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High Potentials at Blue Star



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FROM THE EDITOR'S DESK

Driving Sustainable
Growth: The Path Forward

Sustainable growth has become a necessity, not just an aspiration, for businesses worldwide, and India is no exception. With the global focus on economic resilience and environmental stewardship, sustainable practices are now integral to long-term success. At InspireOne, we believe that sustainable growth must be rooted in visionary leadership, innovation, and inclusiveness.

Leadership for Sustainability

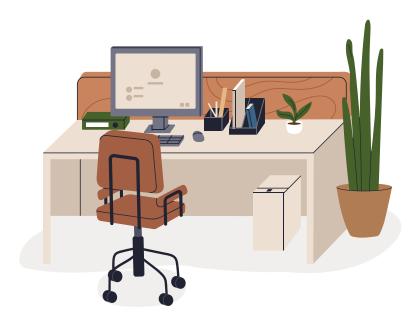
Visionary leadership is a driving force behind sustainable growth. Leaders with a forward-thinking mindset prioritize long-term goals over short-term gains. According to a 2023 report by the World Economic Forum, companies that integrate sustainability into their core strategies achieve 12-15% higher financial performance over a five-year period compared to those that do not. This emphasizes that leaders who focus on sustainable practices are better equipped to navigate disruptions and build resilience.

Innovation: Fueling Sustainable Solutions

Innovation plays a vital role in sustainable growth, not just in product development but in processes and business models. A recent McKinsey study highlighted that companies investing in eco-friendly innovations see a 20% increase in customer loyalty and retention, underscoring the connection between sustainable practices and consumer trust. In India, the government's commitment to fostering green technologies has led to significant advancements, such as a 24% year-on-year increase in renewable energy production from 2022 to 2023.

Diversity and Inclusion: A Growth Multiplier

Diversity, equity, and inclusion (DEI) are pivotal for driving innovation and achieving sustainable growth. According to a 2023 Boston Consulting Group (BCG) report, companies with above-average diversity on their management teams reported 19% higher innovation revenues compared to less diverse counterparts. In the Indian context, embracing DEI







practices can lead to more inclusive growth, which benefits the economy by expanding opportunities and fostering a collaborative business environment.

The Impact of Sustainable Growth

Research by the International Energy Agency (IEA) reveals that India's renewable energy capacity has grown by more than 40% since 2019, placing it among the top nations for renewable energy deployment. This growth supports energy security, reduces greenhouse gas emissions, and bolsters India's commitment to achieving its climate goals. Studies also show that companies with a clear sustainability strategy attract more investors, as 85% of global investors consider ESG (environmental, social, and governance) factors when making investment decisions.

Path Forward

The pursuit of sustainable growth requires continuous effort. It is built on bold leadership, a commitment to innovation, and an inclusive culture that values diverse contributions. InspireOne designs programs that empower leaders to embed these principles, fostering organizations that thrive sustainably.

In this edition of our newsletter, we will further delve into the importance of sustainable growth and how organizations can achieve it. We will also reflect on insights from industry leaders and discuss how a leading organization is building a pipeline of visionary leaders to drive growth. Additionally, we will share news and updates on how InspireOne is charting the route to sustainable growth through recent initiatives, events, and partnerships.



Framework for Sustainable Growth

RISE

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In today's volatile business landscape, the need for organizations to be resilient and adaptable is paramount. Rapid technological advancements, shifting demographics, and pressing climate concerns demand an approach that goes beyond short-term solutions. Our RISE framework provides a structured path for organizations looking to embrace sustainable growth while preparing their leaders to thrive in this complex environment.

The foundation of RISE is the recognition of five transformative forces shaping the future: technological disruption, climate change, demographic shifts, global power rebalancing, and social instability.

Each of these "megatrends" presents unique challenges and opportunities. To navigate them effectively, companies must go beyond adapting—they need a proactive, future-oriented strategy. The RISE framework equips leaders and organizations to do just that, guiding them in fostering innovation, resilience, and inclusivity.

At the heart of RISE is the emphasis on visionary leadership and inclusive growth. In an era where global and local dynamics shift constantly, leaders must prioritize long-term, sustainable practices. Research shows that companies that integrate sustainability into their core strategies tend to outperform financially over time. Visionary leadership fosters resilience, guiding organizations

Scan the QR code to watch our video and learn more about the RISE framework—



through uncertainty with a forward-thinking approach that balances business goals with social responsibility.

Another core aspect of the RISE framework is innovation and customer-centricity. This isn't limited to new products or services but extends to transforming business models and processes to align with evolving customer needs. Today's consumers increasingly favor brands that demonstrate a commitment to environmental and social causes, a trend supported by studies showing a significant boost in customer loyalty for companies investing in sustainable practices. By aligning innovation with customer expectations, organizations not only secure loyalty but also create meaningful impact.

A sustainable future also hinges on diversity, equity, and inclusion (DEI) as a fundamental pillar of growth. Inclusive workplaces are more innovative, driven by diverse perspectives that fuel creative problemsolving. According to recent studies, companies with diverse management teams report significantly higher innovation revenue. In markets like India, which face unique demographic and social challenges, embracing DEI can create more resilient and adaptive organizations. When employees feel





RISE - Our Framework for Sustainable Growth

valued and included, they contribute fully to the organization's mission, enhancing collective performance.

The RISE framework advocates for a strong commitment to environmental, social, and governance (ESG) principles. As environmental issues become central to business strategy, companies that prioritize ESG goals gain a competitive edge. Investors increasingly consider ESG factors in their decisions, seeking out organizations that demonstrate a genuine commitment to sustainable practices. By embedding these values into the organizational core, companies not only meet regulatory requirements but also contribute to broader societal and environmental goals.

The RISE framework's emphasis on future-ready leadership, customer-focused innovation, inclusivity, and ESG commitment offers a holistic approach to organizational resilience. By equipping leaders to embrace these values, RISE ensures that organizations are not only prepared for the future but are positioned to thrive.

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"I think the fundamental role of a leader is to look for ways to shape the decades ahead, not just react to the present, and to help others accept the discomfort of disruptions to the status quo."

Indra Nooyi, Former CEO of PepsiCo

IMPORTANCE OF SUSTAINABILITY IN BUSINESS

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In recent years, sustainability has evolved into a critical component of business strategy and operations. Sustainability is increasingly recognized as a critical component for business growth, influencing various aspects of operations, brand reputation, and market opportunities.

As concerns about environmental and social challenges continue to grow, sustainability offers solutions for organizations to navigate dynamic business landscapes. But what is the importance of sustainability in business? What does it look like in practice and how can businesses embrace and implement it into their core values? In this article, we'll answer these questions as well as highlight the impacts of sustainability in business for future generations.

What Does Sustainability in Business Look Like?

Corporate related sustainability refers to the practice of conducting operations and making decisions through what is known as the three "pillars" of sustainability: Environmental, Social and Governance. It involves achieving a balance between short-term profitability goals and long-term negative impacts on the world outside the business while at the same time ensuring positive organizational performance and growth.

"If you believe that the sustainability of your company is in play, if you believe that you can make a difference in a way that is meaningful to your customers, and your partners, and your shareowners, and your employees, just start the journey. Don't wait for perfection."

CARLY FIORINA
Former CEO- Hewlett-Packard (HP)

Examples of how some businesses might engage in more sustainable practices include:

- Minimizing their environmental footprint by reducing waste and conserving resources.
- Integrating more eco-friendly material in the production or manufacturing processes.
- Ensuring fair labour practices and promoting diversity, equity, and inclusion within the company.
- Generating profits while considering the cost of environmental and social impacts.

Implementing some of these practical sustainability practices into regular business operations helps organizations who are looking to embrace sustainability as a part of their core values and business models be more successful in doing so.

Why is Sustainability Important for Business Growth?

Environmental Responsibility

Sustainable business practices aim to minimize environmental impact by reducing carbon footprints, conserving natural resources, and managing waste effectively. This not only helps in compliance with regulatory requirements but also positions companies as responsible entities in the eyes of consumers and stakeholders.

Social Responsibility

Companies that adopt sustainable practices often focus on social equity and community welfare. This includes fair treatment of employees, support for local communities, and ethical supply chain management. Such practices foster goodwill and trust among consumers, enhancing brand loyalty and customer satisfaction.

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Economic Benefits

Implementing sustainability can lead to significant cost savings through improved efficiency and reduced resource consumption. For instance, companies that invest in energy-efficient technologies often see lower utility bills, which can boost profitability. Additionally, sustainable practices can open access to new markets, as a growing number of consumers prefer to buy from environmentally responsible brands.

Competitive Advantage

Sustainability can serve as a differentiator in the marketplace. Businesses that prioritize sustainable practices are often viewed more favourably by consumers, particularly younger demographics who are willing to pay a premium for sustainable products. This trend can translate into increased market share and customer loyalty.

Long-term Resilience

Sustainability initiatives help companies prepare for future challenges, such as climate change and

Making an Impact for Future Generations

Perhaps the most compelling reason for businesses to embrace sustainability is the profound impact it can have on future generations. The decisions organizations make today will potentially mitigate the negative environmental and social challenges for future generations to face.

resource scarcity. By embedding sustainability into their core strategies, businesses can enhance their resilience against market fluctuations and disruptions, ensuring long-term viability.

Employee Engagement

A commitment to sustainability can improve employee morale and retention. Workers are increasingly seeking employers whose values align with their own, and companies that prioritize sustainability often attract and retain top talent. This can lead to enhanced productivity and innovation within the workforce. In summary, sustainability is not merely a trend but a fundamental aspect of modern business strategy that drives growth, enhances reputation, and contributes to long-term success. By addressing environmental, social, and economic dimensions, businesses can position themselves favourably in an increasingly conscientious marketplace.

Sustainability is not just a passing trend but a fundamental necessity for businesses in the modern world for business strategy and decision-making. This means organizations need the right corporate sustainability professionals with the skills and knowledge required to implement sustainable practices while fostering growth and profitability.

Huthor:

Karan Mohla
General Partner
B Capital



HOW DIVERSITY, EQUITY, AND INCLUSION

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Drive Sustainable Growth

Against the backdrop of the mega changes that the world faces today, driving sustainable growth requires businesses to use every lever that they have, and use these differently for best advantage. To do that, fundamental transformations in how organizations lead, work, and interact with their employees, customers, and communities will be needed.

Is there a proven business case for DEI, built on compelling metrics?

Global research giants McKinsey, Gallup, and Bersin certainly seem to think so – quoting the following metrics:

- Diverse companies are 35% more likely to outperform their industry median
- Inclusive companies see a **10%** to **15%** increase in
- Employees who feel included are 3.5 times more likely to be engaged, leading to improved productivity, customer satisfaction and retention.

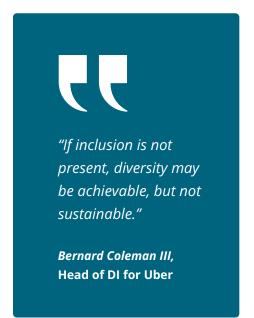
Companies operating in India too have reported, that as a result of their DEI as well as other actions, they have seen increases of between 10-15% in revenue and 10-25% in employee engagement. These organisations include Accenture, Cisco, Google, HUL, IBM, Infosys, Microsoft, Oracle, TCS, Wipro.

Accenture has long prioritized diversity, equity, and inclusion (DEI) as key drivers of its business strategy, aiming to create a workplace where innovation thrives through varied perspectives. The company recognized early on that a diverse workforce was essential for fostering cognitive diversity—a critical element for solving complex problems and driving reinvention in a rapidly changing world. By 2023, women represented 48% of Accenture's global workforce, demonstrating significant progress toward the company's goal of achieving gender parity (for those whose gender is binary) by 2025.

Additionally, 30% of Accenture's managing directors globally were women, reflecting the company's



Time To Do Better



commitment to advancing women into leadership positions. These numbers were not just metrics; they reflected a deliberate strategy to harness diverse perspectives to enhance creativity, innovation, and decision-making within the organization (Environmental and Diversity & Inclusion Metrics, 2023).

As we all know, the devil is in the details, and DEI strategies do now need to be tailored differently.

This is harder to achieve, against a backdrop of incessant change, brought about by changing world orders, continued and massive technological disruption, demographic shifts and social instability, and with employee and customer expectations having changed dramatically.

The framework for implementation may not change, but the discussions would need to. In essence:

- Leadership discussions around what does sustainable business growth mean for their organization
- Which of the **mega trends** would come into play, and need to be planned for
- What therefore are 2-3 **DEI strategies** that would support this deliverable
- Metrics to measure success
- Detailed implementation programs

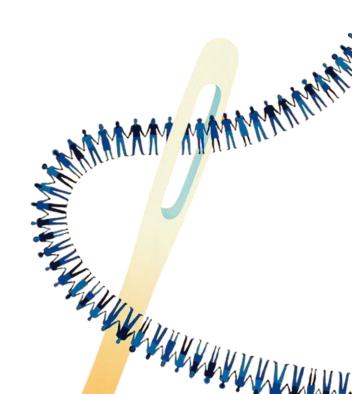
As with all new or re-worked programs, there are always challenges and unintended consequences to watch out for. Some of these can be – creating resentment amongst certain groups that now feel ignored, loss of cultural homogeneity resulting in splintered teams and communication,

DEI initiatives as tick marks without truly evaluating their result on sustainable business growth, the difficulty of capturing meaningful metrics, and the lack of resources to implement with depth.

Driving sustainable growth through DEI requires a deliberate and sustained effort. By understanding the business case, implementing practical strategies, and learning from success stories, organizations can unlock the full potential of their workforce and achieve long-term success.



Jayantika Dave
Director on Board
of Directors
Ingersoll Rand India



Milestone:

25 YEARS

of Inspiring Leaders

Since our founding in 1999, InspireOne has been at the forefront of empowering individuals and businesses through cutting-edge learning and development solutions. Guided by our vision to unlock human potential, we have continuously aligned our strategies to foster growth and transformation in organizations.

At the core of this incredible journey are our visionary founders, **Neeta Mohla** and **Suman Sethi**. Their unwavering dedication to people development and organizational transformation has been the driving force behind InspireOne's success. Their passion and leadership have shaped our growth, sparking innovation in the learning and development landscape.

Last month, we proudly celebrated our

25th anniversary with a special event in Gurgaon.

The evening brought together our valued clients,
partners, and team members who have been
integral to our story. It was a moment of reflection,
gratitude, and excitement as we celebrated the
milestones of the past and looked forward to a
future filled with promise and continued impact.





Neeta Mohla Suman Sethi



Left to right: Deepak Mohla, Himanshu Jani, Jayantika Dave



Left to right: Sumit Sahni, T. D. Chandrashekhar, Shiv Maheshwari



Left to right: Dhruv Prakash, Anjali Singh



Left to right: Deepak Mohla, S. Y. Siddiqui



Left to right: Sumit Sahni, Ronnie Khanna, Sumit Harjani, Jagjit Rana



Rajeev Dubey



Left to right: Ankita, Suhani Bedi, Sumit Harjani, Sumit Sahni



Left to right: Sumati Malhotra, Joshita Tandon



Left to right: Deepak Mohla, Hardeep Singh



Left to right: Pooja Nagpal, Sumati Malhotra



Left to right: *Deepak Mohla, Sumit Sahni, Prakash Nanani*



Left to right: K Mathew Jose, Krushika Mauwalla, Meera Upadhyay, Sharon Coelho



Left to right: Vijay Singh, Sunny Verma, Vineet Aswani



Left to right: Pawan Gadia, Gautam Saraf



Praveen Purohit



Left to right: Rekha Gupta, Arun Gupta, Deepak Mohla

Milestone:

Transforming Leadership in India with

HARVARD BUSINESS PUBLISHING

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We are excited to announce our strategic partnership with Harvard Business Publishing Corporate Learning, an affiliate of the prestigious Harvard Business School. This collaboration brings together two forces committed to empowering organizations across industries with cutting-edge leadership solutions, helping them build robust leadership pipelines for the future.

Through this partnership, we will introduce HBP's world-class digital learning tools to the Indian market, including Harvard ManageMentor® and the HBP Collection. These solutions will enable Indian leaders to develop critical management skills, fostering innovation and success in an increasingly complex and dynamic business environment.

A New Era of Leadership Development

Harvard Business Publishing Corporate Learning has been at the forefront of leadership development for decades, partnering with leading organizations globally. Known for its research-backed resources, HBP offers solutions that combine breakthrough ideas with real-world applications, empowering leaders at every level.

With its people-centric approach, InspireOne has built a strong reputation for transforming organizations through leadership, culture, and organizational development. This partnership with HBP adds another dimension to InspireOne's portfolio, allowing it to provide its clients with access to global expertise and tools tailored for the Indian market.

The collaboration will focus on offering two flagship digital solutions:

- Harvard ManageMentor® A highly regarded platform offering over 40 modules on key management and leadership skills, designed for continuous learning and skill development.
- HBP Collection A comprehensive library of more than 30,000 learning assets, including HBR articles, case studies, podcasts, and videos, available for leaders to access in real time.

These solutions will help organizations create a culture of continuous learning and ensure that their leaders are prepared to navigate challenges, seize opportunities, and drive sustainable growth.





Voices from Leadership



Sumit Sahni, CEO and Partner at InspireOne, shared his excitement about the collaboration:

"We are delighted to partner with HBP to offer their digital learning solutions to organizations in India. Through this partnership, we will be able to offer solutions like Harvard ManageMentor and HBP Collection to not only select large Indian organizations but also to MSMEs, startups and contribute effectively to building an ecosystem of future ready leaders in the country. Now, every organization in India can aspire to connect their leaders with expertise from HBP!"

Vinay Hebbar, Executive Vice President, Corporate Learning and International Markets, emphasized the importance of the partnership:



"At Harvard Business Publishing Corporate Learning, we serve our clients as enterprise-wide leadership development partners, helping address a range of business challenges. Our solutions combine deep expertise, scale and contextualization to drive tangible, lasting and measurable impact. India is a key growth market for us, and our partnership with InspireOne Consultants as a distribution partner represents a crucial step in deepening our reach in India."



Deepak Mohla, Chairman and MD of InspireOne, noted the significance of this milestone:

Sumit Harjani, Managing Director – India and Regional Head – Corporate Learning APAC at HBP, added:



"InspireOne has been bringing leading global expertise and knowledge in Corporate Education to the Indian corporate sector. It is fitting that, in our 25th year, we proudly partner with HBP to bring their aspirational brand of Leadership Development solutions within easy reach and use of all executives and organizations. We believe that when knowledge is connected with people, it creates immense value!"

"We are pleased to extend our suite of leadership development solutions, like Harvard ManageMentor and the HBP Collection, to a wider spectrum of Indian organizations through this partnership with InspireOne as our distribution partner, even as our own team continues to directly serve the largest Indian enterprises and MNC clients. By offering these world-class resources, we deliver leadership development at scale, equipping leaders to navigate complexity and drive sustained success."





This collaboration reflects both organizations' commitment to delivering measurable impact and meaningful outcomes. With InspireOne as a trusted distribution partner, HBP's renowned solutions will now be within reach of organizations across industries, helping them build leadership pipelines that can drive sustainable growth and success.

Maximizing

ROI in Training

InspireOne's Strategic Approach

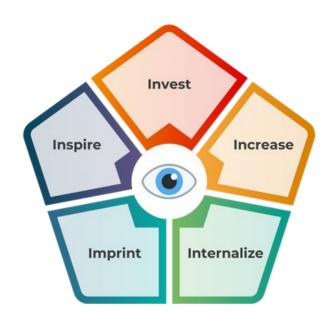
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As organizations seek to enhance employee performance and drive growth, InspireOne introduces an innovative ROI framework that redefines how training impact is measured. With a structured focus on both immediate and long-term outcomes, our model helps businesses realize the tangible and strategic value of their training investments.

InspireOne's **5-EYES ROI methodology** guides organizations through five pivotal stages: *Inspire, Imprint, Internalize, Increase,* and *Invest*. This structured approach captures the emotional and cognitive engagement of employees, aligns their skills with job performance, and ultimately ties these

outcomes to financial returns. Each stage provides unique insights—from motivation and knowledge retention to behavioral shifts that foster productivity and efficiency.

Our methodology not only underscores the importance of learning but also emphasizes the financial impact of training, helping organizations connect the dots between employee growth and organizational success. With clear metrics at each stage, InspireOne's approach ensures that training investments are optimized to yield measurable and lasting benefits.



5-EYES ROI METHODOLOGY



"Price is what you pay, value is what you get."

Warren Buffett
American businessman,
investor, and philanthropist

Scan the QR code to learn more about the 5-EYES ROI model—



DEVELOPING HIGH POTENTIALS AT



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A Leadership Success Story

Blue Star, a leader in air conditioning and commercial refrigeration, is known for delivering innovative, energy-efficient solutions. With a robust legacy, Blue Star has always been committed to ensuring comfort and reliability for both homes and businesses. However, like many established organizations, Blue Star faced the challenge of leadership continuity when key leaders either retired or left the company. To mitigate this risk and ensure a smooth transition in leadership roles, the organization recognized the urgent need to strengthen its succession planning and develop a solid talent pipeline.

The Challenge

The primary challenge for Blue Star was ensuring that future leadership roles were filled seamlessly. With a growing concern about leadership vacancies and the potential disruption they could cause, the company needed a solution that not only identified high-potential employees but also accelerated their leadership development. The focus was to proactively prepare successors to step into critical roles and lead with confidence.

The Solution

Blue Star partnered with InspireOne, leveraging their expertise in leadership development to design a comprehensive program tailored to the company's needs. The process was divided into two key phases: the Assessment Centre and the Development Centre.

Phase 1: Assessment Centre The initial phase involved identifying leaders with a minimum two-year tenure who demonstrated outstanding effectiveness. From a pool of 133 recommended employees, 100 potential leaders were shortlisted. These individuals underwent a nature assessment called "Leadership Perspectives,"

which helped narrow the group to 70 participants. Finally, InspireOne's Behavioral Event Interviews (BEIs) evaluated these participants, identifying the top 25 high-potential employees for further development.

It was an amazing experience going through the training. It

Participant Voice

team development.

will definitely help me to

improve my working style and



Phase 2: Development Centre In this phase, InspireOne designed a comprehensive development journey for the 25 high potentials. Key elements included:

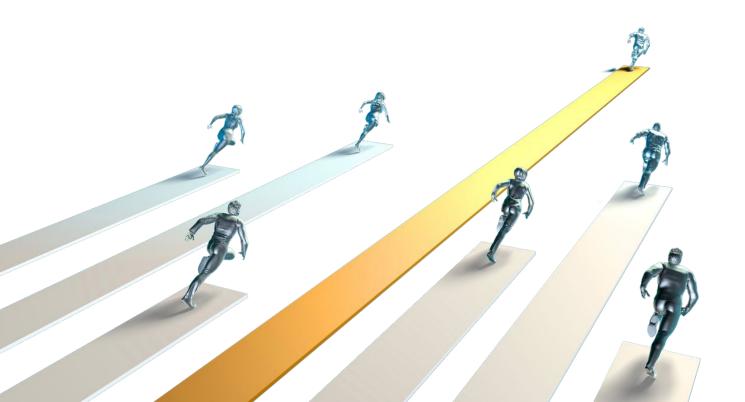
- Personalized Feedback on BEIs: Each participant received detailed feedback, offering insights into their strengths and areas for growth.
- Group Learning Workshops: The workshops covered essential leadership themes such as customer centricity, strategic thinking, delegation, and fostering collaboration.
- Action Learning Projects (ALPs): Individualized projects allowed leaders to apply their newly acquired skills in real-world scenarios.
- Group Coaching Sessions: Small-group coaching facilitated peer learning and support.
- External Leader Sessions: Participants engaged with external business leaders, gaining fresh perspectives and valuable insights from diverse industries.
- Gamified Learning: The Master-O® app provided a fun and engaging way to reinforce learning concepts through gamification.

Impact and Achievements

The program yielded impressive results. There was a 59% increase in participants' scores on Blue Star's core competencies, and significant improvements were observed in key leadership behaviors such as gathering intelligence, accelerating innovation, improving performance, and fostering collaboration. Moreover, the action learning projects had a tangible business impact, enhancing operational efficiency and customer experience.

Participants reported positive feedback, highlighting the shift in their approach from individual performance to organization-building. They expressed increased confidence in their leadership abilities, greater big-picture thinking, and a renewed growth mindset.

Through this partnership with InspireOne, Blue Star has successfully strengthened its leadership pipeline, ensuring that its future leaders are well-equipped to drive the company's continued success.



Latest in Leadership Development



Development Program for Frontline Leaders



Accelerated Journey into Senior Leadership and Coaching



First Time Managers Program



High Potential Leadership Development



People and Business Management



Developing Women Leaders



New Manager Development Program



Psychological Safety at Workplace



High Potential Leadership Development



New Manager Development Program



Leadership Development Program



Developing Women Leaders

About InspireOne

We are India's leading consulting firm offering organizational and leadership development solutions. With over two decades of experience in the consulting domain, we help organizations convert their people and organizational capabilities into corporate value.

Our solutions are developed on the global and researched know-how of our partners - **Tack TMI**. We are partners to **Harvard Business Publishing Corporate Learning** to bring their flagship digital learning solutions to clients across India.





Our leadership development initiatives are the recipients of multiple awards from the Brandon Hall Group













Latest in Leadership Development Programs

Creating a Psychologically Safe Workplace

Psychological safety in the workplace is essential for fostering innovation, team performance, employee engagement, learning, and overall well-being. It enables employees to truly engage, voice opinions, and learn from failures without the fear of negative consequences.

This program is grounded in Amy Edmondson's research and merged with InspireOne's time-tested content. The program is based on InspireOne's "Embracing V.O.I.C.E.S" model of psychological safety.













SHINE - She Inspires

InspireOne's Approach on Developing Women to Shine in Leadership Roles

Over the last 25 years, InspireOne has helped several organizations to advance in the mission of inclusion & diversity. One of the areas, we have been helping organizations is to develop women leaders – by redefining traditional roles, breaking through barriers, and advocating for equality within corporate landscapes.

Our Women Leadership Development program – **SHINE** – has been developed based on exhaustive research conducted by **IBM Kenexa** in partnership with leading global business schools.

Some of the key learning themes within the journey include – Managing Emotions, Developing a Positive Internal Script, Building a Personal Brand, Executive Presence, Networking, Influencing Stakeholders and Managing Change.



Thank you for the incredible journey you have offered to some of our amazing women and for being learning partners in the true sense.

Participant Voice

IGNite

Inspire, Guide, Nourish to Unlock Team Potential

Managers today are struggling with the paradox of being more empathetic but also need to drive performance. In short, organizations need great people managers who are able to seamlessly lead in this context. They need to *ignite* talent and inspire them to unlock their potential.

IGNite is a **Brandon Hall award winning program** which equips your middle managers with most critical people leadership skills so that they can perform their role effectively. Our program has been created basis more than 25 years of practical experience and research in helping organizations develop better people managers.









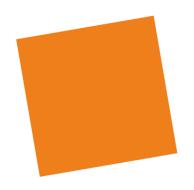


















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