

decoding:
Luxury

How to find your Opportunity in Luxury

Course Prospectus 2021

The world of Luxury brands can appear to many as a foreign land for which we have no valid passport, created by the Elite for the Elite. And in some ways this is true, as 'Luxury' exists by maintaining the illusion of exclusivity, and creating an aspirational lifestyle that is not otherwise accessible.

The growth in the global Luxury sector during the past 15 years has been incredible, but this has been mainly driven by the huge multinational groups such as LVMH and Richemont rather than by developing local Luxury brands. Our ambition is to help entrepreneurs and manufacturers to create fabulous locally developed brands that can become more relevant and respected in their home market, and beyond. After all, much of the production for some of the best known brands takes place in India, using highly skilled artisans and locally sourced materials, even though many of the luxury brands deny this.

We are an Anglo-Indian company with a mission to breakdown, or 'decode', the Luxury brand world. We want to inspire a transformation of the luxury market, with a Mission to drive 'Sustainable Luxury: Made in India' as an opportunity for commercial growth. By providing the necessary practical knowledge and insights into how to develop and deliver brands that have the potential to grow in India and around the world, we can help you achieve your ambitions.

Why this course is for you

Luxury is a fabulous world in which to build your future, but it can feel a little intimidating or overwhelming. Just where do you start?

As with all good processes you start with getting a really good understanding of the world itself. In this lesson we teach you the various tools and techniques that you will need to analyse, research and develop real Market Intelligence.

We take you step by step through the four different levels of research and insight development, explaining how the different areas work together to give you a detailed knowledge about not only the Luxury market and the brands that already exist but also how your new venture might fit into the gaps that are left.

Research is often wrongly considered to be a costly optional exercise when setting up a business – and it is often a cost that entrepreneurs may tend to sidestep. But if you do that you are shooting your business bullets into the dark, not knowing where (or if) they will hit their target. Research is an essential building block in creating your brand so invest in it.

And we also recognise that actually developing a new luxury brand might not be what everyone wants to do, so we take a look at the whole Luxury eco-system and highlight other ways of making a career in Luxury.

The global luxury personal goods market was worth \$280 billion dollars in 2019 and has almost doubled in value over the last 10 years*

*source: Statista 2020

Who is this for:

- Aspiring entrepreneurs and graduates
- People interested in learning more about the Luxury market
- Friends and family wanting to help a relative kickstart their business

Online course

21 hours

What this course covers

The course has been developed to give a base of essential information and skills that you will need when assessing the opportunity in Luxury.

What you'll learn:

- ✓ How to conduct thorough market analysis using 6 different tools and techniques
- ✓ The different ways to collect market data and intelligence from consumers and competitors
- ✓ The need for a Product and Innovation strategy to build your brand
- ✓ How different consumer groups buy into new products
- ✓ The NPD Process management and key steps
- ✓ How the Luxury eco-system works and the ten key roles within it

This course includes:

- Tutor guided online learning
- 7 step by step modules
- Topic specific workbook for each module
- 7 narrated videos
- Introduction videos for each module
- Weekly newsletter with suggested reading and further research
- High quality PDF e-book per module

At the end of this course you will:

1. Have analysed the Luxury market sector you're targeting and understand the gaps and opportunities
2. Know how to develop your own consumer surveys to collect data directly online or offline
3. Have a structured template for collecting competitor intelligence that can be built over time
4. Understand the difference in innovation types and the different consumer groups
5. Have a step by step guide on how to manage the new product development process
6. Have a clearer understanding of the Luxury eco-system

“The future belongs to those who believe in the beauty of their dreams.”

ELEANOR ROOSEVELT

Choose the level that you want to invest in for your future:

Level 1: Single Course

This is the ideal choice for you if:

- You want to learn faster and in more depth through discussion
- You are serious about becoming part of the Luxury industry
- You want to attend weekly webinars with other students at no extra cost (only 30 students per session)
- You want to get a certificate of course completion
- You want the chance to submit your workbook activities to a tutor for comments
- You want to manage your investment in your learning

Level 2: Whole Programme (5 courses)

In addition to all of the Level 1 benefits, this is the ideal choice for you if:

- You want to be guaranteed a place on each course as soon as the previous one ends
- PDF e-book of each module free of charge (worth ₹17,500)
- You want a 20% saving versus buying courses individually – that's the same as getting one whole course for FREE
- FREE one hour mentoring session per month for 1 year

Because everybody's different...

We all have a preferred 'learning style' whether that's reading, talking, reflecting or actively 'doing'. This can really influence how well you learn and how long you will retain the information.

With that in mind we have designed each of our courses to help you learn most effectively. With interactive webinars and access to expert tutors, our intention is to give you the personal 'Luxury Experience' whilst studying with us.

We have developed six special features that will enhance your learning experience:

1. Specific topic-based modules providing just the right amount of key information you'll need.
2. Applied learning using easy to understand workbooks, and weekly tasks and recommended reading to build your knowledge.
3. Free 12 months' access to your courses and any upgrades or updates to information as issued, with a low cost annual subscription thereafter to help you keep learning.
4. Free access to our Facebook Members group connecting you with ambitious people just like you.
5. Weekly group webinars led by qualified and experienced tutors to go through specific topics and encourage discussion and help with questions.
6. The opportunity to get feedback on workbook activities from our expert tutors.

Your satisfaction and enjoyment matter to us and Helen Cooper herself holds a monthly Open House webinar for all students to give direct feedback and suggestions on what else they'd like to see included in future.

Making it CLEAR

We provide **Clarity** in the explanation of the topics and theories covered. We avoid using jargon, and explain clearly the different terms and ideas that you will learn about.

Our **E-learning platform** is easy to access through either mobile or desktop devices, so you can study wherever and whenever you like, and we handpick tutors who are **Experts** in Luxury teaching to run the webinars and support your learning **Experience**.

We help you to **Apply** your learning with topic specific workbooks and tasks to enhance your learning, and inspire your thinking and ideas development.

Our **Resources** are high quality, and carefully presented to make learning a pleasure, and take you into the world of Luxury.

“To be successful in Luxury you need to stand out – and that means understanding who else your target consumers are interested in.

This course will teach you the Market Intelligence tools and techniques that will help you find your opportunity.

Helen Cooper

Founder of the Helen Cooper School of Luxury
and Author of 'Decoding Luxury'

Our customer support team are available to help you get the most out of your course, and to help with any questions or problems.

Please quote this course code when contacting us: **FLO1C**



Hello there

Thanks for taking a look at this course prospectus. I do hope that you find it interesting and decide to work with our expert team as you learn how to find your opportunity in Luxury.

I originally qualified as a teacher, before moving into the commercial world, and have a deep passion for sharing knowledge and inspiring others to be amazing – whether that's in business, creating fabulous products, or supporting others through informed investment.

I am proud to have had an extremely successful that so far has lasted over 35 years. I'm still involved in multi million dollar strategic projects and work with teams around the world in delivering truly excellent brands and product experiences.

I've worked at senior Executive levels with a number of well-known international premium and luxury consumer brands, such as Virgin, Yardley and The Royal Mint, but I'm also an entrepreneur, so I personally understand the challenges of setting up your own business. This, and the mentoring work that I do for early stage entrepreneurs around the world, gives me a unique insight and is the basis of the content of the programme that I have developed.

The reason for establishing the Helen Cooper School of Luxury and writing the Decoding Luxury course was to share a lifetime of experience and expertise, using proven market analysis tools and techniques that I have gathered throughout my career. Understanding your market and the way that it operate, who the competitors are, and identifying the gaps are all essential in building a strong business, whilst innovation and fabulous products are the bedrock of Luxury. So even if brand ownership is not for you, our module on the Luxury eco-system might reveal some opportunities that you hadn't thought of.

Your learning experience is the most important thing to me. I use a down to earth communication style makes even difficult concepts easy to understand, by breaking them down into actionable bite-sized pieces of information. The tutors have been handpicked for their real world Luxury experience and their ability to help you learn effectively. Their real world experience in Luxury will support you in the weekly webinars and provide guidance on your assignments.

The two biggest reasons for businesses failing are a lack of strategic planning and a lack of knowledge. We're here to help build your confidence in both of these so that you can achieve your Dreams.

I look forward to helping you to find your future in Luxury.

Helen Cooper



- Board Executive
- Entrepreneur
- Inventor
- Teacher
- Advisor
- Mentor
- Wife
- Mother
- Daughter
- Sister
- Friend

Our Values & Manifesto

Respect • Equality of opportunity • Inclusivity • Ambition • Sustainability

We believe that...

1. Everyone should have the opportunity to achieve their ambitions if they are prepared to work hard, create exceptional quality, be patient, and take care of the world around them.
2. No one should be denied their dream or excluded from opportunities because of a lack of education, money, or confidence.
3. Cultural or gender bias, regional location and family background should not be used to hold an individual back if they want to achieve more for themselves and their families.
4. The power of the Community to help others achieve their life goals is a lifeforce. Sharing a lifetime of knowledge and skills is our way of contributing to the global community.
5. There is a need to 'democratise knowledge of the luxury market' helping craftsmen and producers to shift from being the 'server' to becoming the 'owner'. Our primary goal is to open up opportunities for entrepreneurs in communities across India to create luxury brands and build their own sustainable businesses.
6. The future of Luxury can only lie in sustainable manufacturing and ethical working practices. That's why we use the UN's 17 Sustainable Development Goals as a guide for our teaching.

Technical Requirements

In order to take this course you will need:

- A Current email account
- Access to a computer and the internet
- Access to PDF Reader software on your PC
- PDF editing software or access to a printer for downloading and completing workbooks
- Access to Zoom software for online seminars and coaching
- A Facebook account to allow you to join the Members only group



HELEN COOPER

School of Luxury

www.helencooperluxury.com

For more information please contact learn@helencooperluxury.com

Whilst every effort has been made to provide sufficient information for course students to acquire the specific skills required, the Helen Cooper School of Luxury cannot guarantee success. As with many things in life, success comes with hard work, determination, and a great concept – none of which are under our direct control.

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