AETHEIS
Technology
Different

AETHEIS TRAINING

Training catalogue 2027

Everyone trained. Each one augmented. The work redesigned.



67 courses for boards, executives and teams
Public sessions, in-house and online

aetheis.com

ABOUT THIS CATALOGUE

Training that changes how the work gets done

Aetheis is an AI-native consulting and training firm based at La Turbine, Moka, Mauritius. We train boards, executives and teams in Mauritius and across Africa, on AI and on the skills a business needs around it. The 67 courses in this catalogue share the same four rules.

Labs on your own material

Participants work on their own processes, documents and data, and leave with work they will use the following Monday.

Theory under 20%

Short bursts of theory, each one placed right before the lab that needs it. The rest of the time is practice.

Tool-agnostic

Claude, ChatGPT, Copilot or Gemini: we train on the tool your organisation uses, and on what all of them have in common.

Follow-up with Atlas

Atlas, the AI coach on Learn N' Succeed, follows up with each participant at day 3, 7 and 30.

FORMATS AND PRICES

Public sessions, per participant, excluding VAT
Half-day: Rs 18,000 · €350 · USD 400
Full day: Rs 32,000 · €600 · USD 700

In-house: any course for your team, adapted to your sector and your material. On quotation.

Online: selected courses on Learn N' Succeed.

HRDC refund: courses marked MQA-registered on their datasheet are eligible.

TEN FAMILIES OF COURSES

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Not sure where to start?

A 20-minute call to find the two or three courses that matter for your team, and the order to run them in. aetheis.com/portolan

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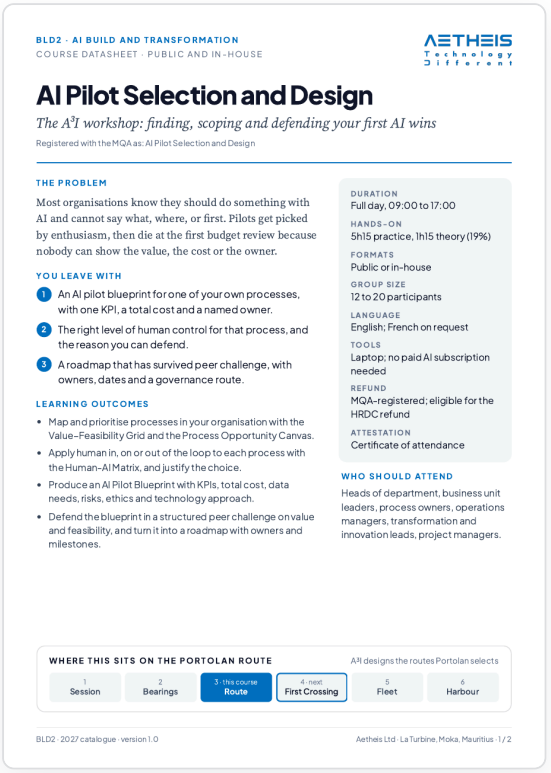
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Two pages per course: one for the buyer, one for the participant



BLD2 · AI BUILD AND TRANSFORMATION
COURSE DATASHEET · PUBLIC AND IN-HOUSE

AETHEIS Technology Different

AI Pilot Selection and Design

The A³I workshop: finding, scoping and defending your first AI wins

Registered with the MQA as: AI Pilot Selection and Design

THE PROBLEM

Most organisations know they should do something with AI and cannot say what, where, or first. Pilots get picked by enthusiasm, then die at the first budget review because nobody can show the value, the cost or the owner.

YOU LEAVE WITH

1. An AI pilot blueprint for one of your own processes, with one KPI, a total cost and a named owner.
2. The right level of human control for that process, and the reason you can defend.
3. A roadmap that has survived peer challenge, with owners, dates and a governance route.

LEARNING OUTCOMES

- Map and prioritise processes in your organisation with the Value–Feasibility Grid and the Process Opportunity Canvas.
- Apply human in, on or out of the loop to each process with the Human–AI Matrix, and justify the choice.
- Produce an AI Pilot Blueprint with KPIs, total cost, data needs, risks, ethics and technology approach.
- Defend the blueprint in a structured peer challenge on value and feasibility, and turn it into a roadmap with owners and milestones.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h15 practice, 1h15 theory (19%)

FORMATS
Public or in-house

GROUP SIZE
12 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; no paid AI subscription needed

REFUND
MQA-registered; eligible for the HRDC refund

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Heads of department, business unit leaders, process owners, operations managers, transformation and innovation leads, project managers.

WHERE THIS SITS ON THE PORTOLAN ROUTE — AI designs the routes Portolan selects

1 Session · 2 Bearings · 3 · this course Route · 4 next First Crossing · 5 Fleet · 6 Harbour

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AI Pilot Selection and Design — BLD2 · THE DAY IN DETAIL

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Assess.** Why organisations start in the wrong place; scoring your own processes	20 min	85 min
11:00–12:30	**Augment.** Human in, on or out of the loop, chosen by the consequence of an error	20 min	70 min
13:30–15:00	**Automate.** From opportunity to a costed pilot blueprint	20 min	70 min
15:15–17:00	**Defend.** Peer challenge, funding case, roadmap with owners and dates	15 min	90 min
Total	Breaks and lunch not counted	**1h15**	**5h15**

LABS, ON YOUR OWN PROCESSES

Map and score — Three of your processes on the Process Opportunity Canvas, placed on the value grid.

Set the control level — Human–AI Matrix clinic on the process you selected.

Build the blueprint — KPI, total cost, data needs, risks and technology approach.

Defend it — Structured peer challenge, then a roadmap with named owners.

WHAT TO BRING

A description of three recurring processes from your area, with rough volumes, frequency and current cost or cycle time.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your blueprint and templates stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE — STR1 AI Strategy, Governance and Economics, or OPS4 Process Baselines for AI
THIS COURSE — **BLD2 AI Pilot Selection and Design**
AFTER — BLD4 Applied AI Prototype Development, or a First Crossing engagement

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 12 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

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1. The problem the course solves, in the buyer's words
2. What participants leave with: three concrete results
3. Learning outcomes, written as what participants can do
4. Key facts: duration, theory share, formats, group size
5. Where an AI course sits on the Portolan route
6. Programme block by block, theory and practice in minutes
7. Labs run on participants' own material
8. What to bring, and the follow-up with Atlas
9. The course before and the course after
10. Price per participant in rupees, euros and dollars

THE PORTOLAN ROUTE

Portolan is the Aetheis method for taking AI from intention to results. AI courses show the stage they serve and the next one.

1 **Session** — A first roadmap with owners, built with your team

2 **Bearings** — Measure where you start: processes, data, baselines

3 **Route** — Choose and design the AI routes worth taking, with A³I

4 **First Crossing** — Build and run the first pilot on real work

5 **Fleet** — Extend what worked to more teams and processes

6 **Harbour** — Govern and sustain: management system, audit, controls

01

Board and governance

For boards and directors: oversight, risk and the questions to ask before approving AI.

BOARD AND GOVERNANCE

4 courses in this family

GOV1 **AI Oversight for Boards** 8
Oversight, risk and value creation: what every board should ask
Half-day · Rs 18,000

GOV2 **AI Governance for Sector Boards** 10
A board series by sector: legal, accountancy, medical, government, financial services
Half-day · Rs 18,000

GOV3 **Director Duties and AI Risk** 12
Accountability when board decisions are machine-assisted
Half-day · Rs 18,000

GOV4 **AI Management System Implementation** 14
Policy, controls and model risk aligned with ISO/IEC 42001
Full day · Rs 32,000

AI Oversight for Boards

Oversight, risk and value creation: what every board should ask

THE PROBLEM

Boards are asked to approve AI investments on the strength of a demonstration and a slide deck. Few have the questions, the evidence test or the oversight routine to say yes, no or not yet with confidence.

YOU LEAVE WITH

1. A map of where AI changes value and risk in your own sector, with evidence levels.
2. A board question set you can use on the next AI proposal put in front of you.
3. A board resolution with conditions and a 90-day request to management.

LEARNING OUTCOMES

- Identify where AI changes value and risk in their sector, and separate evidence from vendor claims.
- Challenge an AI investment proposal with a structured set of board questions.
- Turn that challenge into a board resolution with conditions and a 90-day request to management.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house; 2-3 hour online briefing for boards abroad

GROUP SIZE
8 to 24 directors

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Board directors, chairs, company secretaries and members of risk and audit committees.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Value: where AI changes your business.** The AI value stack; sector disruption scan on your strategy paper	15 min	90 min
10:30–12:30	**Oversight: the questions a board asks.** Board meeting simulation on an AI investment; resolution drafting	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Sector disruption scan
Where AI is changing your industry, each claim tested for evidence.

Board meeting simulation
Management asks for Rs 12 million for an AI platform; the board decides.

WHAT TO BRING

The latest strategy paper or annual report of your organisation.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
STR1 AI Strategy, Governance and Economics

THIS COURSE
GOV1 AI Oversight for Boards

AFTER
BLD1 AI Roadmap Design, executive committee edition

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 8 to 24 directors

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AI Governance for Sector Boards

A board series by sector: legal, accountancy, medical, government, financial services

THE PROBLEM

AI governance looks different in a hospital, a law firm, a ministry and a bank. Generic board briefings miss the sector rules, the sector risks and the decisions each board actually faces.

YOU LEAVE WITH

1. The AI risks and opportunities specific to your sector, ranked for your board.
2. The 20 questions every board should ask about AI, adapted to your sector.
3. A board agenda for AI oversight over the next four meetings.

LEARNING OUTCOMES

- Describe the AI uses, risks and rules specific to their sector.
- Apply a sector-adapted question set to an AI proposal.
- Set an AI oversight agenda for their board over the next year.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Series of half-days by sector, plus an optional board simulation

GROUP SIZE
8 to 24 directors

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Board members and senior executives in legal, accountancy, medical, government and financial-services organisations.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Your sector's AI map.** Sector uses, rules and risks; mapping your board's exposure	15 min	90 min
10:30–12:30	**Your board's oversight agenda.** Sector case on the 20 questions; four-meeting oversight agenda	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Sector exposure map
Where AI already touches your organisation and its regulator.

Oversight agenda
Four board meetings, four AI items, owners and evidence required.

WHAT TO BRING

Your board's current risk register or the last two board agendas.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
GOV1 AI Oversight for Boards	**GOV2 AI Governance for Sector Boards**	GOV4 AI Management System Implementation

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 8 to 24 directors

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

Director Duties and AI Risk

Accountability when board decisions are machine-assisted

THE PROBLEM

AI already shapes the papers boards read and the systems management relies on. The duty of care, skill and diligence has not changed; what diligence means when a machine prepared the analysis has.

YOU LEAVE WITH

1. A map of where AI shapes the information your board relies on.
2. A clear reading of your duties when a decision is AI-assisted.
3. A one-page oversight action plan for your board.

LEARNING OUTCOMES

- Map where AI already shapes the information their board relies on.
- Apply the duty of care, skill and diligence under the Companies Act 2001 to an AI-assisted decision.
- Draft the first oversight actions their board should take.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
8 to 24 directors

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Directors, chairs and company secretaries of Mauritian companies.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Where AI already decides.** Spot the error in an AI-summarised board paper; AI exposure map	15 min	90 min
10:30–12:30	**When the machine gets it wrong.** Board crisis simulation; oversight building blocks your board has	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

AI exposure map

Board papers, vendor software and reports where AI already shapes what you see.

Board crisis simulation

An AI incident unfolds; your board escalates, decides and reports.

WHAT TO BRING

A recent board pack (sanitised) and the list of systems or vendors management relies on.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
GOV1 AI Oversight for Boards

THIS COURSE
GOV3 Director Duties and AI Risk

AFTER
BLD1 AI Roadmap Design, executive committee edition

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 8 to 24 directors

Not sure where to start?

Book the Portolan 20-minute call →

aetheis.com/portolan

AETHEIS Technology Different

AI Management System Implementation

Policy, controls and model risk aligned with ISO/IEC 42001

THE PROBLEM

Regulators and auditors now ask how AI is governed. Most organisations have tools in use, no inventory, no impact assessment and a policy nobody follows.

YOU LEAVE WITH

1. An inventory of the AI systems in your organisation and a scope statement.
2. A risk and impact assessment on one real AI use case.
3. An AI policy outline, a control selection and a 90-day plan reviewed by peers.

LEARNING OUTCOMES

- Scope an AI management system and build the inventory of AI systems in their organisation.
- Run a risk assessment and an impact assessment on one real AI use case.
- Draft an AI policy outline and select controls, each with its reason.
- Plan the first 90 days of implementation and defend the plan to an auditor.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

CROs, risk and compliance managers, DPOs, internal auditors and IT governance leads.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1	2	3	4	5	6 · this course
Session	Bearings	Route	First Crossing	Fleet	**Harbour**

AI Management System Implementation

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Scope and inventory.** What the standard covers; build your AI inventory and scope	15 min	90 min
11:00–12:30	**Risk and impact.** Assess one real use case for risks and for impacts on people	15 min	75 min
13:30–15:00	**Policy and controls.** Draft the policy outline; select controls with reasons	15 min	75 min
15:15–17:00	**Implementation.** 90-day plan, then peer audit and three findings	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

AI inventory
Every AI system, including inside vendor software, with owner and data.

Risk and impact assessment
One real use case: risks, affected people, controls.

Policy and controls
A policy people will follow, and controls you can justify.

Peer audit
Another team audits your 90-day plan and writes three findings.

WHAT TO BRING

The list of AI tools in use, any existing AI, data or IT policy, and one AI use case under consideration.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
GOV1 AI Oversight for Boards

THIS COURSE
GOV4 AI Management System Implementation

AFTER
Portolan Harbour stage: policy and controls

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

02

Executive strategy

For executive teams: AI strategy, economics, leadership and the organisation around it.

EXECUTIVE STRATEGY

3 courses in this family

STR1 **AI Strategy, Governance and Economics** 18
What AI does to your business, and what you decide
Half-day · Rs 18,000 · MQA-registered

STR2 **Executive Leadership in the Age of AI** 20
Leading the organisation through AI, with a 90-day roadmap
Full day · Rs 32,000

STR3 **AI Workforce and Culture Change** 22
Leading people through AI adoption: roles, skills, trust
Half-day · Rs 18,000

AETHEIS Technology Different

AI Strategy, Governance and Economics

What AI does to your business, and what you decide

Registered with the MQA as: AI Strategy, Governance and Economics

THE PROBLEM

Executives hear two stories about AI: everything changes, or nothing does. Both remove the need to decide anything. This session replaces them with work on your own business: where margin moves, who attacks first and what the board must own.

YOU LEAVE WITH

1. A map of where AI changes the margin and price of your own value chain.
2. The specific ways a faster competitor could attack you, and the defence each needs.
3. A board-level AI agenda and a portable test for any AI proposal.

LEARNING OUTCOMES

- Decompose their organisation's value chain and estimate the effect of AI on margin and price.
- Identify where their business is most exposed to a faster-moving competitor, and the defence each exposure requires.
- Produce a board-level AI agenda with decision rights, oversight items and escalation triggers.

DURATION
Half-day, 09:00 to 13:00

HANDS-ON
2h50 practice, 0h40 theory (19%)

FORMATS
Public or in-house

GROUP SIZE
Up to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

REFUND
MQA-registered; eligible for the HRDC refund

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

CEOs, managing directors, board directors, COOs, CFOs, heads of business unit, transformation leads.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:40	**Where your margin comes from.** Value-chain and margin decomposition on your own organisation	15 min	85 min
11:10–12:25	**The competitor who moves first.** Sector-blind teams build the attack on a real business	10 min	65 min
12:25–13:00	**What the board must own.** Decision rights, escalation triggers, portable evaluation test	15 min	20 min
Total	Breaks not counted	**0h40**	**2h50**

LABS, ON YOUR OWN MATERIAL

Margin decomposition
Your value chain, activity by activity: what AI compresses and what it leaves.

Competitive attack
A team plays your fastest competitor; you answer the attack.

WHAT TO BRING

A description of your organisation's main revenue lines and principal competitors, declared at booking.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
GOV1 AI Oversight for Boards

THIS COURSE
STR1 AI Strategy, Governance and Economics

AFTER
BLD1 AI Roadmap Design, executive committee edition

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, Up to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

Executive Leadership in the Age of AI

Leading the organisation through AI, with a 90-day roadmap

THE PROBLEM

Leaders are expected to set the direction on AI, govern its risks and bring people with them, often all at once. Without a frame, AI stays a collection of pilots and policies that never add up to a strategy.

YOU LEAVE WITH

1. A prioritised view of AI use cases for your organisation.
2. A governance map and an ethical checklist for the decisions ahead.
3. An individual 90-day roadmap, reviewed by peers.

LEARNING OUTCOMES

- Prioritise AI use cases for their organisation on value and readiness.
- Map the governance, ethical and regulatory responsibilities AI brings to their role, including the Data Protection Act 2017.
- Take a conditional approval, rejection or escalation decision on an AI proposal.
- Build and defend a personal 90-day AI roadmap.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
8 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

CEOs, board members, directors, senior managers and business owners.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Leading in the age of AI.** Use-case canvas and prioritisation on your organisation	15 min	90 min
11:00–12:30	**Governance and regulation.** Governance mapping; Mauritian and cross-border rules	15 min	75 min
13:30–15:00	**Live AI capability and agents.** Hands-on with current tools; agentic AI and its controls	15 min	75 min
15:15–17:00	**Decision lab and roadmap.** Executive decision lab; your 90-day roadmap with peer feedback	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Use-case prioritisation
Your organisation's AI opportunities, ranked on value and readiness.

Ethical decision scenarios
Cases where the right answer depends on evidence and values.

Executive decision lab
Approve, reject or escalate a real-looking AI proposal.

90-day roadmap
Your actions, owners, controls and review points.

WHAT TO BRING

A non-confidential AI opportunity from your organisation, if you have one.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
STR1 AI Strategy, Governance and Economics

THIS COURSE
STR2 Executive Leadership in the Age of AI

AFTER
BLD1 AI Roadmap Design

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 8 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI Workforce and Culture Change

Leading people through AI adoption: roles, skills, trust

THE PROBLEM

AI changes tasks before it changes jobs, and employees feel it before leaders explain it. Without an honest plan, fear slows adoption and the best people leave.

YOU LEAVE WITH

1. A map of how three real roles change: augment, automate or keep human.
2. An honest FAQ for the questions your employees will ask.
3. A 90-day people plan covering communication, skills and adoption measures.

LEARNING OUTCOMES

- Break real roles into tasks and decide which AI augments, automates or leaves human.
- Anticipate employees' questions and fears and answer them honestly.
- Build a 90-day people plan covering communication, skills and adoption measures.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

CHROs, HR business partners, executive committees and heads of department.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**What changes in your roles.** Task-level view of AI; decomposition of three real roles	15 min	90 min
10:30–12:30	**Leading the change.** 90-day people plan; town hall on the hardest employee questions	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Role decomposition
Three roles, task by task: augment, automate or keep human.

People plan and town hall
Your plan, then the ten hardest questions answered live.

WHAT TO BRING

Three job descriptions from your organisation and your current training plan.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
STR1 AI Strategy, Governance and Economics

THIS COURSE
STR3 AI Workforce and Culture Change

AFTER
FLU1 Generative AI Essentials for your workforce

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

03

AI fluency

For every employee and manager: using AI well, safely and every day, whatever the tool.

AI FLUENCY

9 courses in this family

FLU1 **Generative AI Essentials** 26
AI at work for every employee, in any tool, with prompting that works
Half-day · Rs 18,000

FLU2 **Responsible AI Use** 28
Company policy, data protection and confidentiality for every employee
2 hours live · On quotation

FLU3 **Claude AI for Executives and Managers** 30
From a better search box to daily operating leverage
Full day · Rs 32,000 · MQA-registered

FLU4 **AI Assistants for Managers** 32
Microsoft 365 Copilot, ChatGPT and Gemini editions
Full day · Rs 32,000

FLU5 **Custom AI Assistant Design** 34
Build and share your own assistant in Claude, ChatGPT, Copilot or Gemini
Half-day · Rs 18,000

FLU6 **AI for Research and Analysis** 36
Sourced research and data analysis, with every figure checked
Half-day · Rs 18,000

FLU7 **AI Tool Selection and Rollout** 38
Choosing platforms on cost, security and fit, and planning adoption
Full day · Rs 32,000

FLU8 **Data Readiness for AI** 40
Data strategy and governance that AI projects depend on
Full day · Rs 32,000

FLU9 **Applied AI for Founders** 42
AI in practice for early-stage startups
3 hours · Rs 18,000

AETHEIS Technology Different

Generative AI Essentials

AI at work for every employee, in any tool, with prompting that works

THE PROBLEM

Most employees have an AI assistant and use it as a search box, or not at all. A few use it with company data they should not. Everyone needs the same safe, practical method, whatever tool the company chose.

YOU LEAVE WITH

1. Three tasks from your own job done with AI, checked and ready to use.
2. A prompting method that works in Claude, ChatGPT, Copilot or Gemini.
3. A personal prompt kit and a one-page card of where each feature sits in each tool.

LEARNING OUTCOMES

- Use an AI assistant safely for three tasks of their own job.
- Structure a prompt that gives usable output first time, in any of the four main tools.
- Check AI output before using it and recognise when it cannot be trusted.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house or public; full online version on Learn N' Succeed

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

All staff, at every level. No technical background needed.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Your first three tasks.** What AI does well and badly; your own tasks done with AI	15 min	90 min
10:30–12:30	**A method for any tool.** Prompt structure, checking output; your personal prompt kit	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Three real tasks
Your own email, summary and list, done and checked.

Prompt kit
Reusable prompts for your job, tested in your tool.

WHAT TO BRING

Three everyday tasks from your job: an email to answer, a document to summarise, a list to sort.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU2 Responsible AI Use

THIS COURSE
FLU1 Generative AI Essentials

AFTER
FLU3 Claude AI for Executives and Managers, or FLU4

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

Responsible AI Use

Company policy, data protection and confidentiality for every employee

THE PROBLEM

The biggest AI risk in most organisations is an employee pasting client data into the wrong tool. A policy on the intranet does not prevent it; practice on real cases does.

YOU LEAVE WITH

1. A clear view of what you may and may not put into an AI tool.
2. The habit of checking AI output before it leaves your desk.
3. Your company's AI policy, understood through real cases.

LEARNING OUTCOMES

- Apply their organisation's AI policy and the Data Protection Act 2017 to everyday AI use.
- Recognise confidential and personal data before it reaches an AI tool.
- Spot unreliable AI output and know when to escalate.

DURATION
2 hours live, or 45 minutes online

HANDS-ON
1h40 practice, 0h20 theory (17%)

FORMATS
In-house, live or online on Learn N' Succeed

GROUP SIZE
Up to 30 participants per live session

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

All staff; designed as a mandatory module for company-wide rollout.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

Responsible AI Use

PROGRAMME

Time	Block	Theory	Practice
09:00–11:00	**Responsible AI in practice.** Ten real cases: share, don't share, check or escalate	20 min	100 min
Total	Breaks not counted	**0h20**	**1h40**

LABS, ON YOUR OWN MATERIAL

Share or don't share
Ten real cases sorted, then checked against your policy.

Spot the error
AI output with planted mistakes: find them before your client does.

WHAT TO BRING

Nothing; your company's AI policy is loaded in advance for in-house sessions.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**FLU2 Responsible AI Use**	FLU1 Generative AI Essentials

FORMATS AND PRICE

On quotation

per group or per organisation

Priced to your group size and format
Public sessions through the year
In-house on request, Up to 30 participants per live session

Not sure where to start?
Book the Portolan 20–minute call →
aetheis.com/portolan

Claude AI for Executives and Managers

From a better search box to daily operating leverage

Registered with the MQA as: Claude AI for Executives and Managers

THE PROBLEM

Most managers hold an AI subscription and use it for a fraction of what it can do. The distance between that and daily operating leverage is not technical; it is method.

YOU LEAVE WITH

1. Finished work produced from your own documents during the day.
2. A working Project for one of your recurring responsibilities.
3. A personal prompt kit and three tasks removed from your week.

LEARNING OUTCOMES

- Produce finished work, analysis, drafting and synthesis, from their own real documents.
- Structure a prompt so that output is usable on the first attempt, and correct output that is not.
- Build and reuse a Project with standing instructions for a recurring responsibility.
- Verify AI output against source, apply confidentiality constraints and recognise when output cannot be trusted.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h15 practice, 1h15 theory (19%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop and a paid Claude subscription (Pro, Max or Team)

REFUND
MQA-registered; eligible for the HRDC refund

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Executives, managers, team leads and heads of function in every discipline. No technical background.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

Claude AI for Executives and Managers

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**How it works and your first real task.** Capability, context and limits; lab on your own document	20 min	85 min
11:00–12:30	**Usable output first time.** Prompt structure and diagnosis; correcting a failed output	20 min	70 min
13:30–15:00	**Making it repeatable.** Projects, files and data; a Project for a recurring task	20 min	70 min
15:15–17:00	**Judgement and risk.** Verification, confidentiality; personal workflow audit	15 min	90 min
Total	Breaks and lunch not counted	**1h15**	**5h15**

LABS, ON YOUR OWN MATERIAL

Your first real task
One of your documents turned into finished work.

Fix a failed output
Diagnose why the answer missed, and correct it.

Build a Project
Standing instructions and files for a recurring responsibility.

Workflow audit
Three tasks removed from your week, with the time recovered.

WHAT TO BRING

Your laptop with a paid Claude subscription signed in, and three real work artefacts: a report, correspondence and data.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
FLU3 Claude AI for Executives and Managers

AFTER
BLD3 Building Agents and Skills with Claude AI

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI Assistants for Managers

Microsoft 365 Copilot, ChatGPT and Gemini editions

THE PROBLEM

Your organisation chose Copilot, ChatGPT or Gemini, and most managers use a fraction of it. Generic courses teach someone else's tool; this one works in yours, on your own documents.

YOU LEAVE WITH

1. Finished work produced from your own documents in your company's tool.
2. A reusable workspace or assistant for one recurring responsibility.
3. A personal prompt kit and three tasks removed from your week.

LEARNING OUTCOMES

- Produce analysis, drafts and summaries from their own documents in their organisation's AI assistant.
- Structure prompts for usable output first time and correct output that misses.
- Set up a reusable workspace or assistant for a recurring responsibility.
- Verify output and apply their organisation's confidentiality rules.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
In-house, in the edition matching your platform

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop and your company's AI assistant licence

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and team leads in organisations on Microsoft 365 Copilot, ChatGPT Enterprise or Gemini.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Your first real task.** What your tool reads and remembers; a task on your own document	15 min	90 min
11:00–12:30	**Usable output first time.** Prompt structure and diagnosis; correcting a failed output	15 min	75 min
13:30–15:00	**Making it repeatable.** Workspaces, files and agents in your tool; one for a recurring task	15 min	75 min
15:15–17:00	**Judgement and risk.** Verification, confidentiality; personal workflow audit	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Your first real task
One of your documents turned into finished work.

Fix a failed output
Diagnose why the answer missed, and correct it.

Build a workspace
A reusable setup for one of your recurring tasks.

Workflow audit
Three tasks removed from your week, with the time recovered.

WHAT TO BRING

Your laptop with your company's AI assistant signed in, and three real work artefacts.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
FLU4 AI Assistants for Managers

AFTER
FLU5 Custom AI Assistant Design

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

Custom AI Assistant Design

Build and share your own assistant in Claude, ChatGPT, Copilot or Gemini

THE PROBLEM

Teams repeat the same prompts every week, each person a little differently. A shared assistant with the right instructions and documents gives everyone the same quality, every time.

YOU LEAVE WITH

1. A working custom assistant for one recurring team task.
2. Instructions and reference documents that make its output consistent.
3. A test log and the rules for sharing it with your team.

LEARNING OUTCOMES

- Choose a recurring team task that a custom assistant can handle.
- Write instructions and attach reference material that make output consistent.
- Test the assistant on real cases and set the rules for sharing it.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop and an AI tool that supports custom assistants

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Power users and team leads who want one assistant for their team.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Design the assistant.** What custom assistants do in each tool; instructions and documents	15 min	90 min
10:30–12:30	**Test and share.** Real-case testing; failure fixes; sharing and ownership rules	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Build the assistant
Instructions, examples and documents for your team task.

Break it, then fix it
Five real cases, the failures, and the corrected version.

WHAT TO BRING

One recurring team task, three past examples of it, and the documents it relies on.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU3 or FLU4	**FLU5 Custom AI Assistant Design**	BLD3 Building Agents and Skills with Claude AI

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AI for Research and Analysis

Sourced research and data analysis, with every figure checked

THE PROBLEM

AI writes confident research briefs and quick analyses, and some of the figures are wrong. Analysts need a method that keeps the speed and catches the errors before a decision is made on them.

YOU LEAVE WITH

1. A sourced research brief on a question from your own work.
2. An analysis of one of your spreadsheets, with every figure checked.
3. A checking routine you can apply to any AI-produced number.

LEARNING OUTCOMES

- Run a research brief with an AI research mode and verify each source.
- Analyse a spreadsheet with AI and check the figures it produces.
- Apply a checking routine before any AI-produced figure is used in a decision.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Analysts, consultants, managers and anyone who briefs decision-makers.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Research that holds up.** Research modes, sources and evidence levels; a sourced brief	15 min	90 min
10:30–12:30	**Analysis you can trust.** Spreadsheet analysis with AI; five-figure checks; the routine	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Sourced brief
Your question researched, every source opened and graded.

Checked analysis
Your spreadsheet analysed, five figures verified by hand.

WHAT TO BRING

A research question from your work and an anonymised spreadsheet you analyse regularly.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**FLU6 AI for Research and Analysis**	OPS4 Process Baselines for AI

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AI Tool Selection and Rollout

Choosing platforms on cost, security and fit, and planning adoption

THE PROBLEM

The AI platform decision is made under vendor pressure, on demos, with the licence cost as the only number. Twelve months later usage is low, costs have grown and nobody can say what changed.

YOU LEAVE WITH

1. A comparison of the main AI platforms against your own criteria.
2. A total-cost model that includes usage, integration and change.
3. A rollout and adoption plan with measures for the first 90 days.

LEARNING OUTCOMES

- Compare AI platforms on capability, security, data residency, cost and fit with their stack.
- Build a total-cost model for an AI platform rollout.
- Plan the rollout, the training and the adoption measures for the first 90 days.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

IT heads, digital leads, COOs and procurement leads choosing or renewing AI platforms.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2	3 · this course	4	5	6
Session	Bearings	**Route**	First Crossing	Fleet	Harbour

AI Tool Selection and Rollout

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Criteria before vendors.** Your selection criteria; data, security and residency questions	15 min	90 min
11:00–12:30	**Platform comparison.** Claude, ChatGPT, Copilot and Gemini scored on your criteria	15 min	75 min
13:30–15:00	**Total cost.** Licence, usage, integration, training and change in one model	15 min	75 min
15:15–17:00	**Rollout and adoption.** Pilot group, training path, adoption measures and exit terms	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Selection criteria
What matters to your organisation, weighted before any demo.

Platform scoring
Four platforms scored against your criteria, with evidence.

Total-cost model
Three-year cost, including what vendors leave out.

90-day rollout plan
Who goes first, how they learn, how you measure.

WHAT TO BRING

Your current IT stack summary, any AI licences already held, and the use cases being considered.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
FLU7 AI Tool Selection and Rollout

AFTER
Portolan Route stage: tool short-lists per route

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

Data Readiness for AI

Data strategy and governance that AI projects depend on

THE PROBLEM

Most AI pilots that fail, fail on data: missing fields, no owner, no right to use it. The problem is found too late, after the budget is spent.

YOU LEAVE WITH

1. An inventory of the data one AI use case needs, with owners.
2. A quality scorecard on your own data, with a go, fix or stop verdict.
3. Ownership and access rules and a 90-day data readiness plan.

LEARNING OUTCOMES

- List the data an AI use case needs, where it lives and who owns it.
- Measure the quality of a real data extract and decide if it is good enough.
- Set ownership, access and retention rules under the Data Protection Act 2017.
- Write a 90-day data readiness plan.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Data owners, IT and data leads, DPOs and process owners preparing an AI project.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2 · this course	3 · next	4	5	6
Session	**Bearings**	**Route**	First Crossing	Fleet	Harbour

Data Readiness for AI

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**The data AI needs.** Data as the first risk in any AI route; your data inventory	15 min	90 min
11:00–12:30	**Quality check.** Profile your extract with AI, then verify five records by hand	15 min	75 min
13:30–15:00	**Governance.** Ownership, access, retention and personal data rules	15 min	75 min
15:15–17:00	**Readiness plan.** Data defence and offence; your 90-day plan, peer-challenged	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Data inventory
Every source your use case needs, with its owner.

Quality scorecard
Your extract profiled; go, fix or stop.

Data RACI
Who owns, who accesses, how long data is kept.

Readiness plan
90 days to make the data fit for AI.

WHAT TO BRING

One AI use case under consideration and an anonymised data extract of at least 200 rows.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**FLU8 Data Readiness for AI**	Portolan Bearings stage, or BLD2

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

Applied AI for Founders

AI in practice for early-stage startups

THE PROBLEM

Founders are told AI will make them faster, and drown in tools. In three hours they need to know which few uses will move their startup forward this month.

YOU LEAVE WITH

1. Three AI uses running for your startup: research, content and operations.
2. A shortlist of the tools worth paying for at your stage.
3. A 30-day plan to build AI into how your team works.

LEARNING OUTCOMES

- Apply AI to market research, content and operations for their startup.
- Choose the few AI tools worth paying for at their stage.
- Plan how their team will use AI in the next 30 days.

DURATION
3 hours

HANDS-ON
2h30 practice, 0h30 theory (17%)

FORMATS
Incubator cohorts, public or in-house

GROUP SIZE
10 to 30 founders

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Startup founders and early teams, including incubator and accelerator cohorts.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
Block 1, 90 min	**AI for research and content.** Market and competitor research; pitch and content drafts	15 min	75 min
Block 2, 90 min	**AI for operations.** Customer support, admin and a 30-day plan	15 min	75 min
Total	Breaks not counted	**0h30**	**2h30**

LABS, ON YOUR OWN MATERIAL

Research and pitch
Your market sized and your pitch sharpened with AI.

Operations sprint
One support or admin process handed to AI.

WHAT TO BRING

Your pitch deck or one-page description of your startup.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**FLU9 Applied AI for Founders**	BLD4 Applied AI Prototype Development

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 30 founders

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

04

AI build and transformation

From roadmap to pilot to working agent, with the Portolan and A³I methods.

AI BUILD AND TRANSFORMATION

4 courses in this family

BLD1 **AI Roadmap Design** 46
The Portolan session: from compass to three owned routes
3h30 session · On quotation

BLD2 **AI Pilot Selection and Design** 48
The A³I workshop: finding, scoping and defending your first AI wins
Full day · Rs 32,000 · MQA-registered

BLD3 **Building Agents and Skills with Claude AI** 50
A prompt solves a task once; a skill solves it every time
Full day · Rs 32,000 · MQA-registered

BLD4 **Applied AI Prototype Development** 52
AI Build Day: one scoped problem, one working prototype, measured
Full day · Rs 32,000 · MQA-registered

AETHEIS Technology Different

AI Roadmap Design

The Portolan session: from compass to three owned routes

THE PROBLEM

Most organisations have done the AI awareness workshop. Six months later nothing has changed in how the work gets done. The gap is not knowledge; it is a decision: which process, which owner, which measure, which first step.

YOU LEAVE WITH

1. A roadmap with three prioritised AI routes for your organisation.
2. A named business owner, a baseline, a target and a kill rule for each route.
3. A maturity snapshot and the recommended next Portolan stage.

LEARNING OUTCOMES

- Set the business objective AI must serve, with a number attached.
- Map real processes with volumes and pain, and score candidate AI routes on value and feasibility.
- Commit to three routes, each with an owner, a baseline, risks with controls and 30–60–90 day steps.

DURATION
3h30 session, in-house

HANDS-ON
Hands-on throughout; 3h30 including opening and breaks

FORMATS
In-house, in Mauritius or remote; editions for executive committees, finance, insurance, banking, public sector

GROUP SIZE
8 to 30 people per room

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

The leadership team of one organisation or business unit, 8 to 30 people, with its sponsor.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · this course	2 · next	3	4	5	6
Session	**Bearings**	Route	First Crossing	Fleet	Harbour

AI Roadmap Design

PROGRAMME

Time	Block	Theory	Practice
Week before	**Sponsor interview and survey.** The compass set; the AI drafts your process map	—	—
45 min	**Check the chart.** Teams correct the AI-drafted map of your processes	15 min	30 min
60 min	**Find routes and reefs.** AI-proposed routes, backed by cases; live scoring	—	60 min
45 min	**Set the course.** Three routes chosen, one owner each	—	45 min
30 min	**Leave with the chart.** Roadmap generated on the spot, reviewed with owners	—	30 min
Total	Breaks not counted	**0h15**	**2h45**

LABS, ON YOUR OWN MATERIAL

Check the chart
Your real processes, volumes and pain, corrected by the room.

Find routes and reefs
AI patterns per process, backed by cases, scored live.

Set the course
Three routes, three owners, three first steps.

Leave with the chart
The roadmap, generated and reviewed before you leave.

WHAT TO BRING

A sponsor interview and a 10-minute participant survey, completed the week before.

AFTER THE COURSE

Atlas follows up with each route owner at day 3, 7 and 30, and recommends the next Portolan stage at day 30.

LEARNING PATH

BEFORE
STR1, GOV1 or any AI fluency course

THIS COURSE
BLD1 AI Roadmap Design

AFTER
Portolan Bearings stage

FORMATS AND PRICE

On quotation

fixed-price engagement; remote session €3,500 · USD 3,900

Fixed price, agreed before the session
In-house for your team, 8 to 30 people per room

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI Pilot Selection and Design

The A³I workshop: finding, scoping and defending your first AI wins

Registered with the MQA as: AI Pilot Selection and Design

THE PROBLEM

Most organisations know they should do something with AI and cannot say what, where, or first. Pilots get picked by enthusiasm, then die at the first budget review because nobody can show the value, the cost or the owner.

YOU LEAVE WITH

1. An AI pilot blueprint for one of your own processes, with one KPI, a total cost and a named owner.
2. The right level of human control for that process, and the reason you can defend.
3. A roadmap that has survived peer challenge, with owners, dates and a governance route.

LEARNING OUTCOMES

- Map and prioritise processes in your organisation with the Value–Feasibility Grid and the Process Opportunity Canvas.
- Apply human in, on or out of the loop to each process with the Human-AI Matrix, and justify the choice.
- Produce an AI Pilot Blueprint with KPIs, total cost, data needs, risks, ethics and technology approach.
- Defend the blueprint in a structured peer challenge on value and feasibility, and turn it into a roadmap with owners and milestones.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h15 practice, 1h15 theory (19%)

FORMATS
Public or in-house

GROUP SIZE
12 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; no paid AI subscription needed

REFUND
MQA-registered; eligible for the HRDC refund

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Heads of department, business unit leaders, process owners, operations managers, transformation and innovation leads, project managers.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2	3 · this course	4 · next	5	6
Session	Bearings	**Route**	First Crossing	Fleet	Harbour

AI Pilot Selection and Design

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Assess.** Why organisations start in the wrong place; scoring your own processes	20 min	85 min
11:00–12:30	**Augment.** Human in, on or out of the loop, chosen by the consequence of an error	20 min	70 min
13:30–15:00	**Automate.** From opportunity to a costed pilot blueprint	20 min	70 min
15:15–17:00	**Defend.** Peer challenge, funding case, roadmap with owners and dates	15 min	90 min
Total	Breaks and lunch not counted	**1h15**	**5h15**

LABS, ON YOUR OWN PROCESSES

Map and score
Three of your processes on the Process Opportunity Canvas, placed on the value grid.

Set the control level
Human-AI Matrix clinic on the process you selected.

Build the blueprint
KPI, total cost, data needs, risks and technology approach.

Defend it
Structured peer challenge, then a roadmap with named owners.

WHAT TO BRING

A description of three recurring processes from your area, with rough volumes, frequency and current cost or cycle time.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your blueprint and templates stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
STR1 AI Strategy, Governance and Economics, or OPS4 Process Baselines for AI

THIS COURSE
BLD2 AI Pilot Selection and Design

AFTER
BLD4 Applied AI Prototype Development, or a First Crossing engagement

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 12 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

Building Agents and Skills with Claude AI

A prompt solves a task once; a skill solves it every time

Registered with the MQA as: Building Agents and Skills with Claude AI

THE PROBLEM

A prompt solves a task once. A skill solves it every time, the same way, for everyone who runs it. Most managers never make that step, so every gain stays personal and fragile.

YOU LEAVE WITH

1. One working agent in your own account, tested on your own real cases.
2. A reusable skill for a recurring process, written so others can run it.
3. The method to build the next one, and the point where a human must still check.

LEARNING OUTCOMES

- Decompose a recurring business process into executable steps and identify which can be automated.
- Write, test and revise a reusable skill that produces consistent output.
- Connect an agent to their own documents and data so its output reflects their organisation.
- Test an agent adversarially and place it on the human in, on or out of the loop spectrum.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h15 practice, 1h15 theory (19%)

FORMATS
Public or in-house

GROUP SIZE
Up to 16 participants

LANGUAGE
English; French on request

TOOLS
Laptop and a paid Claude subscription (Pro, Max or Team)

REFUND
MQA-registered; eligible for the HRDC refund

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and senior professionals who own a recurring process, business analysts, project and product managers. No programming.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2	3	4 · this course	5	6
Session	Bearings	Route	**First Crossing**	Fleet	Harbour

Building Agents and Skills with Claude AI

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**What to automate and how to decompose it.** Prompt, skill and agent; decomposing your process	20 min	85 min
11:00–12:30	**Writing a skill.** Anatomy, consistency, revision from failure; peer review	20 min	70 min
13:30–15:00	**Grounding it in your own material.** Documents, data and sources of truth	20 min	70 min
15:15–17:00	**Breaking it and controlling it.** Adversarial testing; the human checkpoint; demo	15 min	90 min
Total	Breaks and lunch not counted	**1h15**	**5h15**

LABS, ON YOUR OWN MATERIAL

Decompose your process
Steps a system can run reliably, and the ones it cannot.

Write the skill
Instructions that give the same result for everyone.

Ground it
Your documents and data connected to the agent.

Break it
Hard cases, failure modes and the human checkpoint.

WHAT TO BRING

Your laptop with a paid Claude subscription signed in, and one recurring process from your own work with past examples.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU3 Claude AI for Executives and Managers

THIS COURSE
BLD3 Building Agents and Skills with Claude AI

AFTER
BLD4 Applied AI Prototype Development

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, Up to 16 participants

Not sure where to start?
Book the Portolan 20–minute call →
aetheis.com/portolan

AETHEIS Technology Different

Applied AI Prototype Development

AI Build Day: one scoped problem, one working prototype, measured

Registered with the MQA as: Applied AI Prototype Development

THE PROBLEM

Pilots stall between the idea and the evidence. This is a build, not a classroom day: you arrive with one scoped problem and leave with a working prototype and proof that it beats your current process.

YOU LEAVE WITH

1. A working prototype that performs a real task on your own material.
2. Measured evidence that it outperforms your current process.
3. A deployment note: running cost, ownership, control points and the route to production.

LEARNING OUTCOMES

- Convert a business problem into a buildable specification with measurable success criteria.
- Build a functioning prototype on their own material.
- Test it against real cases and show it outperforms the current process on a stated measure.
- Produce a deployment note covering cost, ownership, control points, risks and the route to production.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
Up to 12 participants

LANGUAGE
English; French on request

TOOLS
Laptop and a paid Claude subscription (Pro, Max or Team)

REFUND
MQA-registered; eligible for the HRDC refund

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Process owners, analysts, operations and finance managers, product managers and technical leads with a scoped problem.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2	3	4 · this course	5 · next	6
Session	Bearings	Route	**First Crossing**	Fleet	Harbour

Applied AI Prototype Development

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Scope lock.** Specification against the intake brief; success measure; build begins	15 min	90 min
11:00–12:30	**First working version.** End-to-end build on your real material; checkpoint	15 min	75 min
13:30–15:00	**Test and measure.** Real-case testing against the current process	15 min	75 min
15:15–17:00	**Harden and hand over.** Control points, running cost, deployment note; demos	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Scope lock
Inputs, outputs and the measure of success, agreed.

First version
End to end on your real material.

Test and measure
Five real cases, against the current process.

Hand over
The deployment note your manager can approve.

WHAT TO BRING

The Build Day intake brief, returned seven days before, with at least five real cases for testing. Attendance confirmed once accepted.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
BLD2 AI Pilot Selection and Design, or BLD3	**BLD4 Applied AI Prototype Development**	A First Crossing engagement

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, Up to 12 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

05

Operational efficiency

Projects, time, meetings, writing and teams: everyday operations, made faster and measured.

OPERATIONAL EFFICIENCY

9 courses in this family

OPS1	**AI in Project Delivery** *Stop reporting, start deciding* Half-day · Rs 18,000	56
OPS2	**AI for Time and Workload Management** *Reclaim your week* Half-day · Rs 18,000	58
OPS3	**AI for Meeting Management** *Meetings that decide* Half-day · Rs 18,000	60
OPS4	**Process Baselines for AI** *Measure before you change: the baseline that proves AI value* Half-day · Rs 18,000	62
OPS5	**AI for Business Writing** *Write less, deliver more* Half-day · Rs 18,000	64
OPS6	**AI for Team Management** *The manager's AI operating rhythm* Half-day · Rs 18,000	66
OPS7	**Strategy Execution with OKRs** *From strategy to action, consistently delivering on goals* Half-day · Rs 18,000	68
OPS8	**Project Management Practice** *Plan, deliver and close projects, applied to a live project* Two days plus two half-day clinics · Rs 100,000	70
OPS9	**Agile Project Leadership** *Leading agile projects and teams* Two full days · Rs 64,000	72

AETHEIS Technology Different

AI in Project Delivery

Stop reporting, start deciding

THE PROBLEM

Project managers spend their week reporting on the project instead of steering it. Status reports, risk logs and steering packs eat the time that decisions need.

YOU LEAVE WITH

1. A weekly status report produced from raw updates in under 15 minutes.
2. A risk log turned into a ranked list of decisions for your sponsor.
3. A one-page steering pack that leads with the decisions needed.

LEARNING OUTCOMES

- Produce a weekly status report from raw updates in under 15 minutes.
- Turn a risk log into a ranked decision list for the sponsor.
- Build a one-page steering pack that leads with the decisions needed.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house half-day; in public, paired with OPS3 as one full day

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Project and programme managers, PMO staff, team leads running cross-functional work.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**From updates to status.** Raw updates plus a fixed template; your 15-minute status report	15 min	90 min
10:30–12:30	**From risks to decisions.** Ask, options, recommendation; your decision-first steering pack	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

The 15-minute status report
This week's scattered updates turned into a sendable report.

Decision-first steering pack
Risks ranked, three decisions framed, one page.

WHAT TO BRING

One live project's latest status report, risk or issue log, and a recent steering pack or meeting notes.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**OPS1 AI in Project Delivery**	OPS4 Process Baselines for AI, then BLD2

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Time and Workload Management

Reclaim your week

THE PROBLEM

Most managers lose their week to the inbox and to other people's priorities. The work that matters happens in the evening, or not at all.

YOU LEAVE WITH

1. An inbox triage prompt that sorts and drafts for you.
2. Next week rebuilt around three priorities, with protected focus time.
3. Three meetings declined or delegated, with the messages written.

LEARNING OUTCOMES

- Triage a day's email in a third of the usual time with a reusable prompt.
- Rebuild their week around three priorities, with protected focus blocks.
- Produce a meeting-preparation brief in five minutes.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house half-day; in public, paired with OPS6 as one full day

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and professionals at any level who feel their calendar runs them.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Inbox and incoming work.** Act, delegate, reply-by-draft, ignore; your triage prompt	15 min	90 min
10:30–12:30	**Calendar and priorities.** Where your week went; next week rebuilt around three priorities	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Inbox in four buckets
Your last 30 messages sorted, five replies drafted.

Rebuild next week
A week audit, three priorities, three meetings handed back.

WHAT TO BRING

Last week's calendar, your inbox subjects (anonymised) and your current to-do list.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
OPS2 AI for Time and Workload Management

AFTER
OPS6 AI for Team Management

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Meeting Management

Meetings that decide

THE PROBLEM

Most meetings end without a decision, and the actions agreed are forgotten within a week. AI can do the preparation and the follow-up so the meeting time goes on deciding.

YOU LEAVE WITH

1. A decision-focused agenda and one-page brief for your next meeting.
2. Minutes, decisions and an owned action list produced from a transcript in 10 minutes.
3. A follow-up routine that chases actions without manual effort.

LEARNING OUTCOMES

- Turn any agenda into one framed around the decisions expected.
- Produce minutes, decisions and an owned action list from a transcript in 10 minutes.
- Set up a follow-up routine so actions are chased without manual effort.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house half-day; in public, paired with OPS1 as one full day

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Anyone who chairs or organises recurring meetings: managers, committee secretaries, project leads.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

AI for Meeting Management

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Before: design the meeting.** Agendas as questions to decide; papers summarised by AI	15 min	90 min
10:30–12:30	**After: from talk to action.** Transcripts, consent and privacy; minutes, decisions and actions	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Redesign the agenda
Your next meeting, framed by the decisions it must take.

Transcript to actions
Minutes, decisions register, actions with owners and dates.

WHAT TO BRING

An upcoming meeting's agenda and papers, and a transcript or notes from a past meeting.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**OPS3 AI for Meeting Management**	OPS1 AI in Project Delivery

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

Process Baselines for AI

Measure before you change: the baseline that proves AI value

THE PROBLEM

Without a baseline, every AI result is a story. Most processes have never been measured, so nobody can prove a pilot worked, or that it failed.

YOU LEAVE WITH

1. A one-page description of one of your processes, with volume, cycle time and pain.
2. A measurement plan someone else could repeat.
3. A baseline captured from your own data, logged with remeasure dates.

LEARNING OUTCOMES

- Describe one recurring process with its volume, cycle time and main pain.
- Choose two or three measures and write a measurement method someone else can repeat.
- Capture a baseline from their own data and set remeasure dates at day 30 and 90.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house half-day; in public, paired with OPS5 as one full day

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Process owners, operations managers, heads of department, quality and transformation leads.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2 · this course	3 · next	4	5	6
Session	**Bearings**	**Route**	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Map and choose the measures.** Five value measures; what makes a measure repeatable	15 min	90 min
10:30–12:30	**Capture the baseline.** Sampling 20 cases; AI on your export; checking its arithmetic	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Map and pick the measures
Your process sheet and measurement plan.

Capture the baseline
Your data analysed, five cases checked, a logbook entry.

WHAT TO BRING

One recurring process you own, and any data export covering at least one month.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
OPS4 Process Baselines for AI

AFTER
BLD2 AI Pilot Selection and Design

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Business Writing

Write less, deliver more

THE PROBLEM

Reports, proposals, procedures and board papers eat days of senior time, most of it on first drafts and reformatting. AI can draft; the judgement has to stay yours.

YOU LEAVE WITH

1. A full first draft of your next document, built from a one-paragraph brief.
2. An edited version of a document that took too long, 30% shorter.
3. A reusable template and prompt for a document you write every month.

LEARNING OUTCOMES

- Draft a structured document from raw notes in a fraction of the usual time.
- Review and tighten any draft against a clear standard of audience, length, structure and tone.
- Build a reusable template and prompt for a recurring document.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house half-day; in public, paired with OPS4 as one full day

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and professionals who write reports, proposals, procedures, board papers or client letters.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Draft fast.** Brief before you draft; outline, then section by section	15 min	90 min
10:30–12:30	**Review and standardise.** AI as editor; checking facts; your recurring template	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Brief, then draft
Your next document, first draft done.

Edit and template
30% cut, claims checked, a template for next time.

WHAT TO BRING

One document that took too long, and the raw inputs for the next one you must write.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**OPS5 AI for Business Writing**	OPS6 AI for Team Management

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Team Management

The manager's AI operating rhythm

THE PROBLEM

Managers spend their time preparing reviews, chasing numbers and writing the same updates. AI can prepare all of it, so the manager's time goes on people and decisions.

YOU LEAVE WITH

1. A one-page weekly team dashboard prepared by AI from your numbers.
2. A one-to-one preparation sheet for a real team member.
3. Two delegation briefs and a list of what to keep, delegate or automate.

LEARNING OUTCOMES

- Run a weekly team review from an AI-prepared one-page dashboard.
- Prepare a one-to-one in 10 minutes from notes and objectives.
- Decide what to delegate to people and to AI, and write the delegation brief.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house half-day; in public, paired with OPS2 as one full day

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Line managers and heads of team with three or more direct reports.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**The weekly rhythm.** One page of numbers that leads to action; your team dashboard	15 min	90 min
10:30–12:30	**People and delegation.** AI prepares, the manager judges; one-to-ones and delegation	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Team dashboard
Your numbers on one page, with three signals to discuss.

One-to-ones and delegation
A prep sheet and two delegation briefs.

WHAT TO BRING

Your team's weekly numbers, recent one-to-one notes (anonymised) and your task list.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
OPS6 AI for Team Management

AFTER
OPS7 Strategy Execution with OKRs

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

Strategy Execution with OKRs

From strategy to action, consistently delivering on goals

THE PROBLEM

Annual objectives are set in January and reviewed in December. In between, teams work hard on activities nobody connects back to the strategy.

YOU LEAVE WITH

1. One quarter of OKRs for your team that measure outcomes, not activity.
2. Initiatives with named owners for each key result.
3. A weekly review template you can run in 15 minutes.

LEARNING OUTCOMES

- Write one quarter of OKRs that measure outcomes, not activity.
- Break key results into initiatives with named owners.
- Run a weekly review that keeps the OKRs alive.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house; online version on Learn N' Succeed

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and team leads responsible for delivering a strategy.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Objectives and key results.** Outcome versus activity; your OKRs, with AI as critic	15 min	90 min
10:30–12:30	**From key results to weekly execution.** Initiatives, owners and the weekly review rhythm	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Write the OKRs
Your quarter, critiqued and peer-scored.

Weekly review
Initiatives with owners, and a 15-minute mock review.

WHAT TO BRING

Your team's current strategy or annual objectives.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**OPS7 Strategy Execution with OKRs**	OPS6 AI for Team Management

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Project Management Practice

Plan, deliver and close projects, applied to a live project

THE PROBLEM

Project management courses teach a method on a case study, then leave participants alone with their real project. The method rarely survives the first week back.

YOU LEAVE WITH

1. A plan for your own live project: scope, schedule, risks and stakeholders.
2. Two coached clinics on your project three weeks apart.
3. A reporting and decision routine you keep using.

LEARNING OUTCOMES

- Define the scope, deliverables and success criteria of a live project.
- Build a realistic schedule, budget and risk register.
- Manage stakeholders, changes and reporting through delivery and closure.

DURATION
Two days plus two half-day clinics

HANDS-ON
17h00 practice, 2h00 theory (11%)

FORMATS
In-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Project managers, team leads and professionals newly in charge of projects.

HOW EVERY AETHEIS COURSE WORKS

Labs first	Theory capped	Atlas follow-up
On your own material	Under 20% of the time	Day 3, 7 and 30

Project Management Practice

PROGRAMME

Time	Block	Theory	Practice
Day 1	**Scope and plan.** Scope, deliverables, schedule and budget on your project	60 min	330 min
Day 2	**Risks, people and delivery.** Risk register, stakeholders, change control, reporting	60 min	330 min
Clinic 1, week 3	**Coached review.** Your project's progress against the plan	—	3h
Clinic 2, week 6	**Coached review and closure.** Lessons learned and closure routine	—	3h
Total	Breaks and lunch not counted	**2h00**	**17h00**

LABS, ON YOUR OWN MATERIAL

Plan your project
Scope, schedule and budget for your real project.

Risk register
Your top risks with owners and responses.

Stakeholder map
Who decides, who influences, who must be told.

Clinics
Two coached reviews on your project as it runs.

WHAT TO BRING

One live project you are responsible for, with its current documents.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**OPS8 Project Management Practice**	OPS9 Agile Project Leadership, or OPS1

FORMATS AND PRICE

Rs 100,000 · €1,900 · USD 2,200

per participant

Full programme, excluding VAT; lunch and materials included
In-house for your team, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

AETHEIS Technology Different

Agile Project Leadership

Leading agile projects and teams

THE PROBLEM

Teams adopt agile ceremonies and keep the old behaviours. Sprints become mini-waterfalls and stand-ups become status meetings.

YOU LEAVE WITH

1. A backlog and first sprint plan for one of your real projects.
2. A team working agreement and a review routine that fits your organisation.
3. A plan to lead the change from your current way of working.

LEARNING OUTCOMES

- Structure a real project as a prioritised backlog and sprint plan.
- Run the core agile routines so that they produce decisions, not status.
- Lead a team through the shift from plan-driven to adaptive delivery.

DURATION
Two full days

HANDS-ON
11h00 practice, 2h00 theory (15%)

FORMATS
In-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Project managers, product owners, team leads.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

Agile Project Leadership

PROGRAMME

Time	Block	Theory	Practice
Day 1, morning	**Agile foundations.** Values, roles and when agile fits; your project as a backlog	30 min	165 min
Day 1, afternoon	**Planning the work.** Prioritisation, estimation and the first sprint	30 min	165 min
Day 2, morning	**Running the team.** Stand-ups, reviews and retrospectives that decide	30 min	165 min
Day 2, afternoon	**Leading the change.** Scaling, stakeholders and your transition plan	30 min	165 min
Total	Breaks and lunch not counted	**2h00**	**11h00**

LABS, ON YOUR OWN MATERIAL

Backlog
Your project as a prioritised backlog.

Sprint plan
The first sprint, estimated and committed.

Retrospective
A real retrospective on the two days.

Transition plan
From today's way of working to the next one.

WHAT TO BRING

One real project or product, with its current plan.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
OPS8 Project Management Practice	**OPS9 Agile Project Leadership**	OPS1 AI in Project Delivery

FORMATS AND PRICE

Rs 64,000 · €1,200 · USD 1,400

per participant

Two days, excluding VAT; lunch and materials included
In-house for your team, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

06

Function tracks

AI for finance, risk and compliance, audit, HR, sales, marketing, legal, service and software teams.

FUNCTION TRACKS

12 courses in this family

FIN1	**AI for Financial Close** *Month-end close, reconciliations and variance commentary* Full day · Rs 32,000	76
FIN2	**AI for Financial Planning and Analysis** *Budgets, forecasts and scenarios* Full day · Rs 32,000	78
FIN3	**AI for Finance Operations** *Payables, receivables and treasury* Half-day · Rs 18,000	80
RSK1	**AI for KYC and AML** *Faster due diligence and screening, with the human deciding* Full day · Rs 32,000	82
RSK2	**AI for Regulatory Compliance** *Mapping new circulars to policies, controls and gaps* Half-day · Rs 18,000	84
RSK3	**AI for Internal Audit** *Planning, testing, workpapers and reporting* Full day · Rs 32,000	86
HR1	**AI for Human Resources** *Agentic AI across the HR cycle* Full day · Rs 32,000	88
SAL1	**AI-Enabled Selling** *The art of selling in the AI era* Full day · Rs 32,000	90
MKT1	**AI for Marketing and Communication** *Content, campaigns and measurement* Half-day · Rs 18,000	92
LEG1	**AI for Legal Teams** *Contract review, research and drafting under professional safeguards* Half-day · Rs 18,000	94
CSV1	**AI for Customer Service** *Agent assist, triage and answers for service teams* Half-day · Rs 18,000	96
DEV1	**AI-Assisted Software Development** *AI across the software lifecycle, from specification to test* Two full days · Rs 64,000	98

AETHEIS Technology Different

AI for Financial Close

Month-end close, reconciliations and variance commentary

THE PROBLEM

Month-end close still takes days of matching, chasing and commentary writing. AI can take the first pass on most of it, if the numbers stay traceable and the controls stay in place.

YOU LEAVE WITH

1. A close checklist with the steps AI now prepares for you.
2. A reconciliation workflow run on your own extract, with exceptions flagged.
3. Variance commentary drafted from your numbers, every figure traced.

LEARNING OUTCOMES

- Map their month-end close and choose the steps AI can prepare.
- Run a reconciliation with AI and review the exceptions it flags.
- Draft variance commentary from trial balance data, with every figure traced to source.
- Set the review controls that keep AI-prepared figures out of reports until checked.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Accountants, financial controllers and finance managers. Co-delivered by an Aetheis AI facilitator and a specialist from the field.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Your close, step by step.** Where the days go; which steps AI can prepare	15 min	90 min
11:00–12:30	**Reconciliations.** Matching and exceptions on your own extract	15 min	75 min
13:30–15:00	**Variance commentary.** Drafting from the numbers, every figure traced	15 min	75 min
15:15–17:00	**Controls and rollout.** Review points, evidence and your 30–day plan	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Close map
Your close calendar with AI-ready steps marked.

Reconciliation run
Your extract matched, exceptions explained.

Commentary draft
Variances explained, figures traced.

Control design
Who checks what before anything is reported.

WHAT TO BRING

An anonymised trial balance, a bank or intercompany extract, and last month's variance commentary.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
FIN1 AI for Financial Close

AFTER
FIN2 AI for Financial Planning and Analysis

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20–minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Financial Planning and Analysis

Budgets, forecasts and scenarios

THE PROBLEM

FP&A teams spend more time collecting numbers than explaining them. Management wants scenarios and answers in hours, not a new spreadsheet in two weeks.

YOU LEAVE WITH

1. A driver-based forecast for one of your business lines.
2. Three scenarios with the assumptions behind each.
3. A management narrative drafted from the numbers.

LEARNING OUTCOMES

- Build a driver-based forecast with AI from their own data.
- Run scenarios and stress tests and document every assumption.
- Draft the management narrative and check it against the model.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

FP&A analysts, finance business partners and finance managers. Co-delivered by an Aetheis AI facilitator and a specialist from the field.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

AI for Financial Planning and Analysis

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**From data to drivers.** Finding the drivers in your history	15 min	90 min
11:00–12:30	**The forecast.** Building and checking a driver-based forecast	15 min	75 min
13:30–15:00	**Scenarios.** Three scenarios and a stress test	15 min	75 min
15:15–17:00	**The story for management.** Narrative, charts and the questions to expect	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Driver analysis
What really moves your numbers.

Forecast build
A forecast you can explain line by line.

Scenario set
Base, downside, upside, with assumptions.

Management pack
The narrative and the three charts that matter.

WHAT TO BRING

Anonymised actuals for one business line over 24 months and your current budget template.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FIN1 AI for Financial Close

THIS COURSE
FIN2 AI for Financial Planning and Analysis

AFTER
BLD1 AI Roadmap Design, finance edition

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Finance Operations

Payables, receivables and treasury

THE PROBLEM

Invoices, collections and cash positions are high-volume, repetitive and error-prone. They are where AI saves the most hours in finance, and where a mistake costs real money.

YOU LEAVE WITH

1. An invoice-processing workflow tested on your own documents.
2. Collection emails drafted by AI from your ageing report.
3. A 13-week cash view prepared from your data.

LEARNING OUTCOMES

- Extract and check invoice data with AI before it reaches the ledger.
- Prioritise collections and draft reminders from an ageing report.
- Prepare a short-term cash view and flag the assumptions to confirm.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Accounts payable and receivable teams, treasury officers. Co-delivered by an Aetheis AI facilitator and a specialist from the field.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Payables and receivables.** Invoice extraction and checks; collections from the ageing report	15 min	90 min
10:30–12:30	**Treasury.** A 13-week cash view; assumptions and review	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Invoice run
Ten invoices extracted and checked.

Cash view
Your 13 weeks, with what to confirm.

WHAT TO BRING

Ten anonymised supplier invoices, an ageing report and a bank statement extract.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**FIN3 AI for Finance Operations**	FIN1 AI for Financial Close

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
In-house for your team, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for KYC and AML

Faster due diligence and screening, with the human deciding

THE PROBLEM

Customer due diligence files pile up, adverse-media checks are inconsistent and suspicious-transaction narratives take hours. AI can prepare the work; a named person must still decide.

YOU LEAVE WITH

1. A CDD file review workflow with AI preparing the summary.
2. A consistent adverse-media screening method.
3. A suspicious-transaction narrative drafted from facts, for an analyst to decide on.

LEARNING OUTCOMES

- Review customer due diligence files faster with AI-prepared summaries.
- Run adverse-media screening with AI and grade the evidence.
- Draft suspicious-transaction narratives from facts, keeping the decision human.
- Apply FIAMLA, Bank of Mauritius and FSC expectations to AI-assisted compliance work.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Compliance analysts, onboarding teams, MLROs and their deputies. Co-delivered by an Aetheis AI facilitator and a specialist from the field.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**CDD file review.** What AI can read and summarise; your files	15 min	90 min
11:00–12:30	**Adverse media.** Screening, evidence grading, false positives	15 min	75 min
13:30–15:00	**Narratives.** From facts to a draft report for the analyst	15 min	75 min
15:15–17:00	**Controls and the regulator.** Human decision points, audit trail, rules	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

File review
Two CDD files summarised and gaps flagged.

Media screening
Adverse-media results graded for evidence.

Narrative draft
A suspicious-activity narrative, facts only.

Control map
Where a person must decide, and the audit trail.

WHAT TO BRING

Two anonymised CDD files and one past alert, with identifying details removed.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU2 Responsible AI Use

THIS COURSE
RSK1 AI for KYC and AML

AFTER
BLD1 AI Roadmap Design, banking or insurance edition

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Regulatory Compliance

Mapping new circulars to policies, controls and gaps

THE PROBLEM

New circulars from the Bank of Mauritius, the FSC or the BCEAO arrive faster than compliance teams can map them to policies. Gaps are found at inspection, not before.

YOU LEAVE WITH

1. A new regulation mapped to your internal policies.
2. A gap analysis with owners and dates.
3. A monitoring routine for the next circular.

LEARNING OUTCOMES

- Extract obligations from a regulatory text with AI and check them against the source.
- Map obligations to internal policies and controls and identify gaps.
- Set up a routine for monitoring and mapping future regulation.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Compliance officers, legal counsel and risk managers. Co-delivered by an Aetheis AI facilitator and a specialist from the field.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**From text to obligations.** Extracting obligations; checking against the source	15 min	90 min
10:30–12:30	**From obligations to gaps.** Mapping to your policies; gap analysis and owners	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Obligation register
A real circular turned into obligations.

Gap analysis
Each obligation mapped to a policy, or a gap.

WHAT TO BRING

A recent circular or regulation relevant to your organisation, and the policies it touches.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU2 Responsible AI Use	**RSK2 AI for Regulatory Compliance**	GOV4 AI Management System Implementation

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Internal Audit

Planning, testing, workpapers and reporting

THE PROBLEM

Audit teams are asked to cover more risks with the same people, and to audit AI itself. AI can speed up planning, testing and reporting, if the evidence trail stays intact.

YOU LEAVE WITH

1. A risk-based audit plan drafted for one area.
2. Test procedures and a sample analysis run with AI.
3. A draft audit report with findings traced to evidence.

LEARNING OUTCOMES

- Draft a risk-based audit plan and work programme with AI.
- Design tests and analyse samples with AI, keeping the evidence trail.
- Review workpapers and draft findings and reports.
- Plan an audit of an AI system in their own organisation.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Internal auditors and audit managers. Co-delivered by an Aetheis AI facilitator and a specialist from the field.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1	2	3	4	5	6 · next
Session	Bearings	Route	First Crossing	Fleet	Harbour

AI for Internal Audit

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Planning.** Risk assessment and work programme	15 min	90 min
11:00–12:30	**Testing.** Test design and sample analysis on your data	15 min	75 min
13:30–15:00	**Workpapers and reporting.** Findings traced to evidence; the report	15 min	75 min
15:15–17:00	**Auditing AI.** How to audit an AI system in your organisation	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Audit plan
One area, risks ranked, programme drafted.

Sample test
Your extract tested, exceptions explained.

Report draft
Findings, evidence and recommendations.

AI audit plan
The scope and tests for one AI system.

WHAT TO BRING

A past audit plan or report (sanitised) and a data extract for testing.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU2 Responsible AI Use	**RSK3 AI for Internal Audit**	Portolan Harbour stage

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Human Resources

Agentic AI across the HR cycle

THE PROBLEM

HR is asked to lead the AI transition for the whole organisation while its own processes, from hiring to training, still run on email and spreadsheets.

YOU LEAVE WITH

1. Three HR processes mapped for AI: one to augment, one to automate, one to keep human.
2. A working agent for one HR task, tested on real cases.
3. A plan for HR's own AI adoption, with the guardrails employees will expect.

LEARNING OUTCOMES

- Map HR processes across the employee cycle and choose where AI helps.
- Build and test an agent for one HR task.
- Set the guardrails for AI in HR decisions, including bias and personal data.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

HR teams, HR business partners and CHROs.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**The HR cycle.** Hiring, onboarding, learning, performance, exit	15 min	90 min
11:00–12:30	**Agents for HR.** What agents can do; building one for your task	15 min	75 min
13:30–15:00	**Testing and guardrails.** Bias, personal data and the human decision	15 min	75 min
15:15–17:00	**HR's own adoption plan.** Your team first, then the organisation	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Process map
Your HR cycle with AI opportunities marked.

Build the agent
One HR task handed to an agent.

Break it
Edge cases, bias checks and the human checkpoint.

Adoption plan
90 days for HR, with guardrails.

WHAT TO BRING

Two HR processes you run every month and the documents they rely on.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
STR3 AI Workforce and Culture Change

THIS COURSE
HR1 AI for Human Resources

AFTER
BLD1 AI Roadmap Design

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI-Enabled Selling

The art of selling in the AI era

THE PROBLEM

Buyers arrive better informed than ever, and sales teams still prepare calls the way they did ten years ago. The art of selling has not changed; the preparation has.

YOU LEAVE WITH

1. An account plan for one of your real prospects, prepared with AI.
2. A discovery call guide and objection answers built from your offer.
3. Follow-up and proposal drafts you can send the same day.

LEARNING OUTCOMES

- Research an account and prepare a call with AI.
- Structure discovery around the buyer's problem and handle objections.
- Draft follow-ups and proposals faster, without losing the personal touch.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Sales teams, account managers and sales managers.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**The modern buyer.** What has changed; account research with AI	15 min	90 min
11:00–12:30	**Discovery.** Questions that find the problem; role play	15 min	75 min
13:30–15:00	**Objections and value.** Answers built from your offer; role play	15 min	75 min
15:15–17:00	**Follow-up and proposal.** Same-day follow-up and a proposal draft	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Account plan
Your prospect researched and mapped.

Discovery role play
A real call, recorded and debriefed.

Objection bank
Your top ten objections, answered.

Proposal draft
Same-day follow-up and proposal.

WHAT TO BRING

One real prospect or account and your current offer description.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**SAL1 AI-Enabled Selling**	LDR7 Persuasive Pitching

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Marketing and Communication

Content, campaigns and measurement

THE PROBLEM

AI produces content fast, and most of it sounds like everyone else's. Teams need a brand voice the AI respects, and a way to measure what works.

YOU LEAVE WITH

1. A reusable brand-voice prompt built from your guidelines.
2. An on-brand asset set for a real campaign.
3. A campaign plan with test variants and measures.

LEARNING OUTCOMES

- Turn brand guidelines and best content into a reusable brand-voice prompt.
- Produce an on-brand asset set for a real campaign and check it against the brand.
- Plan the campaign's test variants and measures.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Marketing and communication teams, brand managers and small-business owners.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Content that stays on brand.** Brief first; brand voice; rights and disclosure	15 min	90 min
10:30–12:30	**Campaign and measurement.** Audience insight, test design, three measures	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Brand voice and assets
Your prompt, then a post, an email and ad copy.

Campaign plan
Two variants, three measures, peer critique.

WHAT TO BRING

Brand guidelines, three pieces of content you are proud of, and a campaign planned for next quarter.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**MKT1 AI for Marketing and Communication**	FLU5 Custom AI Assistant Design

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400
per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Legal Teams

Contract review, research and drafting under professional safeguards

THE PROBLEM

Legal teams face more contracts and more regulation with the same headcount. AI can read and draft quickly, but a hallucinated clause or a leaked document is a professional failure.

YOU LEAVE WITH

1. A contract review routine against your own standard positions.
2. A legal research method with every source verified.
3. The confidentiality and verification rules for AI in your legal work.

LEARNING OUTCOMES

- Review contracts against a playbook with AI and verify every flag.
- Run legal research with AI and check every authority it cites.
- Apply confidentiality, privilege and professional rules to AI use.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

In-house legal teams and law firms. Co-delivered with a partner law firm.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Contract review.** Playbook-based review; verifying every flag	15 min	90 min
10:30–12:30	**Research and drafting.** Authorities checked; drafting under safeguards	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Contract review
Two contracts reviewed against your playbook.

Research check
An AI research answer, every authority verified.

WHAT TO BRING

Two anonymised contracts and your standard positions or playbook.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU2 Responsible AI Use	**LEG1 AI for Legal Teams**	BLD1 AI Roadmap Design

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Customer Service

Agent assist, triage and answers for service teams

THE PROBLEM

Customers expect fast, accurate answers on every channel. Agents search five systems for the right policy, and every answer depends on who picks up.

YOU LEAVE WITH

1. A triage routine that sorts incoming requests by type and urgency.
2. An answer assistant grounded in your own policies.
3. Reply templates tested on real cases, in your brand's tone.

LEARNING OUTCOMES

- Classify and route incoming requests with AI.
- Draft accurate replies grounded in their own policies and procedures.
- Set the quality checks and escalation rules for AI-assisted service.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
In-house

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Contact centre agents, service team leads and customer experience managers.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Triage.** Request types, urgency, routing rules	15 min	90 min
10:30–12:30	**Answers you can trust.** Grounded replies, tone, escalation	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Triage run
Twenty requests sorted and routed.

Answer assistant
Replies grounded in your policies, checked.

WHAT TO BRING

Twenty anonymised customer requests and the policies agents use to answer them.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
CSV1 AI for Customer Service

AFTER
BLD2 AI Pilot Selection and Design

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
In-house for your team, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI-Assisted Software Development

AI across the software lifecycle, from specification to test

THE PROBLEM

Developers use AI to write code faster, and the gains stop there. The real leverage is across the lifecycle: specifications, reviews, tests, documentation and migration.

YOU LEAVE WITH

1. An AI-assisted workflow for your team, from specification to test.
2. A feature built on your own codebase with AI, reviewed and tested.
3. Team rules for code quality, security and licensing with AI.

LEARNING OUTCOMES

- Use AI to write specifications, code, tests and documentation on their own codebase.
- Review AI-generated code for quality, security and licensing risks.
- Set team practices for AI across the software lifecycle.

DURATION
Two full days

HANDS-ON
11h00 practice, 2h00 theory (15%)

FORMATS
In-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop, your development environment and an AI coding tool

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Developers, architects, technical leads and IT managers.

WHERE THIS SITS ON THE PORTOLAN ROUTE

A³I designs the routes Portolan selects

1	2	3	4 · next	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

AI-Assisted Software Development

PROGRAMME

Time	Block	Theory	Practice
Day 1, morning	**Specification and design.** From request to specification and design with AI	30 min	165 min
Day 1, afternoon	**Building.** Coding with AI on your codebase; pair work	30 min	165 min
Day 2, morning	**Testing and review.** Tests, code review, security and licence checks	30 min	165 min
Day 2, afternoon	**Team practice.** Documentation, migration and your team's rules	30 min	165 min
Total	Breaks and lunch not counted	**2h00**	**11h00**

LABS, ON YOUR OWN MATERIAL

Specification
A real request turned into a specification.

Build
The feature built with AI on your codebase.

Test and review
Tests written, code reviewed for risk.

Team rules
Your team's AI practices, written down.

WHAT TO BRING

Access to a non-production copy of one of your repositories and a small feature request.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
DEV1 AI-Assisted Software Development

AFTER
A First Crossing engagement on your delivery process

FORMATS AND PRICE

Rs 64,000 · €1,200 · USD 1,400

per participant

Two days, excluding VAT; lunch and materials included
In-house for your team, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

07

Sector tracks

Insurance claims, banking, hospitality, energy, ESG reporting and food safety.

10 courses in this family

CLM1	**AI for Claims Handling** *Intake, triage and customer communication* Two half-days · Rs 36,000	102
CLM2	**AI for Claims Assessment** *Medical reports, repair quotes and policy wording, checked faster* Full day · Rs 32,000	104
CLM3	**AI for Claims Fraud Detection** *Red flags, leakage and referral notes* Half-day · Rs 18,000	106
BNK1	**Responsible AI in Banking** *Technology-driven innovation for banking excellence* Full day · Rs 32,000	108
HOS1	**AI for Hospitality Operations** *Guest experience, revenue and back office* Half-day · Rs 18,000	110
NRG1	**Energy Fundamentals for Decision Makers** *Cutting energy cost with measurement first* Half-day · Rs 18,000	112
NRG2	**Energy Basics for Sustainability Teams** *From meter data to an action plan* Full day · Rs 32,000	114
NRG3	**Energy Transition Communication** *Credible energy and climate messages* Half-day · Rs 18,000	116
ESG1	**AI for ESG Reporting** *Sustainability data, reporting and disclosure* Half-day · Rs 18,000	118
QLT1	**Food Safety Culture** *BRCGS quality culture for every role, on Learn N' Succeed* Online, self-paced · On quotation	120

AETHEIS Technology Different

AI for Claims Handling

Intake, triage and customer communication

THE PROBLEM

Claims handlers spend their day re-keying first notices of loss, chasing missing documents and writing the same letters. Customers wait, and the backlog grows every Monday.

YOU LEAVE WITH

1. A first-notice-of-loss intake routine with completeness checks.
2. A triage rule set that routes claims by complexity.
3. Clear, empathetic customer letters, including declines explained in plain language.

LEARNING OUTCOMES

- Capture a first notice of loss with AI and check it for completeness.
- Triage claims by complexity and route them to the right handler.
- Write clear, empathetic customer communication, including declines.

DURATION
Two half-days

HANDS-ON
6h30 practice, 1h00 theory (13%)

FORMATS
In-house, scheduled around operations

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Claims handlers, call-centre agents and claims team leads in insurance. Co-delivered by an Aetheis AI facilitator and a claims specialist.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
Half-day 1, block 1	**Intake.** First notice of loss captured and checked	15 min	90 min
Half-day 1, block 2	**Triage.** Complexity rules and routing on your claims	15 min	105 min
Half-day 2, block 1	**Customer communication.** Updates, requests for documents, declines	15 min	90 min
Half-day 2, block 2	**Quality and rollout.** Checks, escalation rules, your 30-day plan	15 min	105 min
Total	Breaks not counted	**1h00**	**6h30**

LABS, ON YOUR OWN MATERIAL

Intake run
Ten notifications captured and checked.

Triage rules
Your claims routed by complexity.

Letters
Updates and declines in plain language.

Rollout plan
Checks, escalation and the first 30 days.

WHAT TO BRING

Ten anonymised claim notifications (motor, health or property) and your standard letters.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU1 Generative AI Essentials	**CLM1 AI for Claims Handling**	CLM2 AI for Claims Assessment

FORMATS AND PRICE

Rs 36,000 · €700 · USD 800

per participant

Two half-days, excluding VAT; materials included
In-house for your team, 10 to 24 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Claims Assessment

Medical reports, repair quotes and policy wording, checked faster

THE PROBLEM

Assessors read long medical reports, repair quotes and police reports, then check them against policy wording, claim by claim. It is slow, and the quality depends on who reads.

YOU LEAVE WITH

1. A document summary routine for medical, repair and police reports.
2. A coverage check against policy wording, with every clause cited.
3. An assessment file the assessor decides on, faster and more consistently.

LEARNING OUTCOMES

- Summarise claim documents with AI and verify the summary against the source.
- Check a claim against policy wording and cite every clause used.
- Prepare a consistent assessment file, keeping the cover decision human.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Claims assessors, adjusters and claims managers. Co-delivered by an Aetheis AI facilitator and a claims specialist.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Reading the file.** Medical, repair and police reports summarised	15 min	90 min
11:00–12:30	**Coverage check.** Policy wording, exclusions, clauses cited	15 min	75 min
13:30–15:00	**The assessment file.** Consistent format; what the assessor decides	15 min	75 min
15:15–17:00	**Quality and controls.** Sampling, second checks, audit trail	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

File summary
Three files summarised and verified.

Coverage check
Clause by clause, cited.

Assessment file
Ready for the assessor's decision.

Control design
Who checks, how often, what is logged.

WHAT TO BRING

Three anonymised claim files with their documents and the policy wording.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
CLM1 AI for Claims Handling

THIS COURSE
CLM2 AI for Claims Assessment

AFTER
BLD1 AI Roadmap Design, insurance edition

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

AI for Claims Fraud Detection

Red flags, leakage and referral notes

THE PROBLEM

Fraud and leakage hide in volume. Handlers miss red flags because they see one claim at a time, and referrals to investigation arrive incomplete.

YOU LEAVE WITH

1. A red-flag review routine applied to your own claim files.
2. A leakage check on a sample of settled claims.
3. Referral notes that give investigators what they need.

LEARNING OUTCOMES

- Review a claim file for fraud red flags with AI and grade the evidence.
- Check settled claims for leakage patterns.
- Write a referral note for investigation that is complete and fair.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Claims and fraud analysts, special investigation units. Co-delivered by an Aetheis AI facilitator and a claims specialist.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Red flags.** Fraud typologies; AI review of your files	15 min	90 min
10:30–12:30	**Leakage and referral.** Settled-claim sample; the referral note	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Red-flag review
Five files reviewed, evidence graded.

Referral note
A complete, fair note for investigators.

WHAT TO BRING

Five anonymised claim files, including one confirmed fraud case if available.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
CLM2 AI for Claims Assessment

THIS COURSE
CLM3 AI for Claims Fraud Detection

AFTER
BLD2 AI Pilot Selection and Design

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

Responsible AI in Banking

Technology-driven innovation for banking excellence

THE PROBLEM

Banks are under pressure to innovate with AI from fintechs, customers and boards, and under scrutiny from regulators for every model they use. Innovation and responsibility have to be designed together.

YOU LEAVE WITH

1. A map of AI opportunities across your bank's value chain.
2. A responsible-AI checklist applied to one real use case.
3. A short list of AI initiatives with the controls each needs.

LEARNING OUTCOMES

- Identify AI opportunities in retail, corporate and operations banking.
- Apply responsible-AI requirements, fairness, explainability and data protection, to a banking use case.
- Prioritise AI initiatives with the controls the regulator will expect.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Bank managers, innovation, risk and compliance teams.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**AI in banking today.** Where banks use AI in production; your value chain	15 min	90 min
11:00–12:30	**Opportunities.** Retail, corporate and operations use cases scored	15 min	75 min
13:30–15:00	**Responsible AI.** Fairness, explainability, data, the regulator's view	15 min	75 min
15:15–17:00	**Your short list.** Initiatives, controls and first steps	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Value-chain map
AI opportunities across your bank.

Use-case scoring
Value and feasibility for your ideas.

Responsible-AI check
One use case tested against the checklist.

Short list
Three initiatives with controls and owners.

WHAT TO BRING

Your bank's current priorities and one AI idea under discussion.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
STR1 AI Strategy, Governance and Economics

THIS COURSE
BNK1 Responsible AI in Banking

AFTER
BLD1 AI Roadmap Design, banking edition

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?

Book the Portolan 20-minute call →

aetheis.com/portolan

AETHEIS Technology Different

AI for Hospitality Operations

Guest experience, revenue and back office

THE PROBLEM

Hotels run on thin margins and long hours. AI can answer guests, read reviews, help price rooms and lighten the back office, if staff know how to use it well.

YOU LEAVE WITH

1. Guest replies and review responses drafted in your hotel's voice.
2. A review analysis that shows what guests actually complain about.
3. One back-office task handed to AI.

LEARNING OUTCOMES

- Draft guest communication and review responses with AI in their brand's voice.
- Analyse guest reviews to find recurring issues.
- Apply AI to one back-office or revenue task.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Hotel managers, front office, guest relations, revenue and hospitality students.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Guest experience.** Replies and review responses in your voice	15 min	90 min
10:30–12:30	**Revenue and back office.** Review analysis; one back-office task	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Guest replies
Your reviews and emails answered.

Review analysis
Twenty reviews, three recurring issues.

WHAT TO BRING

Twenty recent guest reviews and two typical guest emails.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE
FLU1 Generative AI Essentials

THIS COURSE
HOS1 AI for Hospitality Operations

AFTER
BLD1 AI Roadmap Design

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

Energy Fundamentals for Decision Makers

Cutting energy cost with measurement first

THE PROBLEM

Energy is one of the largest controllable costs in many organisations, and one of the least understood at board level. Decisions are made on supplier advice, without measurement.

YOU LEAVE WITH

1. A reading of your own energy bill: where the money goes.
2. The few measures that tell you if an energy project pays.
3. Three questions to ask before approving any energy investment.

LEARNING OUTCOMES

- Read an energy bill and identify the main cost drivers.
- Use measurement to judge whether an energy project pays.
- Challenge an energy investment proposal with the right questions.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Executives, CFOs, operations and facilities directors. Delivered by Aetheis Energy engineers.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Where your energy money goes.** Reading your bills; the main cost drivers	15 min	90 min
10:30–12:30	**Deciding on energy projects.** Measure first; payback; the questions to ask	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Bill analysis
Your twelve months, decoded.

Project challenge
A real proposal tested on payback and evidence.

WHAT TO BRING

Your last twelve months of electricity bills.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates stay in your space.

LEARNING PATH

BEFORE
No prerequisite

THIS COURSE
NRG1 Energy Fundamentals for Decision Makers

AFTER
NRG2 Energy Basics for Sustainability Teams, or an energy audit

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Energy Basics for Sustainability Teams

From meter data to an action plan

THE PROBLEM

Sustainability teams are asked for energy reductions without the tools to measure them. Targets are set on estimates, and nobody can prove what changed.

YOU LEAVE WITH

1. Your site's energy profile built from meter or bill data.
2. A ranked list of savings measures with rough payback.
3. A measurement and reporting plan for the year.

LEARNING OUTCOMES

- Build an energy profile from meter or bill data.
- Identify and rank savings measures by cost and payback.
- Set up measurement and reporting that proves the savings.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Sustainability, facilities and operations teams. Delivered by Aetheis Energy engineers.

HOW EVERY AETHEIS COURSE WORKS

Labs first	Theory capped	Atlas follow-up
On your own material	Under 20% of the time	Day 3, 7 and 30

Energy Basics for Sustainability Teams

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Energy basics.** Units, tariffs, where energy goes in a building	15 min	90 min
11:00–12:30	**Your site's profile.** Meter data and bills analysed	15 min	75 min
13:30–15:00	**Savings measures.** Lighting, cooling, processes, behaviour; payback	15 min	75 min
15:15–17:00	**Measurement and reporting.** Baseline, targets, reporting routine	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Energy profile
Your site's consumption, hour by hour.

Savings list
Measures ranked by payback.

Baseline
The reference against which savings are proven.

Reporting plan
What to measure, monthly.

WHAT TO BRING

Meter data or twelve months of bills for one site, and the site's equipment list.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates stay in your space.

LEARNING PATH

BEFORE
NRG1 Energy Fundamentals for Decision Makers

THIS COURSE
NRG2 Energy Basics for Sustainability Teams

AFTER
An Aetheis Energy audit

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Energy Transition Communication

Credible energy and climate messages

THE PROBLEM

Energy and climate messages are under scrutiny from customers, regulators and staff. Vague claims damage trust; precise ones need the data behind them.

YOU LEAVE WITH

1. The key energy-transition facts your messages must get right.
2. A message on your organisation's energy action, checked for credibility.
3. A short guide for avoiding greenwashing in your communication.

LEARNING OUTCOMES

- Explain the essentials of the energy transition accurately.
- Write energy and climate messages backed by data.
- Recognise and avoid greenwashing.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Communication, marketing and CSR professionals. Delivered by Aetheis Energy engineers.

HOW EVERY AETHEIS COURSE WORKS

Labs first	Theory capped	Atlas follow-up
On your own material	Under 20% of the time	Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**The facts that matter.** Energy transition essentials for communicators	15 min	90 min
10:30–12:30	**Credible messages.** Writing and checking claims; greenwashing traps	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Fact check
Your published message, checked claim by claim.

Rewrite
The same message, credible and specific.

WHAT TO BRING

One recent message your organisation published on energy, climate or sustainability.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**NRG3 Energy Transition Communication**	ESG1 AI for ESG Reporting

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

AETHEIS Technology Different

AI for ESG Reporting

Sustainability data, reporting and disclosure

THE PROBLEM

ESG reports are assembled from scattered documents under deadline pressure. AI can extract and draft quickly, but a figure without a source is a liability in front of auditors and investors.

YOU LEAVE WITH

1. An ESG data table where every figure has a source.
2. A disclosure section drafted from the table, with unsupported claims removed.
3. An estimate of the footprint of your own digital and AI use.

LEARNING OUTCOMES

- Extract ESG data points from source documents into a table where every figure has a source.
- Draft a disclosure section and remove every claim the data does not support.
- Estimate the footprint of their own digital and AI use.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Sustainability managers, finance and reporting teams, communication teams preparing ESG reports.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1 · next	2	3	4	5	6
Session	Bearings	Route	First Crossing	Fleet	Harbour

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**From data to disclosure.** What frameworks ask for; AI extraction with sources	15 min	90 min
10:30–12:30	**Writing it and checking it.** Draft, claim check, digital footprint	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Data extraction
Your documents into a sourced data table.

Draft and claim check
One section drafted, every claim traced.

WHAT TO BRING

Last year's sustainability or annual report and three source documents, anonymised where needed.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
NRG3 Energy Transition Communication	**ESG1 AI for ESG Reporting**	BLD1 AI Roadmap Design

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

AETHEIS Technology Different

Food Safety Culture

BRCGS quality culture for every role, on Learn N' Succeed

THE PROBLEM

Food safety culture is audited, and it lives on the shop floor, not in the manual. Every person on site needs to understand why the rules matter and what to do when something goes wrong.

YOU LEAVE WITH

1. Every role trained on what food safety culture means in its daily work.
2. Supervisors equipped to coach and to speak up.
3. Completion and understanding tracked for your next audit.

LEARNING OUTCOMES

- Explain why food safety culture matters for customers, the business and the audit.
- Apply the site's food safety rules in their own role.
- Report and act on a food safety concern without hesitation.

DURATION
Online, self-paced, two tracks

HANDS-ON
Video capsules, quizzes and Atlas coaching

FORMATS
Online on Learn N' Succeed, built from your site's procedures

GROUP SIZE
Whole site

LANGUAGE
French and Kreol

TOOLS
Phone or computer

ATTESTATION
Certificate of completion, by role

WHO SHOULD ATTEND

Everyone on a food or packaging site: leaders, supervisors and shop floor, in French and Kreol.

HOW EVERY AETHEIS COURSE WORKS

Labs first	Theory capped	Atlas follow-up
On your own material	Under 20% of the time	Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
Track 1	**Leaders and supervisors.** Culture, coaching, speaking up; video capsules and Atlas	—	Self-paced
Track 2	**Shop floor.** Rules in practice, short videos, quizzes, Atlas in Kreol	—	Self-paced
Total	Self-paced modules	—	**Self-paced**

LABS, ON YOUR OWN MATERIAL

Scenario quizzes
Real situations from your site, right or wrong.

Atlas coaching
Questions answered in the learner's language.

WHAT TO BRING

Nothing; the course is built from your site's own procedures.

AFTER THE COURSE

Completion and quiz results are reported by role, ready for your BRCGS audit.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**QLT1 Food Safety Culture**	Annual refresh

FORMATS AND PRICE

On quotation

Learn N' Succeed licence for your organisation

Priced by number of learners
Hosted on Learn N' Succeed, available any time

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

08

Leadership, innovation and communication

Leadership, innovation, storytelling and speaking: the human side of change.

10 courses in this family

LDR1 **Digital Leadership Mindset** 124
Leading with a digital mindset
Full day · Rs 32,000

LDR2 **Critical and Creative Thinking** 126
Think critically and creatively for innovation
Full day · Rs 32,000

LDR3 **Disruptive Innovation Management** 128
Leading disruptive innovation: design thinking, lean startup, MVP and pitch
Three half-days around a 2–3 week field phase · Rs 54,000

LDR4 **Digital Business Model Design** 130
Business models, customer experience and product roadmaps
Full day · Rs 32,000

LDR5 **Lean Venture Design** 132
From idea to investment
Half-day · Rs 18,000

LDR6 **Business Storytelling** 134
Stories that move decisions
Half-day or full day · Rs 18,000

LDR7 **Persuasive Pitching** 136
Mastering the art of the pitch
Half-day · Rs 18,000

LDR8 **Public Speaking Skills** 138
Presenting with impact
Full day · Rs 32,000

LDR9 **Purpose-Driven Leadership** 140
Know your why: mission, vision and purpose
Half-day · Rs 18,000

LDR10 **Personal Career Planning** 142
Charting your course
Online, self-paced · On quotation

Digital Leadership Mindset

Leading with a digital mindset

THE PROBLEM

Digital and AI change what customers expect and how work gets done. Many managers still lead the way they were led: by control, annual plans and certainty that no longer exists.

YOU LEAVE WITH

1. A clear view of how digital and AI are changing your sector and your team.
2. Your own leadership habits assessed against what a digital organisation needs.
3. One change you will lead in your team in the next 90 days.

LEARNING OUTCOMES

- Explain how digital technology and AI are changing customers, competitors and work.
- Assess their own leadership habits against those of digital organisations.
- Lead one concrete change in their team using fast experiments and feedback.

DURATION
Full day; two-day edition inside leadership academies

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and high potentials, including leadership academy cohorts.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

Digital Leadership Mindset

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**What digital really changes.** Customers, competitors and work; your sector	15 min	90 min
11:00–12:30	**The digital leader.** Habits, myths and what to unlearn; self-assessment	15 min	75 min
13:30–15:00	**Experiment and learn.** Fast tests, data and feedback on a real problem	15 min	75 min
15:15–17:00	**Your 90-day change.** Plan, stakeholders and first step; peer challenge	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Sector shift map
How your customers and competitors are changing.

Leadership self-assessment
Your habits, scored and discussed.

Fast experiment
A real team problem tested in a day.

90-day change plan
One change, owned and dated.

WHAT TO BRING

One recurring frustration in how your team works today.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**LDR1 Digital Leadership Mindset**	LDR2 Critical and Creative Thinking

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Critical and Creative Thinking

Think critically and creatively for innovation

THE PROBLEM

Teams jump to solutions, defend assumptions and confuse confident statements, including AI's, with facts. Innovation needs both the discipline to question and the freedom to imagine.

YOU LEAVE WITH

1. Methods to test an argument, a claim or an AI answer before acting on it.
2. Creative techniques to generate real alternatives to the obvious answer.
3. A problem from your work reframed and a solution pitched to peers.

LEARNING OUTCOMES

- Recognise biases, logical fallacies and unsupported claims, including in AI output.
- Define a problem precisely and find its root cause.
- Generate and select creative options with structured techniques.

DURATION
Full day; two-day edition inside leadership academies

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house; online version

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers, high potentials and innovation teams.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

Critical and Creative Thinking

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Thinking traps.** Biases and fallacies; the AI confidence test	15 min	90 min
11:00–12:30	**Root cause.** Defining the problem; the 5 whys	15 min	75 min
13:30–15:00	**Creative thinking.** Divergent and convergent techniques	15 min	75 min
15:15–17:00	**From idea to pitch.** Selecting, shaping and pitching a solution	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Spot the fallacy
Arguments and AI answers taken apart.

Root cause
Your problem, five whys deep.

Idea generation
Twenty options, then three worth testing.

Pitch
Your solution in three minutes.

WHAT TO BRING

One real problem from your work that has resisted the usual solutions.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
LDR1 Digital Leadership Mindset	**LDR2 Critical and Creative Thinking**	LDR3 Disruptive Innovation Management

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Disruptive Innovation Management

Leading disruptive innovation: design thinking, lean startup, MVP and pitch

THE PROBLEM

Innovation programmes produce ideas and slide decks, then nothing ships. Teams need a method that takes an idea into the field, tests it with real customers and ends in a decision.

YOU LEAVE WITH

1. An innovation opportunity tested with real customers during a supervised field phase.
2. A minimum viable product and a lean canvas for it.
3. A pitch to your leadership, with a go, change or stop decision.

LEARNING OUTCOMES

- Explain disruptive innovation and recognise it in their sector.
- Apply design thinking and lean startup to a real opportunity.
- Test assumptions with customers and pitch for a decision.

DURATION
Three half-days around a 2–3 week field phase

HANDS-ON
10h00 practice, 1h15 theory (11%), plus field work

FORMATS
In-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and innovation teams, including insurance and financial-services editions.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

Disruptive Innovation Management

PROGRAMME

Time	Block	Theory	Practice
Half-day 1	**Disruption and opportunity.** Disruptive innovation; choosing the opportunity	30 min	195 min
Weeks 1–3	**Field phase.** Three customer interviews per team; 30-minute coaching; Atlas	—	Field work
Half-day 2	**Design and MVP.** Insights to concept; MVP and lean canvas	30 min	195 min
Half-day 3	**Pitch and decision.** Pitch to leadership; go, change or stop	15 min	210 min
Total	Breaks not counted	**1h15**	**10h00 plus field**

LABS, ON YOUR OWN MATERIAL

Opportunity choice
The problem worth solving, framed.

Customer interviews
Three per team, in the field.

MVP and lean canvas
The smallest thing that tests the idea.

Pitch
To the people who decide.

WHAT TO BRING

A team of 3 to 5 and one opportunity or customer problem to work on.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE
LDR2 Critical and Creative Thinking

THIS COURSE
LDR3 Disruptive Innovation Management

AFTER
LDR5 Lean Venture Design

FORMATS AND PRICE

Rs 54,000 · €1,050 · USD 1,200

per participant

Three half-days and field coaching, excluding VAT
In-house for your team, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Digital Business Model Design

Business models, customer experience and product roadmaps

THE PROBLEM

Digital competitors win with business models, not just products. Established businesses improve their offer while the way value is created and captured shifts around them.

YOU LEAVE WITH

1. Your current business model mapped and its weak points identified.
2. One alternative digital business model for your offer.
3. A customer journey and a product roadmap to get there.

LEARNING OUTCOMES

- Map a business model and identify where digital changes it.
- Design an alternative model and test it against the customer journey.
- Translate the model into a product roadmap with priorities.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers, business owners and product teams.

HOW EVERY AETHEIS COURSE WORKS

Labs first	Theory capped	Atlas follow-up
On your own material	Under 20% of the time	Day 3, 7 and 30

Digital Business Model Design

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Business models.** Your model on the canvas; digital patterns	15 min	90 min
11:00–12:30	**Customer experience.** The journey, pains and moments that matter	15 min	75 min
13:30–15:00	**A new model.** One alternative designed and tested	15 min	75 min
15:15–17:00	**Product roadmap.** From vision to priorities and releases	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Model canvas
Your business model, honestly mapped.

Customer journey
Where customers struggle today.

New model
One digital alternative, stress-tested.

Roadmap
Twelve months of priorities.

WHAT TO BRING

A description of one of your products or services and its customers.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE
LDR1 Digital Leadership Mindset

THIS COURSE
LDR4 Digital Business Model Design

AFTER
LDR3 Disruptive Innovation Management

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?

We run this course in-house, with labs built on your own material →

aetheis.com

Lean Venture Design

From idea to investment

THE PROBLEM

Founders and intrapreneurs spend months building before they know whether anyone will pay. Investors and boards fund evidence, not enthusiasm.

YOU LEAVE WITH

1. Your venture's riskiest assumptions, ranked.
2. A test plan to validate them in weeks, not months.
3. An investment-ready one-page summary.

LEARNING OUTCOMES

- Identify and rank the riskiest assumptions in a venture.
- Design fast, cheap tests to validate them.
- Present the venture with the evidence investors look for.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public, in-house or incubator cohorts; online version

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Founders, intrapreneurs and incubator cohorts.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Riskiest assumptions.** Lean startup essentials; your assumption map	15 min	90 min
10:30–12:30	**Tests and the investor view.** Validation tests; the one-page summary	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Assumption map
What must be true for your venture to work.

Investor one-pager
Your venture, evidence first.

WHAT TO BRING

Your venture idea or current pitch deck.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE
LDR3 Disruptive Innovation Management

THIS COURSE
LDR5 Lean Venture Design

AFTER
LDR7 Persuasive Pitching

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Business Storytelling

Stories that move decisions

THE PROBLEM

Leaders present data and wonder why nothing changes. People decide with stories and act on what they remember.

YOU LEAVE WITH

1. A story structure you can use for any presentation or proposal.
2. Your own story, built and told to peers.
3. Feedback on delivery and a plan to keep practising.

LEARNING OUTCOMES

- Structure a business message as a story with a clear arc.
- Use data inside a story without losing the audience.
- Tell their story with confidence and adapt it to the audience.

DURATION
Half-day or full day

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Leaders and managers, including women in leadership programmes.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Story structure.** Story spine; and, but, therefore; your message	15 min	90 min
10:30–12:30	**Telling it.** Delivery, data in stories; telling and feedback	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Build your story
Your real message, as a story.

Tell it
Delivered to peers, with feedback.

WHAT TO BRING

A message you need to deliver in the coming month.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**LDR6 Business Storytelling**	LDR7 Persuasive Pitching, or LDR8 Public Speaking Skills

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?

We run this course in-house, with labs built on your own material →

aetheis.com

Persuasive Pitching

Mastering the art of the pitch

THE PROBLEM

Good ideas lose to well-pitched ones. Most pitches spend too long on the solution and never ask clearly for what they need.

YOU LEAVE WITH

1. A pitch structure that works in three minutes or thirty.
2. Your pitch, rewritten and delivered.
3. Answers ready for the hardest questions you will get.

LEARNING OUTCOMES

- Structure a pitch around the audience's problem and a clear ask.
- Deliver it with confidence in the time allowed.
- Handle tough questions without losing the room.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public, in-house or incubator cohorts

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Founders, sales teams and project leads.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Structure.** Problem, solution, proof, ask; your pitch rewritten	15 min	90 min
10:30–12:30	**Delivery and questions.** Three-minute pitch; the hardest questions	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Rewrite
Your pitch, rebuilt around the ask.

Pitch and grill
Delivered, then questioned hard.

WHAT TO BRING

Your current pitch or proposal.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE
LDR6 Business Storytelling

THIS COURSE
LDR7 Persuasive Pitching

AFTER
LDR8 Public Speaking Skills

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Public Speaking Skills

Presenting with impact

THE PROBLEM

Many capable professionals lose their impact the moment they stand up to speak. Nerves, slides and structure get in the way of the message.

YOU LEAVE WITH

1. A method to prepare any talk in less time.
2. Three talks delivered and filmed, with feedback.
3. Techniques to manage nerves and hold attention.

LEARNING OUTCOMES

- Prepare a talk with a clear structure and purpose.
- Deliver with presence: voice, body, pace and pauses.
- Use slides and visuals that support, not replace, the speaker.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house; online version

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Managers and professionals who present to colleagues, clients or boards.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**Preparing the talk.** Purpose, audience, structure	15 min	90 min
11:00–12:30	**Voice and presence.** Body, voice, pace; first filmed talk	15 min	75 min
13:30–15:00	**Slides and visuals.** Less text, more meaning; second talk	15 min	75 min
15:15–17:00	**Under pressure.** Questions, nerves, the unexpected; final talk	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Structure
Your talk, purpose first.

First take
Filmed and reviewed.

Slides
Your deck, cut by half.

Final talk
Delivered and scored by peers.

WHAT TO BRING

A talk or presentation you will give in the coming months.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
LDR6 Business Storytelling	**LDR8 Public Speaking Skills**	LDR7 Persuasive Pitching

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?

We run this course in-house, with labs built on your own material →

aetheis.com

Purpose-Driven Leadership

Know your why: mission, vision and purpose

THE PROBLEM

Teams that know why they exist decide faster and stay longer. Most mission statements are written for the website and forgotten by the team.

YOU LEAVE WITH

1. Your personal why, put into words.
2. A mission and vision for your team that people can use to decide.
3. A plan to make the purpose visible in daily work.

LEARNING OUTCOMES

- Articulate their personal purpose as a leader.
- Write a team mission and vision that guide real decisions.
- Embed purpose in team routines and choices.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Leaders and their teams.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Your why.** Purpose and the golden circle; your personal why	15 min	90 min
10:30–12:30	**Your team's mission.** Mission, vision and values that decide	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Personal why
Your purpose, in one sentence.

Team mission
Written, then tested on three real decisions.

WHAT TO BRING

Your organisation's current mission and values, if any.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE
No prerequisite

THIS COURSE
LDR9 Purpose-Driven Leadership

AFTER
LDR1 Digital Leadership Mindset

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Personal Career Planning

Charting your course

THE PROBLEM

Careers rarely follow the plan, and most professionals only think about theirs when something forces them to. A little structure, revisited often, changes the outcome.

YOU LEAVE WITH

1. A clear picture of your strengths, values and options.
2. Three career scenarios for the next five years.
3. A 90-day plan for the scenario you choose.

LEARNING OUTCOMES

- Assess their strengths, values and market options.
- Build and compare career scenarios.
- Commit to a 90-day plan, coached by Atlas.

DURATION
Online, self-paced, about 4 hours

HANDS-ON
Video capsules, exercises and Atlas coaching

FORMATS
Online on Learn N' Succeed

GROUP SIZE
Individual or company cohorts

LANGUAGE
English; French on request

TOOLS
Phone or computer

ATTESTATION
Certificate of completion

WHO SHOULD ATTEND

Professionals and high potentials at any stage.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

Personal Career Planning

PROGRAMME

Time	Block	Theory	Practice
Module 1	**Where you stand.** Strengths, values, energy	—	Self-paced
Module 2	**Your options.** Market, scenarios, trade-offs	—	Self-paced
Module 3	**Your course.** Choice and 90-day plan with Atlas	—	Self-paced
Total	Self-paced modules	—	**Self-paced**

LABS, ON YOUR OWN MATERIAL

Strengths map
What you do best, and what drains you.

Scenarios
Three futures, compared honestly.

WHAT TO BRING

Your CV and a sense of what you want more and less of.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**LDR10 Personal Career Planning**	LDR9 Purpose-Driven Leadership

FORMATS AND PRICE

On quotation

Learn N' Succeed licence for your organisation

Priced by number of learners
Hosted on Learn N' Succeed, available any time

Training a whole team?

We run this course in-house, with labs built on your own material →

aetheis.com

09

Digital finance and security

Digital currencies, digital assets, cybersecurity and digital sustainability.

DIGITAL FINANCE AND SECURITY

4 courses in this family

DIG1 **Central Bank Digital Currencies** 146
CBDC explained: design choices and economic impact
Half-day · Rs 18,000

DIG2 **Digital Assets and Blockchain Risk** 148
Security, privacy and the real use cases
Half-day · Rs 18,000

DIG3 **Cybersecurity for Leaders** 150
Including AI-specific risks: data leakage, prompt injection, agent security
Full day · Rs 32,000

DIG4 **Digital Sustainability Awareness** 152
La Fresque du Numérique: the collaborative workshop on the footprint of digital
Half-day · On quotation

Central Bank Digital Currencies

CBDC explained: design choices and economic impact

THE PROBLEM

Central banks across Africa and the Indian Ocean are studying digital currencies. Commercial banks and payment providers need to understand the design choices before those choices are made for them.

YOU LEAVE WITH

1. A clear view of the main CBDC designs and their trade-offs.
2. A design argued from your institution's point of view.
3. A one-page impact note on your institution, with three preparation actions.

LEARNING OUTCOMES

- Explain the main CBDC design choices and their trade-offs.
- Defend a design from the point of view of one stakeholder.
- Assess the impact of a CBDC on their institution and name three preparation actions.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Central bank staff, commercial bank managers, payment providers, boards of financial institutions.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**Design choices.** Retail and wholesale, account and token; design negotiation	15 min	90 min
10:30–12:30	**Impact on your institution.** Deposits, payments, compliance; impact assessment	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Design negotiation
Four stakeholders agree one design.

Impact assessment
Your institution at 5% and 20% adoption.

WHAT TO BRING

A short description of your institution's role in payments and its main products.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**DIG1 Central Bank Digital Currencies**	DIG2 Digital Assets and Blockchain Risk

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

Digital Assets and Blockchain Risk

Security, privacy and the real use cases

THE PROBLEM

Customers ask banks to accept crypto proceeds and hold tokens; vendors pitch blockchain for everything. Institutions need to tell real use cases from hype, and know the risks before they say yes.

YOU LEAVE WITH

1. A structured test to tell a real blockchain use case from hype.
2. A risk register for digital-asset requests.
3. A one-page policy position for your institution.

LEARNING OUTCOMES

- Tell a real blockchain use case from hype with a structured test.
- Identify the fraud, AML, custody and cyber risks of a digital-asset request.
- Draft their institution's risk register and policy position on virtual assets.

DURATION
Half-day, 08:30 to 12:30

HANDS-ON
3h15 practice, 0h30 theory (13%)

FORMATS
Public or in-house

GROUP SIZE
10 to 24 participants

LANGUAGE
English; French on request

TOOLS
Laptop

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Boards, risk, compliance and AML teams of banks, insurers and investment firms.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

Digital Assets and Blockchain Risk

PROGRAMME

Time	Block	Theory	Practice
08:30–10:15	**What is real.** Tokens, stablecoins, custody; use-case triage	15 min	90 min
10:30–12:30	**Risks to your institution.** Fraud, AML, custody, cyber; the 2021 Act; policy	15 min	105 min
Total	Breaks not counted	**0h30**	**3h15**

LABS, ON YOUR OWN MATERIAL

Use-case triage
Six real cases: keep or drop, with reasons.

Customer scenario
Crypto proceeds and custody: register and policy.

WHAT TO BRING

Your institution's current position on virtual assets, if any, and recent customer requests.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE
DIG1 Central Bank Digital Currencies

THIS COURSE
DIG2 Digital Assets and Blockchain Risk

AFTER
GOV4 AI Management System Implementation

FORMATS AND PRICE

Rs 18,000 · €350 · USD 400

per participant

Half-day, excluding VAT; refreshments and materials included
Public sessions through the year
In-house on request, 10 to 24 participants

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

AETHEIS Technology Different

Cybersecurity for Leaders

Including AI-specific risks: data leakage, prompt injection, agent security

THE PROBLEM

Cyber risk is now a board topic, and AI adds new ways in: confidential data pasted into public tools, manipulated prompts, agents with too much access. Leaders need to ask the right questions.

YOU LEAVE WITH

1. A clear view of the main cyber threats to your organisation, including AI-specific ones.
2. The questions to ask your CISO and your vendors.
3. An incident response check for your leadership team.

LEARNING OUTCOMES

- Describe the main cyber threats, including those introduced by AI tools and agents.
- Assess their organisation's cyber posture with the right questions.
- Lead the first hours of a cyber incident.

DURATION
Full day, 09:00 to 17:00

HANDS-ON
5h30 practice, 1h00 theory (15%)

FORMATS
Public or in-house

GROUP SIZE
10 to 20 participants

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Executives, board members and bank staff in leadership roles.

WHERE THIS SITS ON THE PORTOLAN ROUTE

Every AI course can feed a Portolan roadmap

1	2	3	4	5	6 · next
Session	Bearings	Route	First Crossing	Fleet	Harbour

Cybersecurity for Leaders

PROGRAMME

Time	Block	Theory	Practice
09:00–10:45	**The threat landscape.** Who attacks, how, and why it matters to you	15 min	90 min
11:00–12:30	**AI-specific risks.** Data leakage, prompt injection, agent permissions	15 min	75 min
13:30–15:00	**Asking the right questions.** Your posture, your CISO, your vendors	15 min	75 min
15:15–17:00	**Incident simulation.** The first hours of a real-looking incident	15 min	90 min
Total	Breaks and lunch not counted	**1h00**	**5h30**

LABS, ON YOUR OWN MATERIAL

Threat map
The threats that matter to your organisation.

AI risk check
Your AI tools tested against common attacks.

Question set
For your CISO and your vendors.

Incident simulation
Your leadership team under pressure.

WHAT TO BRING

Your organisation's latest cyber or IT risk report, if available.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up at day 3, 7 and 30. Your work and the prompt kit stay in your space and can feed a Portolan roadmap.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
FLU2 Responsible AI Use	**DIG3 Cybersecurity for Leaders**	GOV4 AI Management System Implementation

FORMATS AND PRICE

Rs 32,000 · €600 · USD 700

per participant

Full day, excluding VAT; lunch and materials included
Public sessions through the year
In-house on request, 10 to 20 participants

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

Digital Sustainability Awareness

La Fresque du Numérique: the collaborative workshop on the footprint of digital

THE PROBLEM

Digital feels weightless, yet devices, networks and data centres carry a real environmental footprint. Teams rarely see it, so they cannot act on it.

YOU LEAVE WITH

1. A shared understanding of the environmental footprint of digital.
2. The causes and consequences mapped together by your team.
3. Concrete actions your team can take.

LEARNING OUTCOMES

- Explain the main environmental impacts of digital technology.
- Map causes and consequences collaboratively.
- Identify actions to reduce the footprint of their own digital use.

DURATION
Half-day, about 3 hours

HANDS-ON
Collaborative and hands-on throughout

FORMATS
In-house; licensed format

GROUP SIZE
6 to 14 per table

LANGUAGE
English; French on request

TOOLS
None

ATTESTATION
Certificate of attendance

WHO SHOULD ATTEND

Any team; no technical background needed.

HOW EVERY AETHEIS COURSE WORKS

Labs first On your own material	**Theory capped** Under 20% of the time	**Atlas follow-up** Day 3, 7 and 30

Digital Sustainability Awareness

PROGRAMME

Time	Block	Theory	Practice
Part 1	**The fresco.** Cards linked into causes and consequences, in teams	—	90 min
Part 2	**Creative restitution.** Teams present what they learned	—	30 min
Part 3	**Actions.** Individual and collective actions	—	60 min
Total	Breaks not counted	**—**	**3h00**

LABS, ON YOUR OWN MATERIAL

The fresco
Causes and consequences, linked as a team.

Action plan
What your team will change.

WHAT TO BRING

Nothing.

AFTER THE COURSE

Atlas, the AI coach on Learn N' Succeed, follows up on your commitment at day 3, 7 and 30. Templates and worksheets stay in your space.

LEARNING PATH

BEFORE
No prerequisite

THIS COURSE
DIG4 Digital Sustainability Awareness

AFTER
ESG1 AI for ESG Reporting

FORMATS AND PRICE

On quotation

per group or per organisation

Priced to your group size and format
In-house for your team, 6 to 14 per table

Training a whole team?
We run this course in-house, with labs built on your own material →
aetheis.com

10

Faculty and Navigator certification

For trainers and consultants who deliver Aetheis methods under licence.

FACULTY AND NAVIGATOR CERTIFICATION

2 courses in this family

NAV1 **AI Roadmap Facilitation** 156
Portolan Navigator certification
Five online modules · On quotation

NAV2 **Applied AI Facilitation Methods** 158
Aetheis Certified Faculty: labs before slides, 20% theory, Atlas follow-up
Two full days · On quotation

AI Roadmap Facilitation

Portolan Navigator certification

THE PROBLEM

Organisations want an AI roadmap with owners and measures, not another awareness workshop. Portolan gives trainers and consultants a licensed method to deliver it, with a co-pilot and a case library behind them.

YOU LEAVE WITH

1. Certification to run Portolan sessions under licence.
2. The method, the co-pilot and the case library on Learn N' Succeed.
3. A supervised shadow session and an assessed first session.

LEARNING OUTCOMES

- Run a Portolan session from sponsor interview to roadmap.
- Work with the Portolan co-pilot and challenge it in front of a room.
- Handle risks, objections and difficult rooms.
- Build a Navigator practice under the Portolan licence.

DURATION
Five online modules, a shadow session and an assessment

HANDS-ON
Online modules, a shadow session and an assessed session

FORMATS
Online with live sessions

GROUP SIZE
Individual certification

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Portolan Navigator certificate

WHO SHOULD ATTEND

Independent trainers, consultants and in-house transformation leads.

PROGRAMME

Time	Block	Theory	Practice
Modules 1–2	**The method; running a session.** Online on Learn N' Succeed, with Atlas	—	Self-paced
Modules 3–5	**Co-pilot; difficult rooms; the business.** Online on Learn N' Succeed, with Atlas	—	Self-paced
Shadow session	**Observe a live session.** With an Aetheis Navigator	—	3h30
Assessment	**Run a session under observation.** Scored against the Navigator rubric	—	3h30
Total	Breaks not counted	—	**Online plus two sessions**

LABS, ON YOUR OWN MATERIAL

Shadow session
A live Portolan session, observed.

Assessed session
Your own session, scored.

WHAT TO BRING

Experience facilitating groups of senior professionals.

AFTER THE COURSE

Certified Navigators get platform access, the case library and quarterly method updates.

LEARNING PATH

BEFORE
BLD1 AI Roadmap Design, as a participant

THIS COURSE
NAV1 AI Roadmap Facilitation

AFTER
Pilot Navigator certification

FORMATS AND PRICE

On quotation

per group or per organisation

Priced to your group size and format
Cohorts opened on demand

Not sure where to start?
Book the Portolan 20-minute call →
aetheis.com/portolan

Applied AI Facilitation Methods

Aetheis Certified Faculty: labs before slides, 20% theory, Atlas follow-up

THE PROBLEM

Most corporate training is slides with a few exercises. Aetheis courses are labs on participants' own work, with theory capped at 20%. Delivering them well is a skill of its own.

YOU LEAVE WITH

1. The Aetheis method for designing and running hands-on courses.
2. One Aetheis course prepared for delivery, with a co-delivery booked.
3. Listing as Aetheis Certified Faculty after a reviewed solo run.

LEARNING OUTCOMES

- Design labs on participants' own material before writing any slide.
- Keep theory under 20% and run debriefs that produce decisions.
- Use Atlas and Learn N' Succeed for follow-up at day 3, 7 and 30.

DURATION
Two full days

HANDS-ON
11h00 practice, 2h00 theory (15%)

FORMATS
In-house for Aetheis faculty

GROUP SIZE
4 to 10 trainers

LANGUAGE
English; French on request

TOOLS
Laptop; the AI assistant your organisation uses

ATTESTATION
Aetheis Certified Faculty, after a reviewed solo run

WHO SHOULD ATTEND

Specialists and trainers joining the Aetheis faculty.

Applied AI Facilitation Methods

PROGRAMME

Time	Block	Theory	Practice
Day 1, morning	**The Aetheis method.** Labs first, theory bursts, real material	30 min	165 min
Day 1, afternoon	**Designing labs.** Your course's labs rebuilt	30 min	165 min
Day 2, morning	**Running the room.** Debriefs, timing, difficult participants	30 min	165 min
Day 2, afternoon	**Follow-up and quality.** Atlas, Learn N' Succeed, feedback and review	30 min	165 min
Total	Breaks not counted	**2h00**	**11h00**

LABS, ON YOUR OWN MATERIAL

Lab design
One lab from your course, rebuilt.

Theory burst
Fifteen minutes, nothing more.

Debrief practice
Run a debrief, get feedback.

Teach-back
A full block of your course, reviewed.

WHAT TO BRING

The course you will deliver, and one you have delivered before.

AFTER THE COURSE

One co-delivery with Marc or a certified trainer, then one reviewed solo run before listing.

LEARNING PATH

BEFORE	THIS COURSE	AFTER
No prerequisite	**NAV2 Applied AI Facilitation Methods**	NAV1 AI Roadmap Facilitation

FORMATS AND PRICE

On quotation

per group or per organisation

Priced to your group size and format
Cohorts opened on demand

Not sure where to start?

Book the Portolan 20-minute call →

aetheis.com/portolan

Three ways in

Every course can run as a public session or in-house for your team. The fastest way to the right ones is a short conversation.

1

Not sure what your team needs

Book the 20-minute call. We map your priorities and suggest the two or three courses that matter, in order.

aetheis.com/portolan

2

You know the course

Ask for an in-house session for your team, adapted to your sector and run on your own material.

aetheis.com/contact

3

You are one participant

Join a public session, or download any datasheet to share with HR or your training committee.

aetheis.com/training



Book the 20-minute call

Scan the code or go to **aetheis.com/portolan**. Twenty minutes, and you leave with a short list of courses for your team.

SUGGESTED LEARNING PATHS

Courses build on each other

Suggested sequences for common teams. Every datasheet also shows what comes before and after the course.

Board of directors	**GOV1** AI Oversight for Boards → **GOV3** Director Duties and AI Risk → **GOV4** AI Management System Implementation
Executive committee	**STR1** AI Strategy, Governance and Economics → **BLD1** AI Roadmap Design → **BLD2** AI Pilot Selection and Design
Every employee	**FLU1** Generative AI Essentials → **FLU2** Responsible AI Use → **FLU4** AI Assistants for Managers
Managers	**FLU3** Claude AI for Executives and Managers → **OPS2** AI for Time and Workload Management → **OPS6** AI for Team Management
Project and PMO teams	**OPS1** AI in Project Delivery → **OPS3** AI for Meeting Management → **OPS8** Project Management Practice
Transformation team	**OPS4** Process Baselines for AI → **BLD2** AI Pilot Selection and Design → **BLD4** Applied AI Prototype Development
Finance team	**FLU1** Generative AI Essentials → **FIN1** AI for Financial Close → **FIN2** AI for Financial Planning and Analysis
Risk and compliance	**RSK1** AI for KYC and AML → **RSK2** AI for Regulatory Compliance → **RSK3** AI for Internal Audit
Claims team	**CLM1** AI for Claims Handling → **CLM2** AI for Claims Assessment → **CLM3** AI for Claims Fraud Detection
Leadership academy	**LDR1** Digital Leadership Mindset → **LDR2** Critical and Creative Thinking → **LDR3** Disruptive Innovation Management

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