



Presents Choice and Precious Corporate Workshops

# "Transformational Influencing of Self & Others"

This high impact workshop series will be held in 2016 at:

CHENNAI	BANGALORE	HYDERABAD
Feb 5 & 6	Feb 19 & 20	Mar 4 & 5

## Floral Offerings

"It's not the Role what makes a Leader, but it's the Leader who makes the Role!" At the core of Leadership, is the Art of **Influence**. While Leadership Competences and Strategies are important, sharpening the Self in Role is one of the higher challenges that are seldom addressed in Organizations. The art of Influencing hence assumes a larger space on the Leadership radar as it contributes to the refining of Self in Role. No matter where one is positioned in the Organization, the bottom line to deliver results is always dependent on the efficacy of Influence that makes or breaks Leaders. Quoting John Maxwell: "The Meaning of Leadership is **Influence**. Nothing More Nothing Less!"

It's indeed worthy to realize that it's simply not enough if Leaders, work merely on the behaviors that they display with those whom they interact, but it's extremely relevant to look inwards of themselves. If it is merely working on the outwardly manifested behaviors, it amounts to working only on the syndrome of the effects. Deeper and harder work ought to begin by investing in reflections leading to exploration, discovery, awareness and management of self, with integrity, authenticity, humility and discipline, as the four cornerstones. These ingredients boil down to practice of Values, which need to be clarified and practiced with consistency.

Stephen Covey aptly placed it: "The key to **Influence** others is to be Influence-able!" The Key to Influence oneself, is a lot about "Leading Oneself". Influence must be earned and not expected, commanded or demanded. **Influence** lies in the disposition and not in the position, which is nothing but the vested title that one holds in the hierarchy.

This Workshop focuses on enabling corporate professionals to enhance quality of their Leadership ethos, accelerate their progress and multiply their respect, amongst seniors, peers and juniors alike, by raising their **Influence** Quotient.

**This warm invitation is to join us on the path of discovering, developing, nurturing and learning by Influencing and being Influenced by a community of Learners from diverse industries and walks of life! Welcome on Board! This is your growth space. Just claim it. Let's co-create the way forward and move on, hand in hand.....**

**"Your Influence is Your Signature!"**

## CORE MIND's Mission

Passionately empower Executives, Managers and Business Leaders through value based approach in significantly enhancing business alignment, customer enchantment, performance effectiveness and culture building within organizations by augmenting their professional qualities and skills.

This Workshop clearly would focus on enhancing values, motives, attitudes and capabilities amongst individual Leaders and Managers to inspire themselves and others with Influence. Potentially positive benefits are expected to flow into sponsoring Organizations, by way of triggered energy of the learners.

### Exotic Bloom – Learning Design

- ❖ Set tone for appreciating essence of Influence
- ❖ Deep dive into self-awareness and self-knowing, to build Influencing characteristics
- ❖ Espouse skills, qualities and values that enhance Influence without Authority
- ❖ Generate Influencing Presence that's powerful and contagious
- ❖ Stimulate ways of acknowledgement, trust and care
- ❖ Foster abilities of power listening, empathetic reaching out
- ❖ Enrich efficacy of Influencing up, across and down
- ❖ Ace up to be an "Influencer" par excellence, by assimilating and internalizing apt attributes
- ❖ Explore working upon Leadership Credo

### Fragrance just for you - Learning takeaways!

- ❖ Lift Leadership capabilities to the next level
- ❖ Push boundaries of employee engagement
- ❖ Develop role model traits, competences and values
- ❖ Raise degrees of being intra personally and interpersonally sensitive
- ❖ Inspire those being led to spread a culture of trust and belongingness
- ❖ Infuse and cascade attributes of Influencing colleagues with Passion

### Choose your Flowers - Self Service Options

- ❖ Involve to evolve
- ❖ Receptivity to inner work on self
- ❖ Share and listen from heart
- ❖ Present authenticity
- ❖ Flow with humility
- ❖ Respect resource of co-learners
- ❖ Pour accomplishments with pride
- ❖ Disclose your inadequacies, with growth orientation
- ❖ Adhere to norms, for learning efficacy

### Bouquets [carry packs] for the Organization

- ❖ Build a talent pool of Influential Leaders
- ❖ Enhance ownership to change processes
- ❖ Realize synergy across teams and organization
- ❖ Promote qualitative cultural best practices
- ❖ Nurture affinity and pride of working for the company
- ❖ Contribute to employee brand building initiatives

### Flower Rangolis – Choice Methodology

- ❖ Concept inputs
- ❖ Experiential learning
- ❖ Reflection and exploration
- ❖ Breakaway small group sharing
- ❖ Processing themes in large group
- ❖ Success story modeling
- ❖ Invigorating exercises
- ❖ Self-assessments
- ❖ Release developmental plans

### Passes for the Event – Warmly inviting.....

- CEO's and Business Heads
- Senior Management team members, Functional Heads and Middle Managers from any function or industry
- Change Agents
- Executives and Managers willing to perform or being groomed for higher responsibilities
- Leaders of Educational, Social Institutions and NGOs
- All others interested in fine tuning their Influence Quotient

### Flower Show - Dates and Locations

LOCATION	DATES	NAME OF HOTEL
CHENNAI	Feb 5 & 6, 2016	<b>The Accord Metropolitan,</b> G N Chetty Road, Ph: 044 2816 1000 / 4391 1000
BANGALORE	Feb 19 & 20, 2016	<b>The Atria Hotel,</b> Palace Road, Ph: 080 2220 5205 / 4939 4444
HYDERABAD	Mar 4 & 5, 2016	<b>Lemon Tree Premier,</b> HITEC City, Hyderabad, Ph: 040 – 4421 2121

The dates of the workshops [as above] are scheduled for Fridays and Saturdays from 8.30 am to 6.00pm on both days. The closing time on both days may be extended to 6.30pm, depending on facilitation needs and availability of venue.

The participants need to plan their travel and other commitments by ensuring to attend the entire program, as their availability is very essential and important during the Workshop timings.

**Course Fee : Rs.22,000/- (Rupees Twenty two thousand only) + 14.5% Service Tax, per participant**

The course fee (non - refundable) includes only lunch, tea / coffee twice during the program and course material. The Workshop is non-residential. Accommodation and travel are to be directly arranged and borne by Participants.

Please forward details of your nominations with Names, Designations and Email ids of participants, by email to coremind@eth.net or udrut@vsnl.com

#### Payment Options:

- Cheque or DD payable @ par at Chennai, in favor of CORE MIND and can be sent to the address given below
- NEFT Transfer, favoring CORE MIND, Account No. 211010200005142, IFSC: UTIB0000211 - held with Axis Bank Limited , 2/8, I Cross Street, Lambert Nagar, Alwarthirunagar, Virugambakkam, Chennai 600092. Ph: 044-2364 1486

**Contact details:** Ms Rita, CORE MIND, Plot No.283, (Door No.54), II Main Road, Natesa Nagar, Virugambakkam, Chennai - 600 092. Landline: 044 - 2479 7764 Mobile: 98846 01549 / 99406 11230

**PAN:** AAJPU1850H; **Service Tax Code [Registration No.]:** AAJPU1850HST001

#### Profile of G Udayakumar, CEO, CORE MIND - Facilitator of the Workshops

Uday as he is affectionately known is a graduate in Commerce from Loyola College and done his PG in HR from XLRI. He held senior roles in HR while working with Murugappa and Rane Groups.

##### Dream Track

He launched CORE MIND in 1993. Over the last 22 years, he has conducted incisive training programs and carried out consulting interventions in more than 500 organizations that includes sectors like Manufacturing, Services, IT, ITES, BPOs, FMCGs etc across India and abroad equipped over 25,000 Leaders, Managers and Executives. In the recent years, he has been specializing in areas of Leadership, Organization Development [OD], Mentoring, Leadership Coaching, Change Management and Inspired Passion, in addition to offering a wide range of Consulting services and Facilitation support.

##### Client Rendezvous

Uday is acclaimed by clients and participants alike, as a very talented Management Consultant, Facilitator and Leadership Coach. His gifted and informal ways of facilitating interventions have resulted in organizations becoming culturally more vibrant, high performing and prolific. Some of his esteemed corporate clients include Amalgamations Group, Apollo Tyres, Ashok Leyland, Astra Zeneca, Bharti Airtel, BPCL, Chemplast Sanmar, CTS, Covansys, Covedien, Ford Business Services, HCL, HUL, Hyundai, IFF, Ingersoll Rand, J P Morgan, Kodak, Kone, METRO Cash & Carry, MRF, Murugappa Group, Nokia, Nokia Siemens Network, PayPal, Pepsi, Perfetti Van Melle, Rane Group, Reliance, Sakthi Group, Saint Gobain, Schneider Electric, Sonata Software, Thomson, Tata Teleservices, Titan, TE Connectivity, TVS Group, Visteon, Vodafone, Volvo, Wockhardt [Fortis] Hospitals, World Bank, ZF Wind Power and Zenta.

##### Overseas Facilitation

He has facilitated major initiatives at Al Seer [Dubai], Foskor Zirconia [South Africa], CUMI [Canada], Paramount Computer Systems, Oceanic, Bar Code Gulf [Dubai/Riyadh], Zubair Furnishing [Muscat], eBay, Motorola, Tionale, [Singapore] and Venture Design Services [USA].

##### Learning Expeditions

His ardent desire to learn is evident from the storyline that he attended 25 training programs worldwide with reputed Institutions. Just to name a few, he has attended programs on Leadership, Change Management, Organization Development, Team Building, Self Awareness, 360 Degree Feedback, Assessment of Leadership Competences, Mentoring etc., at Tavistock Institute [UK], Franklin Covey Institute, Center for Creative Leadership [CCL], Perrone Ambrose Associates, Giant Impact and University of Michigan, all at USA.

##### Professional Honors

The most fulfilling journey has been with NTL Institute [National Training Laboratory] where he participated in 14 programs since 1998, all at US. He completed the OD Certification track in 2002 and has been a Faculty Member of NTL since 2005 and has Co-facilitated 2 programs for NTL at US. He was a Professional Member of ISABS, from 2005 to 2015 and Co-facilitated 11 T Groups [Basic and Advance Human Process Labs], in Events offered by ISABS. He has been authorized by CCL [North Carolina, US] as a certified Feedback Coach for Facilitating 360 Degree feedback initiatives in corporate entities. He has been licensed by Perrone Ambrose Associates Inc [Chicago] to institutionalize Mentoring process in organizations. Attended Train the Trainer Program on 360 Degree Leader with Giant [Maximum] Impact at Atlanta, US.

**Conferred "Professional Certified Coach" (PCC) status, by International Coach Federation (ICF, USA). Graduated as "Certified Professional Coach" (CPC), from International Coach Academy (ICA, Australia). Currently, he is pursuing the next level of Coaching Certification, to attain Master Certified Coach [MCC] status.**

