17:00

Problem structuring exercise(s)

Day 2

09:00 – Intro, re-cap & case exercise
12:30

3: Prioritize the issues

Issue prioritization exercise(s)

12:30 – Lunch & email check
13:30

13:30 – 4: Analyze the issues
17:00

Planning and analysis exercise(s)

Day 3

09:00 – Intro, re-cap & case exercise
12:30

5: Synthesis & communication

Synthesis & comm. exercise(s)

12:30 – Lunch & email check
13:30

13:30 – Exercise(s) continued
17:00

Wrap-up & introduction to follow up sessions

Open programs follow an accelerated 2-day course, in order to make calendar booking easier for participants from multiple companies

09:00 – Introduction & case exercise
12:00

1: Define the problem

2: Structure the problem

Exercise(s)

12:00 – Lunch & email check
13:00

13:00 – 3: Prioritize the issues
17:00

Exercise(s)

09:00 – 4: Analyze the issues
12:30

5: Synthesis & communication

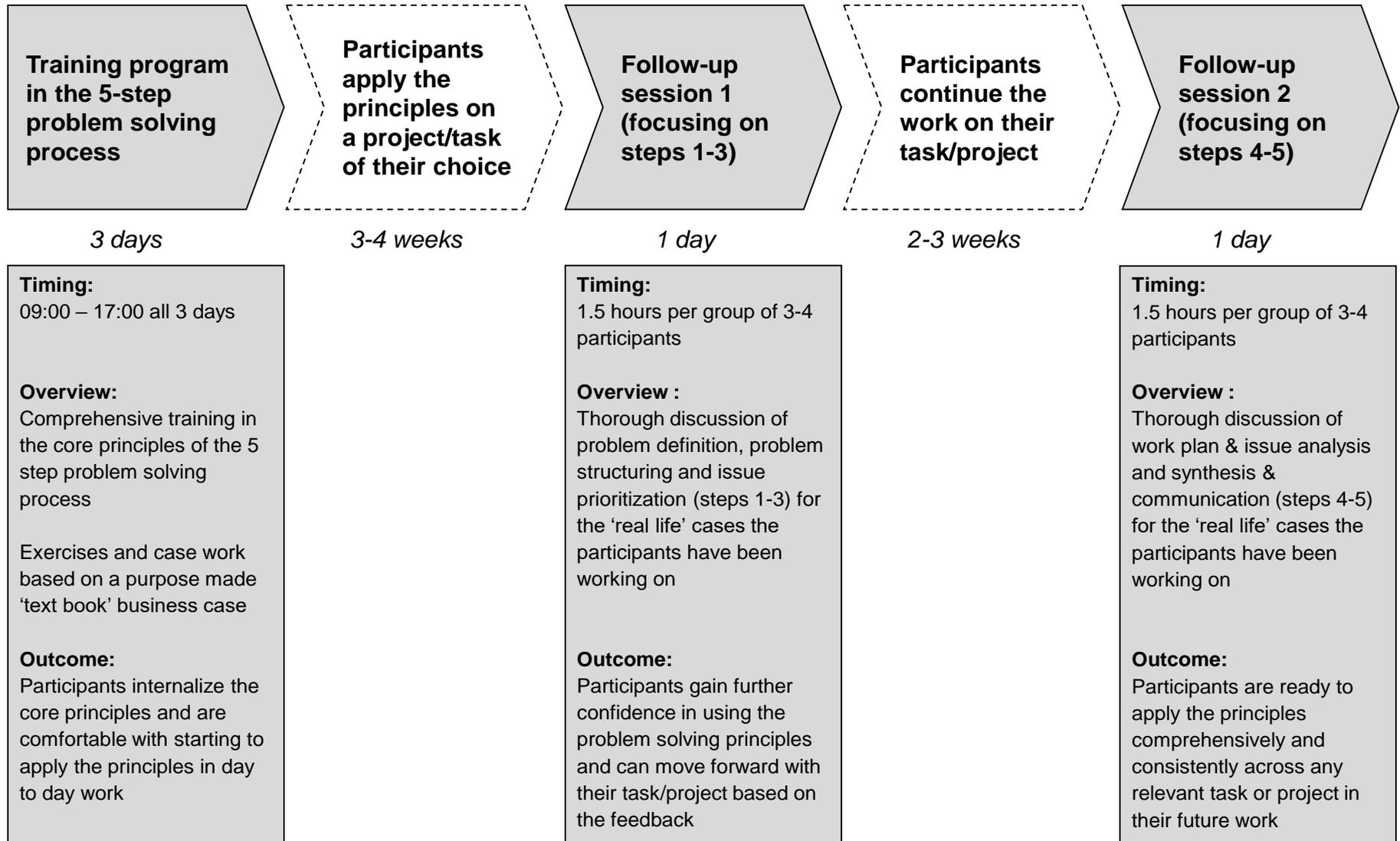
12:30 – Lunch & email check
13:30

13:30 – 5: Synthesis & communication (cont'd)
17:00

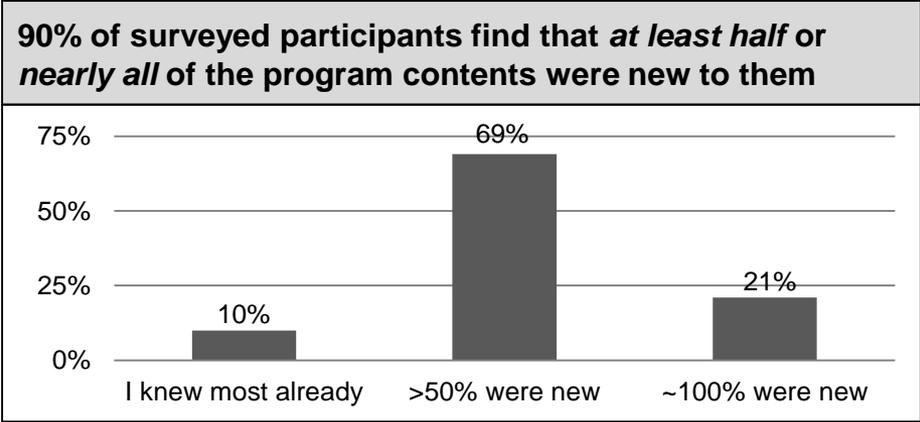
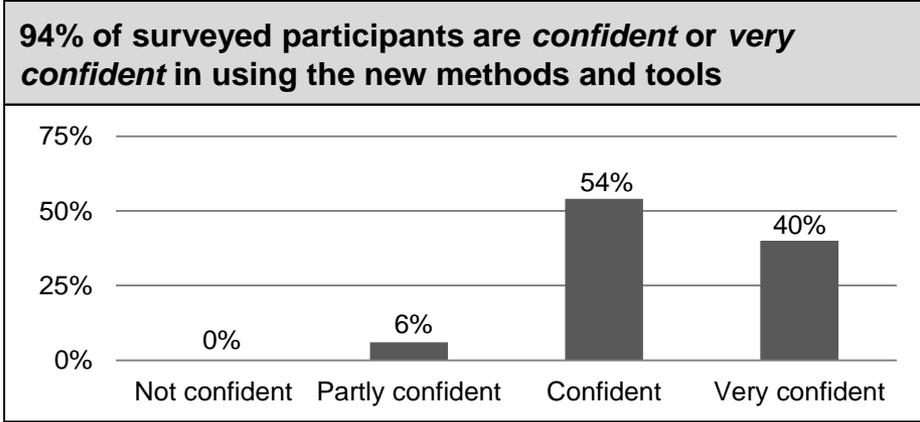
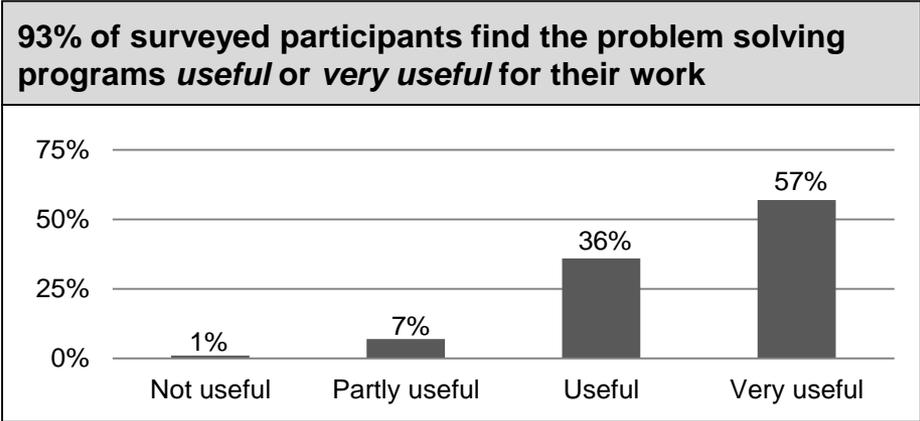
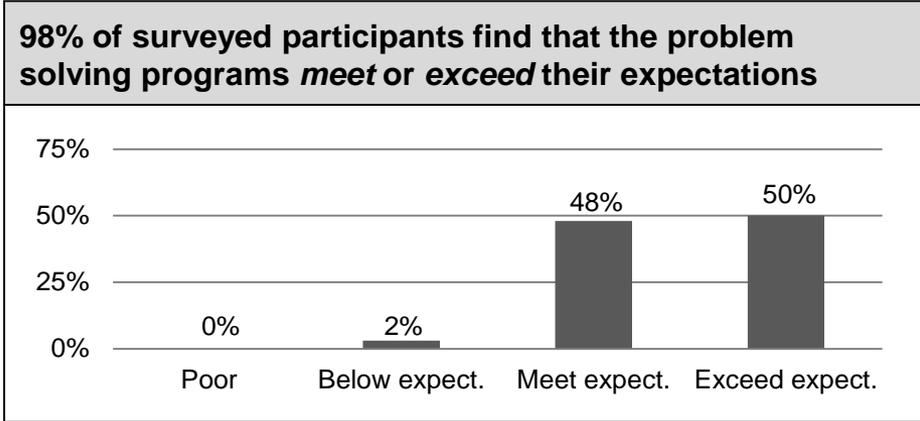
Exercise(s)

Wrap-up

5. “Company programs” have 2 follow-up days to optimize learning and retention



6. Participants say the programs meet or exceed expectations and are highly useful for their work



Source: Surveys among program participants

7. In addition to the survey scores, participants comment very positively on the training programs (1/2)

Overall feedback

"It would be the one course I would consider mandatory for all employees"
*Senior Data Scientist
Global commodities company*

"It has been the most interesting and useful training I have ever had"
*CRM Manager
European FMCG company*

"My overall satisfaction with the training was very high and it definitely exceeded my expectations"
*Performance Mgmt. Specialist
Danish C25 company*

"Overall a super inspirational day full of learning!"
*Senior HR Consultant
Global commodities company*

"Very impressed with the sharpness of the rhetoric. Both in the presentation of the material, the evaluation of the results of the group exercises, but in particular in the argumentation when answering questions from the course participants"
*Assistant to Group CFO
Danish public sector company*

"I wouldn't change anything about the training. It was a very useful tool that can be applied to my work as well as my personal life"
*Account Manager
Consumer goods company*

Business value and applicability

"Really great course, which I can use for years to come in any line of work"
*Director
Danish C25 company*

"The training does not stop after the session, it actually starts and there is a program for it. This is the key to make this successful and will change the way I work. Other courses end after the session and then it is hard to continue to exercise on your own"
*Employee
Danish C25 company*

"The course satisfied me a lot and I will definitely use the tools (problem statement, SCR, prioritization) in my daily work"
*Business Controller
Danish C25 company*

"It has been one of the most powerful and useful trainings I have attended and I feel confident to apply it on daily basis"
*Manager
European FMCG company*

8. In addition to the survey scores, participants comment very positively on the training programs (2/2)

Quality of facilitation

"Facilitator clearly possesses strong teaching skills and is exceptionally fast at understanding people"

*Manager
European energy company*

"The facilitator was excellent at communicating and breaking down complex issues!"

*Senior Business Controller
Danish C25 company*

"Highly qualified facilitator who provided a well organized training"

*CRM Data Analyst
European FMCG company*

Course content

"We covered all the subjects that were relevant – it was all relevant"

*VP of UK Market
Danish C25 company*

"The examples/group exercises really help to understand the complexities and benefits of the approach better"

*E-commerce Manager
Consumer goods company*

"Relevant topics communicated in a good way. Good weighting between review of theory and group work"

*Process Consultant
Danish public sector company*

"It seemed incredibly good that you had the opportunity to work on some relevant issues in groups. You should definitely keep it going forward"

*Senior Consultant
Danish public sector company*

Course structure

"The structure and form (hands-on/group interaction) are perfect"

*CTO
Dutch technology company*

"Keep the group structure with hands-on learning activities. Being able to walk through these concepts with people from other departments/areas and learn what problems they are working to tackle is very insightful"

*Master Data Specialist
Consumer goods company*

"The exercises were really good - both as a variation in the teaching and to clarify that everything is not equal to when the theories are to be used"

*Business Controller
Danish public sector company*

"Rotating the groups was good, as was the balance between theory, activity and time to focus on own problems"

*VP of Human Resources,
Consumer goods company*

9. The facilitators have experience from top-tier consulting, corporate management roles, and startups



Martin Overgaard Jensen

2015-present

Co-Founder and Managing Director at Affenium

- Professional network and service provider for alumni of the top-tier management consulting firms

2010-14

Deputy Director of Operations at Rail Net Denmark

- Deputy Director of Traffic Operations (600 staff) and Head of Traffic Planning (60 staff) at the Danish national railway infrastructure manager

2005-09

Engagement Manager at McKinsey & Company

- Management consultant and project manager on multiple strategy, finance and operations projects across sectors and industries in Europe and the US
- Lead on training courses in problem solving and strategy, both internally in McKinsey and externally for clients
- PhD (Electrical & Computer Engineering), U of Alberta, Canada
- BSc (Applied Physics), Technical University of Denmark
- Sergeant of the Danish Army



Morten Stilling

2018-present

Founder and Owner at SPOT Solutions, Construction Academy, and ICS Security Solutions

- Consulting firms helping clients digitalize and supporting societies protect critical infrastructure against cyberthreats

2014-18

Chief Digitalization Officer at Ørsted

- Progression of roles at offshore wind leader Ørsted, finally serving as CDO, driving digitalization process across build and operate businesses while strengthening cybersecurity systems and practices

2011-14

Senior Category Manager at AP Møller Mærsk Group

- Strategic procurement of technical equipment for oil & gas

2008-10

Management Consultant at McKinsey & Company

- Strategy and change management in high tech and energy
- PhD (Computational Quantum Physics), U of Copenhagen
- MSc (Applied Physics), SDU and DTU, Denmark

10. The programs are designed to fit the needs for both small and large numbers of participants

EUR

Program	Rec. duration (days)	Max. participants	Open programs	Company programs	Effective daily program fee per participant	Cost effectiveness
			Fee per participant	Day rate (regardless of no. of participants)		
Company program	3-day training + 2 follow-up days	16	N/A	7.300	450 (assuming max. participants)	Best for 6 or more participants
Open program	2-day training + no follow-up	16	3.200	N/A	1.300 (assuming 20% discount applied)	Best for 5 or less participants

20% discount if 3 or more from same company join the same open program

Comments and terms

- All fees in EUR excl. VAT (where applicable)