

INTERACTIVE LEARNING AND DEVELOPMENT PROPOSALS FOR A TWO DAY WORKSHOP

- Target Audience - Sales, Administrative and HR Executives, DGMs, Gp HR Professionals
- Duration - Two Days
- Hours - 6 Hrs Net per day (9.30 am to 5 pm)

Opening Day

**Would you Like to Know Yourself Better?
.....to OUTPERFORM Your own self??**

- **THE FOUR INSANITIES..... that**
 - Change own perceptions to negate anyone else's?
 - Block anyone else's thought process to reach you
 - Make communications difficult
 - Vitiate the complete environment



A Villain or....

Or...a Hero!!



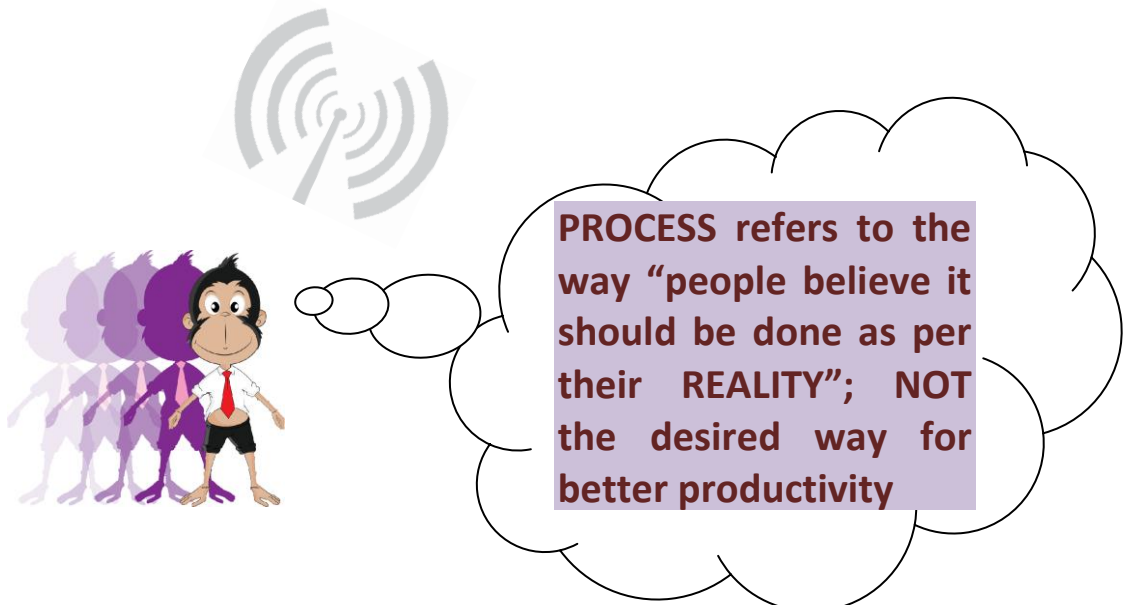
**..... We assure your better understanding of the others
...especially the Customer**

● **THE RETICULAR ACTIVATING SYSTEM (RAS)** **MAKES THE DIFFERENCE IN ENVIRONMENT**

- Your RAS perpetuates Environment
- If people have the same Vision/Mission and Goal.....then why can't they achieve them?



- Viewing Environment, the way we are – Affects Efficient Productivity
- Reducing the Blame Zones for Efficient Achievement of Objective Focus rather than **PROCESS** Focus
- The Impact of being **RIGHT**; “**The Blame Game/Self Preservance**” and Directing Positive Behaviour with the RAS



- **THROUGH “RAS” LEARNING
ABOUT EFFECTIVE COMMUNICATION,
POSITIVE BEHAVIOUR AND TIME
MANAGEMENT**

- Positive Behaviour thus generating a Productive Environ
- Effective Time and Communication Management
- Focus Vs Fulfilment
- Behavioural Modification for an Effective Team Building



.....I am going to
ensure a Productive
Environment

**Negative Focus
No Fulfilment**

**Negative Focus
+ve Fulfilment**

**Positive Focus
No Fulfilment**

**Positive Focus
+ve Fulfilment**

TIME and RAS



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● ENCODED ASSUMPTIONS AND RULES OF ENGAGEMENTS (Patterns of Reactions)

- Better Acceptability with Larger Circle of Tolerance
- Effective Perceptions and Environment
- Directed and Proficient Communication
- Evolved Thinking and Actions

WHICH

You With Your Encoded Assumption



People should be...

When you are violated, you become a lizard

You With Your Rules of Engagement (how you react)



Arrrghh...

I will just do it myself

Assumption Violation

"THE THINKING CAP" - THINKING; CONCEPTUALISING; ANALYSING— MAKES US MENTALLY INTELLIGENT

COGNITIVE
80% of Brain Mass

LIMBIC
10% of Brain Mass

REPTILIAN
10% of Brain Mass

CONTROL CENTRE; CONTROLS OUR EMOTIONS AS WELL; CONTROLS OUR BODY AND DEXTERITY IN DOING THINGS

PRIMAL NEED TO SURVIVE; INSTINCTIVE AND REACTIVE CENTRE



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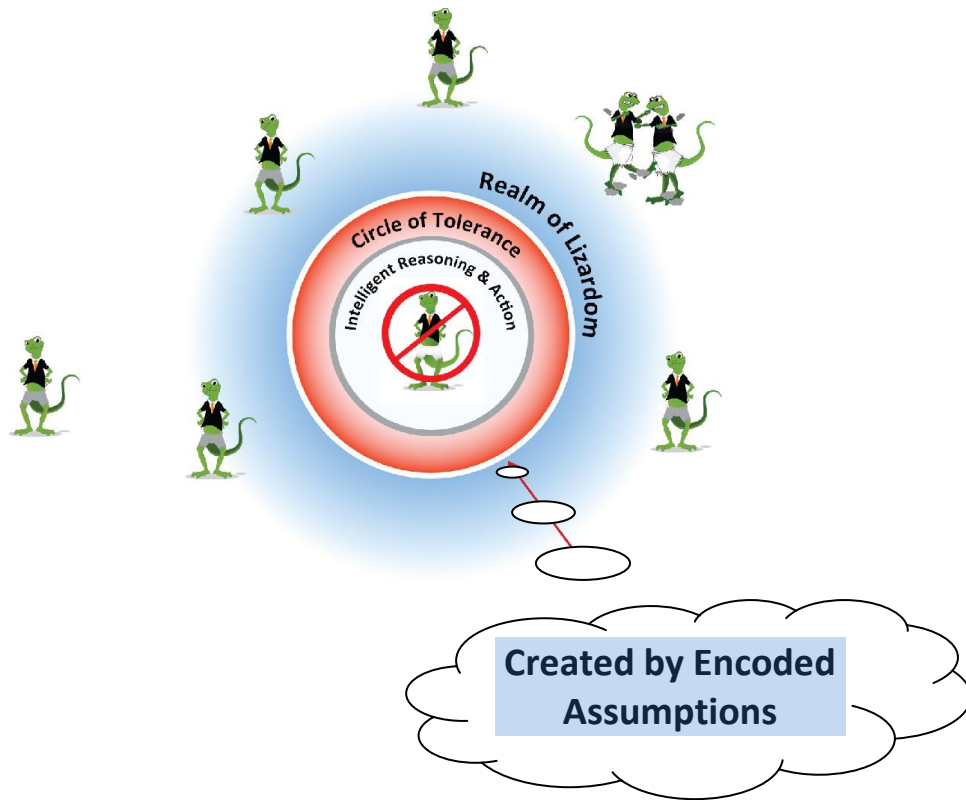
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Take Aways Day ONE!!

✓ Productive Self and Customer Relationship due to

- **Effective Self-Awareness and Inspirational Empowerment**
- **Better Communication (Verbal/Non-Verbal) Skills**
- **Productive Understanding of the Environment** -
- **Synergised Team Work**
- **Effective Time and Team Management**
- **Strategic Agility and Better Decision Making**
- **Improved Personal Effectiveness**
- **Proficient Team Synergies and Working Environment**



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Day 2

Recapitulate, Learning and Development..... Day 1

- Individual Role Plays
- Group Role Plays
- **Colored Glass Syndrome in Perceptions and Understanding**

- **Solving/Handling Live Problems/ Situations (Routine On The Job) Through World of Work Map**
- **Personal Competencies**
- **Skill Sets Vs Attitudes, Abilities and Cause**
- **Circle of Communication Influence**
- **Human Driving Forces**
- **Assertiveness Vs Aggressiveness**
- **Better Decision Making**
- **Stress Busting**
- **Stresses In Communication**
- **Inspirational Methodologies in Groups**
- **Three Steps To Inspirational Speaking**
- **Converting Conflicts in to Motivations**
- **Lessons from “The Monkey King Management”-Finding the Leader in You!!- a Dvd Movie-20’with Larger than Life Lessons**



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**Know yourself and Customer more
for enhanced Self, Team Productivity, and Customer Satisfaction**

This will help you to know the “color of your brain”, and “the why” of your situational handling in a particular manner!!



Helps in-----

- “Professional Individual Assessment and Development”
- “Productive Project Team” formation
- Increased “Department Productivity”
- Improved “Group Synergies”

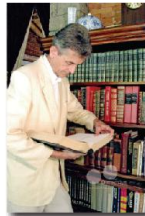


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Path A



Path B



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The Psychology of Organizational Peak Performance





Take Aways Day ONE, and TWO!!

- Effective Adaptation and Change Manager through Self Empowerment
- Improved and Evolved Self Effective Persona
- Proficient Behavioural Environment
- Advanced Directive Result Oriented Communication
- Improved on the spot Analysis of Situations
- Pro-active Problem Solving and Decision Making

CONCLUSION

An Effective and Evolved Persona
Would you like to be ONE!!

NOTE:

1. We can measure the participants prior to the Learning and Development (L&D) and re-measure their value-add, post the Learnings.
2. Results will be for YOU to SEE.



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