

Interpersonal Effectiveness Workshop



Client:

This Program was conducted for the senior executives of India's leading automobile manufacturer based out of Pune.

Program:

Technical and functional capabilities can be honed with relatively greater ease. Interpersonal skills while presumed are the real challenge. By virtue of being covert and non-measurable, interpersonal skills have until now, received scant attention. We can see that that neglect has come back to haunt us now.

This Program, therefore, aimed to put in perspective its significance and provided applicable tools for greater efficacy. It focused on establishing a climate of openness and trust among the employees. Skill based, simple and direct, this program was a leader's delight for he could apply what he learnt in the Program from the very moment onwards.

Objectives:

- To establish a climate of openness and trust
- To empower people at lower levels to take decisions
- To provide support for direct reports when one feels they are right
- To be open and candid with people rather than be vague or indirect

Content:

- Using Type (MBTI) to develop self and subordinates
- *Drona*: A question of extraneous variables
- Emotional Intelligence -- An applicable framework
- Listening/ Asserting skills (Framework, Axioms and Role Plays)
- Giving/ Receiving feedback (Structure & Role Plays)
- Developing subordinates: an executive development structure
- Leveraging the 9-Box/ Skill Will/ Like to do-Good at doing Matrix
- Managing the *Karna* and *Eklavya* syndrome: A mythological insight
- Teaching Your Daughter to Cycle – Two simple lessons

Client:

Two days

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