



(Sri Ramakrishna International Institute of Management)
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IN - COMPANY MANAGEMENT DEVELOPMENT PROGRAMMES

LEADERSHIP EXCELLENCE	SELF MANAGEMENT	RELATIONSHIP MANAGEMENT	MANAGING TEAMS EFFECTIVELY	MANAGERIAL EFFECTIVENESS
Who is it for? <hr/> Departmental Heads/Plant Heads/Store Managers/Regional / Zonal Managers.	Who is it for? <hr/> Executives who need to manage themselves, build a career plan to succeed in life.	Who is it for? <hr/> For Officers / Relationship Managers of Banks, Finance Companies, Insurance Companies.	Who is it for? <hr/> Department Heads/Retail Heads/Plant Heads/Regional Sales Manager etc.	Who is it for? <hr/> Department Heads/Retail Heads/Plant Heads/Regional Sales Manager etc.
Learning objectives: <hr/> 1. To understand the complexity of change & learn different theories of Management of Change. 2. Learn the latest theories on Leadership such as Servant Leadership, Five Levels of Leadership, Transformational Leadership etc. 3. Learn Facilitation Skills to engage & empower people. 4. Learn how to create a Departmental Vision. 5. Global Best Practices in motivating people.	Learning objectives: <hr/> 1. Understand the issues of change, and the need to have a purpose in life, Agility, Innovation and Flexibility to improve effectiveness. 2. Understand Self at a fundamental level and creating a Career Plan. 3. Learn all aspects of Emotional Intelligence. 4. Understand the purpose of Communication. 5. Develop skills in Human Relations. 6. Improving Presentation Skills.	Learning objectives: <hr/> 1. Understand the significance of creating effective relationships. 2. Dale Carnegie's lessons on how to Win and Influence People. 3. Building effective Oral and Written Communication Skills. Improving Listening Skills. 4. Improving Human Relations Skills. 6. Image Management : Grooming, Etiquette, Dressing, Accessories etc. 7. Improving Presentations Skills.	Learning objectives: <hr/> 1. Learning about Team Building. 2. Learning Participatory skills to engage and empower people. 2. Learning to Motivate People through informal rewards. 3. Learn to handle difficult and conflicting situations more effectively. 4. Learn to build effective teams. 5. Recognize the behaviors associated with Transactional Analysis. 6. Conflict Management.	Learning objectives: <hr/> 1. To understand the Principles of Management. 2. Understanding 7 Areas of being a good Manager by Harvard Business School. 3. One Minute Manager of Ken Blanchard. 4. Learning methods to build effective teams using participatory processes. 5. Learning to delegate and build people. 6. Effective Decision Making. 7. Delegation 8. Conflict Management.

<p>Course Content:</p> <hr/> <ol style="list-style-type: none"> 1. Management of Change. We cover the works of Prof. Rosabeth Moss Kanter, Charles Handy, C. K. Prahalad etc. 2. We provide training to create Vision & Core Values. 3. We cover Leadership theories of James McGregor Burns on Transformational Leadership, John Maxwell's, Five Levels of Leadership & Robert Greenleaf's Servant Leadership. 4. Creation of a Customer Centric Culture (CCC): Case study of South West Airlines. 5. Motivational Techniques : Learning Facilitation skills to empower people : <ul style="list-style-type: none"> ❖ Open Space Technology. ❖ Conversation Method. ❖ Cause & Effect Diagram. ❖ Brainstorming Technique. ❖ OICA <p>Duration: Two days</p> <p>Faculty: Dr. Ashoke K. Maitra, Ph.D, Stanford University, USA.</p>	<p>Course Content:</p> <hr/> <ol style="list-style-type: none"> 1. Understanding Complexity of Change. 2. Undertaking a Career Planning Exercise to identify needs, set Goals, make a plan for development with clear milestones. 3. Developing Skills in Emotional Intelligence. Recognizing our emotions and how they impact on our behavior. Assessing current levels of emotional competence and areas we would like to handle better. 4. Building skills in Effective Communication 5. Developing skills in Presentation. 6. Learning Time Management skills 7. Exploring Motivation - raising energy to achieve goals and maintaining energy through setbacks. <p>Duration: Two days</p> <p>Faculty: Dr. Ashoke K. Maitra, Ph.D, Stanford University, USA.</p>	<p>Course Content:</p> <hr/> <ol style="list-style-type: none"> 1. Understanding the importance of creating Winning Relationships. 2. Effective Communication Skills. Improving Listening Skills. 3. Image Management : Importance of correct dressing, grooming, etiquette, manners etc in dealing with HNI clients. 4. Human Relations Skills. 5. Presentation Skills. 6. Understand how to deal with difficult clients. 7. The skills of assertiveness and saying no. 8. Building rapport through 'matching' and 'mirroring'. 9. Managing conflict: frustration and anger. 10. The techniques to move from conflict to collaboration. <p>Duration: Two days</p> <p>Faculty: Dr. Ashoke K. Maitra, Ph.D, Stanford University, USA.</p>	<p>Course Content:</p> <hr/> <ol style="list-style-type: none"> 1. Building skills in Effective Communication with teams. 2. Learning Servant Leadership and 360 Degree Leadership. 3. Learning to motivate and inspire people using practical sessions. 5. Introduction to Transaction Analysis. 4. Developing a framework to deal with difficult behavior and manage conflicts. 5. Learning Facilitation methods to engage and empower people. 6. Exploring Motivation - raising energy to achieve goals and maintaining energy through setbacks. 7. Building rapport through 'matching' and 'mirroring'. 8. The techniques to move from conflict to collaboration. 9. Creation of a Customer Centric Culture (CCC): <p>Duration: Two days</p> <p>Faculty: Dr. Ashoke K. Maitra, Ph.D, Stanford University, USA.</p>	<p>Course Content:</p> <hr/> <ol style="list-style-type: none"> 1. Principles of Management. 2. Role and function of a manager. 3. John Maxwell's Five levels of Leadership. 4. Developing skills and methods to empower people. 3. One Minute Manager of Ken Blanchard. 4. Learning methods to build effective teams using participatory processes. 5. Learning to effectively manage conflicts. 6. Learning to build effective teams. 7. Learning methods in effective Decision Making. 8. Art of Delegation. 9. Effective Decision Making. 10. The techniques to move from conflict to collaboration <p>Duration: Two days</p> <p>Faculty: Dr. Ashoke K. Maitra, Ph.D, Stanford University, USA.</p>
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<div>Course Fee:</div> <div>Rs. 64,000/- per day + applicable G.S.T.</div> <div></div>	<div>Course Fee:</div> <div>Rs. 64,000/- per day + applicable G.S.T.</div> <div></div>	<div>Course Fee:</div> <div>Rs. 64,000/- per day + applicable G.S.T.</div> <div></div>	<div>Course Fee:</div> <div>Rs. 64,000/- per day + applicable G.S.T.</div> <div></div>	<div>Course Fee:</div> <div>Rs. 64,000/- per day + applicable G.S.T.</div> <div></div>
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