

LUXURY  ACADEMY
LONDON

**OUR
TRAINING
METHODOLOGY**



A woman with blonde hair, wearing a long, dark red, floor-length dress, stands in front of a grand, multi-story building at night. The building has arched windows and balconies, some of which are lit up. The scene is dimly lit, with the primary light source being the building's interior lights and some streetlights. The woman is looking slightly upwards and to the right.

"If people like you,
they'll listen to you,
but if they trust you,
they'll do business
with you. "

- Zig Ziglar

OVERVIEW

We believe that active adult learning is most effective when presented in a relevant context so that the skills, strategy and knowledge are meaningful to participants and can be applied directly after the training.

Therefore, our design philosophy is to customize our core programs using our proprietary customizing process and tools. We incorporate participants' real-world challenges, tools, and processes into developing cases/exercises.

GENERATING DIALOGUE

Our training methodologies are based on the premise that adult learners are not blank slates, and we utilize a process of questioning and generating a dialogue before presenting concepts and models. By doing this versus lecturing, we gain participant involvement and buy-in before we build models and teach learning points.

We use a "learning by doing" training methodology to support behaviour change through highly interactive training. Using our customized cases and exercises, we ensure that participants apply the skills and strategies learned and receive intensive coaching and feedback.

FEEDBACK, ROLE-PLAY & GROUP DISCUSSION

We utilize role plays, drills, in-the-action feedback, and other application techniques and supplement "learning by doing" with other best practice learning methods, including small group discussion, drills, flip chart development to capture participant opinions and ideas, and limited use of PowerPoint slides.

THE LUXURY ACADEMY EXPERIENCE

We use a “learning-by-doing” methodology in our trainer-led workshops. Participants are actively engaged in role play, problem solving, brainstorming, individual and team exercises. Participants receive intensive coaching and feedback in real-time.

The combination of application, in-person facilitator, peer feedback, and self-assessment creates engaging, relevant and immediately applicable learning that accelerates behaviour change for your teams.

THE SOCRATIC METHOD

A key part of the philosophy that drives the methodology behind our training workshops is that participants all arrive with different needs and abilities. Participants are respected for what they bring to the training.

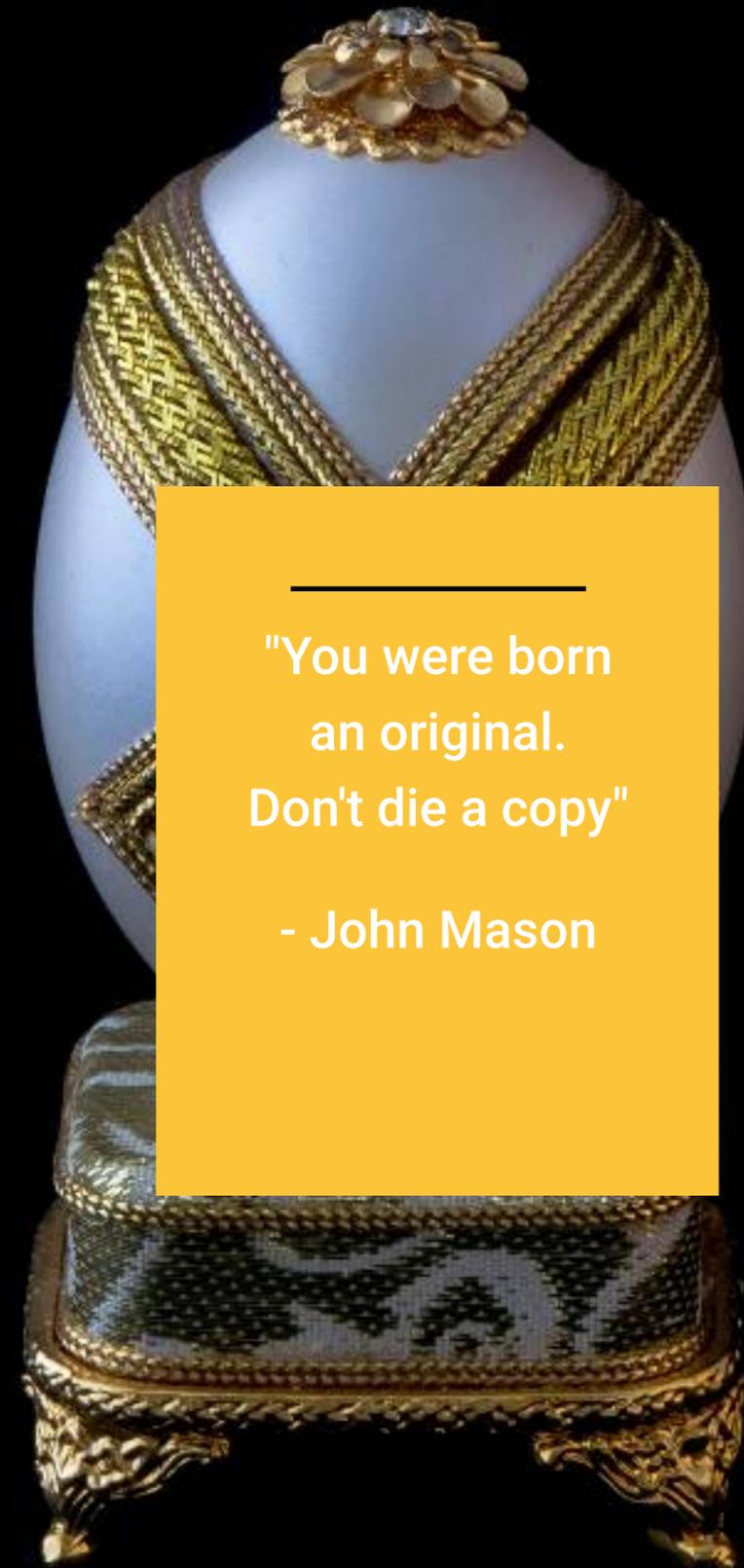
Our trainers use the Socratic Method to generate a dialogue before presenting concepts and models. By doing this vs. lecturing, we gain participant involvement and buy-in, before we build models and teach learning points. We encourage them to use their “natural models” on which we then build models and refine skills to get them to their next levels of excellence.

PIAGET'S THEORY OF CONSTRUCTIVIST LEARNING

Our training model is a blend of Piaget's theory of constructivist learning and behaviorist approaches, designed to maximize learning for all participants.

Visual, auditory, and kinesthetic learning styles are accommodated equally in trainer-led workshops.

Visual cues are provided using “advance organizers” or conceptual aids, such as diagrams and models. Participants who prefer auditory learning enjoy the fact that our trainers lead engaging, dialogue-based activities and discussions. Kinesthetic, or tactile learners benefit from hands-on planning tools that promote real-world application.



—
"You were born
an original.
Don't die a copy"
- John Mason



HEAD & SHOULDERS ABOVE OUR COMPETITION

Why are Luxury Academy workshops different from those of our competitors? The answer lies in our people — we have an exceptional team of global trainers with strong corporate and training backgrounds that add exceptional value to clients. We live, breathe, and role-model our methodologies, models, and experiences.

MORE THAN JUST TRAINERS

Luxury Academy trainers act as more than just in-person trainers imparting knowledge and helping individuals practice their skills. They are also effective coaches and facilitators.

REAL-TIME FEEDBACK

One of the unique training methodologies we use in role play is called “U-turn.” This is a process in which the trainer stops the action and gives real-time feedback.

Participants are not only supported in the role play, but it also fosters behaviour change by allowing participants to experience the impact of applying the new skills, models, and strategies as they increase their effectiveness.

DEVELOPING SKILLS & FOSTERING DEVELOPMENT

The participants develop their own feedback skills and are provided with tools to foster self and peer coaching necessary for ongoing development.

EXPERIENCED, ADAPTIVE & GLOBAL

EXPERIENCED PRACTITIONERS

The Luxury Academy team of trainers and consultants are active and experienced practitioners who come with decades of path breaking work in learning dynamics and methodologies. They are experts with the latest methods, practices, techniques and tools.

OUR TRAINING MATERIAL

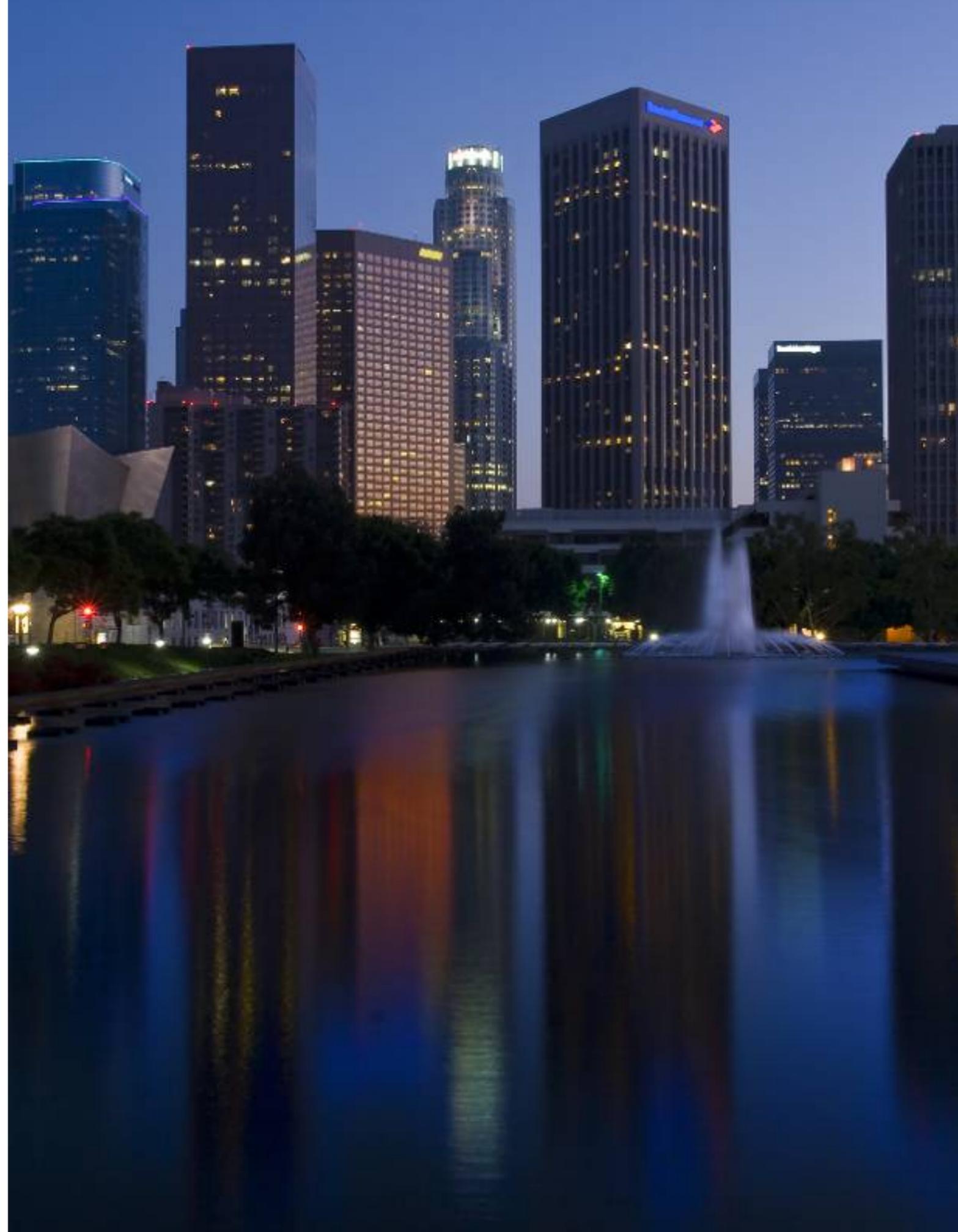
For us innovation isn't an option, it is imperative. We constantly review and update all our training material to match the latest trends, practices and competitive needs of our clients.

Our training materials are developed and qualified by our in-house experts of content writers and designers.

PROFESSIONAL DEVELOPMENT ROADMAP

Each client is unique. From the initial assessment of individual and organizational needs, to the planning of programs right through to course implementation and delivery, we work with our clients to develop a professional development roadmap.

Key Performance Indicators (KPIs) are included to measure performance and ensure the success of the programs and services.



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