

# Purple Star Consulting Training School

## 2026 Training Brochure



# Who We Are

Purple Star Consulting Limited is a leading indigenous business and management consulting firm based in Lagos, Nigeria. We partner with public and private sector organisations to deliver practical, strategic solutions that enhance organisational performance, strengthen capacity, and support sustainable growth.

We recognise that success in today's competitive environment depends on clarity of vision, effective strategy, and well-aligned human capital. Our expertise spans human resources, organisational development, strategy, and advisory services, enabling clients to build the right frameworks, people, and processes to thrive.

## Vision

Our vision is to be the foremost facilitator of a world class integrated business advisory service.

## Mission

Our mission is to provide business intelligence solutions through committed and credible professionals, leveraging on technology, thereby adding value, and improving the quality of organisational strategy, people, process and performance.

## Core Service Areas



# Purple Star Consulting Training School

Purple Star Consulting Training School delivers learning experiences designed to elevate individual performance and organisational capability. We partner with businesses and professionals to unlock potential through targeted, practical, and impactful learning solutions.

## 01 Bespoke Corporate Training

Custom-designed training programmes tailored to client specifications, business priorities, and organisational context, ensuring relevance, impact, and measurable outcomes.



## 02 Open Classes

Structured learning programmes open to individuals and teams seeking to build skills in sales, customer service, leadership, relationship management, and business effectiveness



## 03 Skill Gap Analysis

Targeted assessments to identify capability gaps and inform the design of focused, results-driven training interventions.



## 04 Specialist Academies and HCDIs

We collaborate with organisations to design and deliver structured academies and human capital development initiatives that build critical capabilities, strengthen performance, and support long-term talent development.



As corporate members of the Centre for Management Development (CMD) and the Oil & Gas Trainers Association of Nigeria (OGTAN), our programmes align with recognised professional standards and best practices in learning and development.

# Why Choose Us

## Commitment to Building High-Performing Local Teams

We are passionate about supporting indigenous and Nigeria-based organisations to build capable, confident teams that deliver results in real work environments.



01

### Deep Understanding of the Nigerian Business Environment

We are an indigenous consulting firm built within the Nigerian business ecosystem. This gives us first-hand understanding of the realities, constraints, and opportunities that shape how teams perform in Nigeria.



02

### Experienced and Context-Aware Faculty

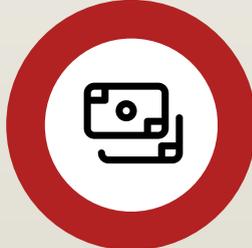
Our facilitators combine technical expertise with practical industry experience, enabling them to translate learning into actionable, job-relevant outcomes.



03

## Partnership-Driven Approach

We work closely with our clients to co-develop solutions that align with business priorities, organisational culture, and performance expectations.



04

### Learning Experiences, Not Just Training Programmes

We design immersive learning experiences that integrate real-life practice, feedback, reflection, and engagement ensuring learning is practical, impactful, and sustainable.



05

# Our Training Philosophy

Our training philosophy is informed by a clear understanding of how adults learn—through relevance, experience, and practical application. We design learning experiences that recognise individual and organisational contexts, encourage engagement, and support sustained performance improvement.

## 1 Dynamic Learning Ecosystem

Our training solutions are designed to recognise individual and organisational uniqueness, supporting learning and growth at every level.



## 2 Pragmatic Approach

Our programmes focus on real-world scenarios, enabling participants to apply learning immediately in their work context.



## 3 Diverse Learning Modalities

We deliver training through a range of formats to accommodate different learning preferences and needs.



## 4 Ethical Engagement

Integrity, transparency, and respect guide every engagement and interaction.



## 5 Long-term Partnership

We prioritise long-term partnerships, providing ongoing support and guidance throughout our clients' growth and development journeys.



# Our Training Methodology

1

## Clarify Objectives and Needs

This phase involves understanding the business context, identifying learning needs, clarifying expected outcomes, and aligning training interventions with organisational priorities.

2

## Defining Training Solution

This stage involves designing a targeted training solution based on identified learning needs, selecting appropriate learning approaches, structuring relevant content, and determining effective delivery methods to close performance gaps and ensure impact.

3

## Learning Development and Readiness

This stage focuses on developing participant and facilitator materials, ensuring all learning assets are reviewed, validated, and formally approved to guarantee quality, accuracy, and readiness for delivery.

4

## Implementation and Delivery

We deliver approved training programmes through experienced subject matter facilitators, managing end-to-end implementation. This includes coordinating delivery, overseeing facilitators, and handling all course administration—from pre-programme communication to post-training feedback and analysis.

5

## Evaluation

Evaluation runs through the entire learning process—from pre-assessments to measure baseline capability, to in-course assessments and post-training follow-ups that evaluate learning, application, and performance impact

# Capability Areas



## Business Essentials and Entrepreneurship

Target: Business Development Professionals, Sales and Marketing Professionals, Relationship Managers, Customer Service Professionals, Business Leaders and Entrepreneurs

01



## Human Resource Trainings

Target: Human Resources Professionals, Chief of Staff, Business Leaders

02



## Soft Skills

Target: Skilled and Unskilled Professionals, Business Leaders and Entrepreneurs

03



## Leadership and Management Trainings

Target: Team Leads, Department Heads, C-Suite Professionals, Business Leaders and Entrepreneurs

04

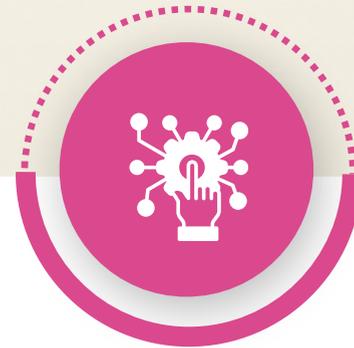
# Capability Areas../2



## Finance Trainings

Target: Finance Professional, Business Leaders, Operations Managers, Payroll Officers, Senior Executives

05



## Digital and Tech Skills

Target: Skilled and Unskilled Professionals, Business Leaders and Entrepreneurs

06



## Risk, Credit and Compliance Training

Target: Banks and other financial institutions, Insurance, Cooperatives and Credit Unions, Non-Financial Cooperate Organisation, Public Sector, NGOs and Donor-Funded Organisations

07



## Flagships and Career Transitioning Track

Target: Newbies, Professionals transitioning to another career path, reskilling professionals

08



# 2026 Open Class Training Calendar

PurpleStar  
Consulting Limited

# Business Essentials and Entrepreneurship

18-19 May  
7-8 Sept

## Prospecting, Closing & Growth

- Identify and qualify high-potential prospects using structured prospecting methods
- Apply persuasive closing techniques to convert opportunities into revenue
- Develop growth strategies to expand existing client accounts

23-25 Mar  
10-12 Aug

## Strategic Relationship & Key Accounts

- Map and manage key stakeholders within strategic accounts
- Develop account growth plans aligned to client business objectives
- Strengthen long-term partnerships to drive retention and revenue expansion

8 May  
18 Sept

## Persuasion and Negotiation

- Apply structured negotiation frameworks in high-stakes conversations
- Use persuasive communication techniques to influence outcomes
- Manage objections and reach mutually beneficial agreements

15-16 Jun  
8-9 Dec

## Strategic Planning & Decision-Making

- Translate organisational goals into actionable strategic plans
- Apply analytical tools to evaluate business options and trade-offs
- Make data-informed decisions under uncertainty

9-10 Mar  
5-6 Nov

## Customer Experience & Loyalty

- Map customer journeys to identify service gaps and improvement areas
- Design experience strategies that improve satisfaction and retention
- Implement loyalty initiatives that drive repeat business and advocacy

21-22 May  
6-7 Oct

## Startup Launchpad (Idea → MVP)

- Validate business ideas using structured market testing methods
- Develop a minimum viable product (MVP) aligned to customer needs
- Create an actionable launch roadmap for early traction

22-23 Jun  
10-11 Dec

## Freelancing Mastery (Branding, Pricing and Pitching)

- Position and brand their expertise for target markets
- Develop pricing models aligned to value and market demand
- Craft compelling pitches that win freelance engagements

4 May  
2 Nov

## Digital Portfolio & LinkedIn Branding

- Build a professional digital portfolio showcasing skills and impact
- Optimise LinkedIn profiles for visibility and opportunity
- Use content strategy to attract recruiters, clients, or collaborators

# Human Resources Trainings

16-17 Mar  
3-4 Aug

## Legal Essentials for HR Professional

- Apply labour laws and regulatory requirements to HR policies and decisions
- Identify legal risks in recruitment, discipline, and termination processes
- Recommend compliant HR practices that reduce organisational exposure

6-7 Jul  
16-17 Nov

## HR Metrics and People Analytics

- Identify and track key HR metrics aligned to business objectives
- Interpret workforce data to inform talent and performance decisions
- Present people analytics insights to support strategic leadership discussions

18-19 Mar  
23-24 Jul

## Performance Management Systems

- Design and implement structured performance management frameworks
- Align individual KPIs to organisational strategy and goals
- Apply feedback and appraisal tools to drive performance improvement

5 Jun  
4 Dec

## Culture, Conduct and Values Alignment

- Assess organisational culture gaps and behavioural risks
- Align policies and leadership behaviours to core values
- Implement conduct frameworks that strengthen ethical standards

23-24 Apr  
14-15 Sept

## HR Foundations: Org Design & Integration

- Analyse organisational structures for efficiency and role clarity
- Design reporting lines aligned to strategy and operational needs
- Support integration processes during restructuring or growth

7-8 May  
20-21 Aug

## Driving Organisational Transformation

- Diagnose change readiness and organisational barriers
- Develop structured transformation roadmaps
- Lead change initiatives that improve adoption and performance outcomes

28 Apr  
31 Aug

## Building High-Performance Teams (TA)

- Apply talent acquisition strategies aligned to workforce planning needs
- Assess candidates using competency-based selection methods
- Build cohesive teams that drive measurable performance outcomes

27 Apr  
28 Aug

## Advancing Diversity, Equity and Inclusion

- Assess diversity gaps across recruitment, promotion, and retention
- Design inclusive policies and practices that reduce bias
- Implement DEI initiatives aligned to organisational strategy

# Soft Skills Training

12-13 Mar  
25-26 Jun

## Effective Communication & Professional Presence

- Communicate ideas clearly and confidently in professional settings
- Adapt communication style to different stakeholders and situations
- Project executive presence in meetings, presentations, and client interactions

6 Mar  
21 Sept

## Emotional Intelligence & Empathy at Work

- Recognise and regulate emotions in high-pressure situations
- Apply empathy to strengthen workplace relationships
- Manage conflict and difficult conversations constructively

1-2 Jun  
13-14 Aug

## Critical Thinking & Problem-Solving for Professionals

- Analyse complex issues using structured problem-solving frameworks
- Evaluate data and assumptions to make sound decisions
- Develop practical, evidence-based solutions to workplace challenges

20-21 Apr  
29-30 Oct

## Adaptability & Resilience in the Modern Workplace

- Respond effectively to change and uncertainty
- Maintain performance under pressure
- Apply resilience strategies to sustain productivity and wellbeing

27-28 July  
1-2 Dec

## Leadership Presence and Influence

- Communicate vision and direction with clarity and confidence
- Influence stakeholders without relying on formal authority
- Build credibility and trust across teams and leadership levels

15 May  
11 Dec

## Team Collaboration & Cross-Functional Effectiveness

- Align team goals across departments and functions
- Improve collaboration through structured communication practices
- Resolve cross-functional conflicts to drive collective performance

29-30 Apr  
8-9 Oct

## Persuasion and Negotiation Mastery

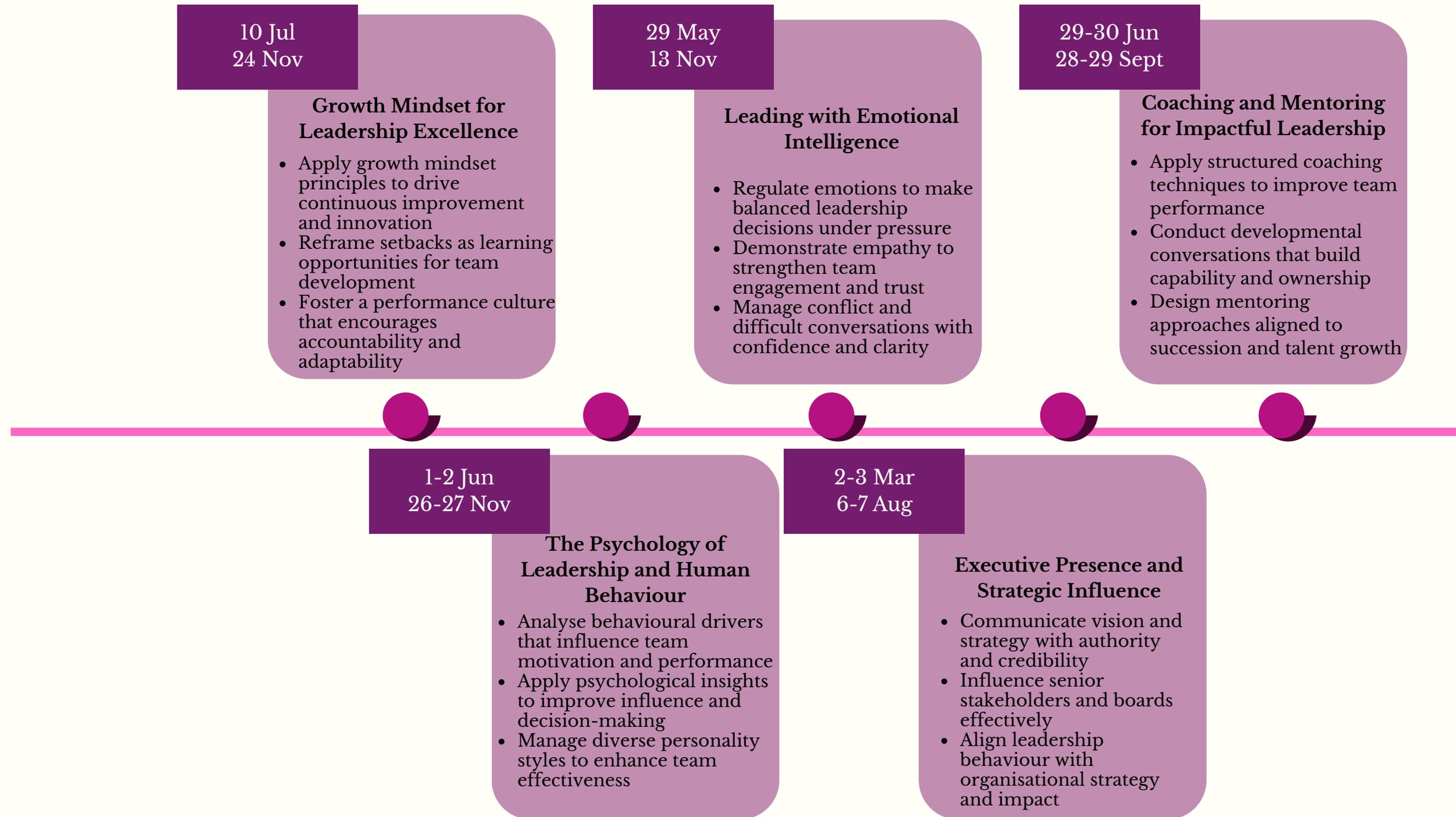
- Apply structured negotiation techniques in high-stakes discussions
- Influence outcomes using persuasive communication strategies
- Manage objections and secure mutually beneficial agreements

10 Jul  
23 Nov

## Creativity & Innovation Skills

- Apply creative thinking techniques to generate new ideas
- Evaluate and refine ideas for business feasibility
- Translate innovation concepts into actionable initiatives

# Leadership and Management Trainings



# Leadership and Management Trainings../2

30-31 Mar  
10-11 Sept

## Strategic Thinking and Decision-Making for Leaders

- Translate organisational vision into actionable strategic priorities
- Evaluate complex business options using structured decision frameworks
- Make high-impact decisions under uncertainty and risk

1-2 Apr  
15-16 Oct

## Change Management in a Disruptive Economy

- Diagnose organisational readiness for change
- Design structured change roadmaps aligned to business goals
- Lead teams through resistance and uncertainty effectively

18-19 Jun  
14-15 Dec

## Strategic Communication and Stakeholder Management

- Develop stakeholder engagement strategies aligned to organisational objectives
- Communicate strategic priorities clearly across diverse audiences
- Manage stakeholder expectations during change or high-risk initiatives

28 Apr  
5 Oct

## Conflict Management and Mediation for Leaders

- Diagnose root causes of workplace conflict
- Apply structured mediation techniques to resolve disputes
- Restore trust and collaboration within teams and departments

4 Jun  
7 Dec

## Integrating Environmental, Social and Governance (ESG) into Leadership Strategy

- Identify ESG risks and opportunities relevant to their organisation
- Align ESG initiatives with business strategy and regulatory expectations
- Develop measurable ESG action plans to drive sustainable performance

# Finance Trainings

7-10 Apr  
17-20 Aig

## Finance for Non-Finance Managers

- Interpret financial statements to support operational and strategic decisions
- Evaluate cost structures, profitability drivers, and financial performance
- Use financial insights to improve budgeting, pricing, and resource allocation

8-10 Apr  
21-23 Sept

## Financial Modeling & Analysis

- Build structured financial models for forecasting and decision analysis
- Analyse financial scenarios to assess risk and return implications
- Translate model outputs into actionable business recommendations

30-31 Jul  
19-20 Nov

## Budgeting & Forecasting

- Develop realistic budgets aligned to organisational strategy
- Apply forecasting techniques to predict revenue and cost trends
- Monitor budget performance and recommend corrective actions

25-26 May  
23-24 Nov

## Taxation & Compliance

- Identify key tax obligations applicable to their organisation
- Apply tax compliance requirements to reduce regulatory exposure
- Recommend practical strategies for managing tax risk and reporting

3-5 Jun  
18-20 Nov

## Corporate Finance & Strategy

- Evaluate investment and financing decisions using financial analysis tools
- Assess capital structure and funding options aligned to strategy
- Integrate financial insights into long-term business planning

# Risk, Credit and Compliance Trainings

16-17 Apr  
23-24 Sept

## Credit Risk Management Fundamentals

- Assess and categorise credit risk exposures within their portfolio
- Interpret key credit risk indicators to support lending decisions
- Recommend practical risk mitigation and monitoring strategies

11-12 May  
12-13 Oct

## Credit Evaluation & Approval Process

- Evaluate borrower creditworthiness using financial and qualitative analysis
- Structure credit facilities aligned to risk profile and repayment capacity
- Prepare and defend sound credit recommendations within governance frameworks

8-9 Jun  
19-20 Oct

## Financial Statement Analysis for Credit & Risk Professionals

- Analyse financial statements to determine business performance and risk exposure
- Interpret key financial ratios to assess liquidity, leverage, and profitability risks
- Integrate financial analysis into credit approval and risk decisions

13-14 Apr  
26-27 Oct

## Enterprise Risk Management & Institutional Resilience

- Identify and prioritise enterprise risks aligned to organisational strategy
- Apply risk assessment and stress testing techniques
- Recommend resilience measures to strengthen operational continuity

13-14 Jul  
9-10 Nov

## Digital Risk Management & Fintech Integration

- Identify digital, cyber, and fintech-related risk exposures
- Evaluate regulatory and governance implications of digital operations
- Recommend controls to enhance digital risk resilience

# Digital and Tech Skills

2-3 July  
24-25 Nov

## Data Literacy for Business Decision-Making

- Interpret data dashboards and reports to support business decisions
- Identify data quality issues and risks affecting analysis outcomes
- Translate data insights into actionable recommendations

5-7 May  
1-3 Sept

## Introduction to Excel for Data Analytics

- Apply Excel functions, pivot tables, and charts to analyse business data
- Interpret trends and patterns to support operational decisions
- Build simple data reports for performance tracking and management review

22 Apr  
4 Sept

## AI for Non-Tech Professionals

- Explain core AI concepts and their relevance to business operations
- Identify practical AI use cases within their functional area
- Evaluate AI-related risks, ethics, and governance considerations

10-11 Jun  
22-23 Oct

## Generative AI for Business Applications

- Use generative AI tools to improve productivity and content development
- Design effective prompts for business tasks and workflow automation
- Assess risks related to data privacy, accuracy, and compliance when using AI

5 May  
30 Sept

## Cybersecurity Awareness for Employees

- Identify common cyber threats such as phishing, malware, and social engineering
- Apply safe digital practices to protect organisational data
- Respond appropriately to suspected cybersecurity incidents

7 Apr  
4 Sept

## Secure Remote Work and Data Protection

- Apply secure practices when accessing organisational systems remotely
- Protect sensitive data using approved security protocols
- Identify and mitigate risks associated with remote collaboration tools

# Flagship and Career Transitioning Tracks

Weekdays -  
5 Days  
Weekend-  
4 Saturdays

22-26 Jun  
1,8,15&22 Aug

## Data Literacy for Business Decision-Making

- Apply data, AI, and cybersecurity principles to improve decision-making and productivity
- Identify digital risks and implement responsible technology practices in their roles
- Integrate AI tools into workflows while managing governance and compliance risks

Weekdays -  
5 Days  
Weekend-  
4 Saturdays

6-10 Jul  
3,10,17&24 Oct

## Becoming an HR Professional

- Design and implement core HR systems aligned to organisational strategy
- Apply labour law, performance management, and workforce planning frameworks
- Provide data-driven HR advisory support to business leaders

Weekdays -  
5 Days  
Weekend-  
4 Saturdays

22-26 Jun  
1,8,15&22 Aug

## Becoming a Digital Marketer

- Develop and execute multi-channel digital marketing strategies
- Analyse campaign performance using digital analytics tools
- Optimise digital campaigns to improve engagement, leads, and conversion rates

Weekdays -  
5 Days  
Weekend-  
4 Saturdays

11-15 May  
7,14,21&28 Nov

## Becoming a Learning and Development Professional

- Conduct training needs analysis and design structured learning programmes
- Develop instructional materials using adult learning principles
- Measure learning impact and align L&D strategy to business outcomes

Weekdays -  
5 Days  
Weekend-  
4 Saturdays

1-5 Jun  
4,11,18&25 Jul

## Middle Manager Development Program

- Translate organisational strategy into team-level execution plans
- Lead performance, manage conflict, and drive accountability
- Make sound operational decisions while managing stakeholder expectations

Weekdays -  
5 Days  
Weekend-  
4 Saturdays

3-7 Aug  
2,9,16&23 May

## Relationship Manager Career Accelerator

- Build and manage profitable client portfolios
- Structure financial solutions aligned to client risk and business needs
- Drive revenue growth through strategic relationship management

# Flagship and Career Transitioning Tracks../2

Introduction to Excel for  
Data Analysis

Weekdays -  
5 Days  
Weekend -  
4 Saturdays

14-15 Apr  
6,13,20&27 Jun

## Management Consulting Foundations Program

- Diagnose business challenges using structured consulting frameworks
- Develop data-backed recommendations and client-ready presentations
- Manage consulting engagements from scoping to delivery

Weekdays -  
3 Days  
Weekend -  
3 Saturdays

4-6 May  
5,12&19 Dec

## Getting Started with Content Creation

- Develop content aligned to audience needs and brand positioning
- Produce platform-optimised visual and written content
- Build a consistent personal or business content strategy

Weekdays -  
5 Days  
Weekend -  
4 Saturdays

20-24 Apr  
5,12,19&26 Sept

## Social Media Manager Training

- Develop and execute strategic social media plans for brands
- Manage content calendars, engagement, and online communities
- Analyse performance metrics to optimise brand visibility and growth

We are at your service. Get in touch with us or connect with us on our social media platforms.

## Thank you!

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