



Management
Development
Program

LEADERSHIP PROFILING



VENUE

The Pride Hotel,
5 University Road, Shivajinagar,
Pune, Maharashtra India - 411005.

Call us
020-66575036

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Organized by



**PUNE INSTITUTE OF
BUSINESS MANAGEMENT**

APPROVED BY AICTE | AFFILIATED TO SAVITRIBAI PHULE PUNE UNIVERSITY

AIMING HIGH,
ACHIEVING HIGHER

About Pibm

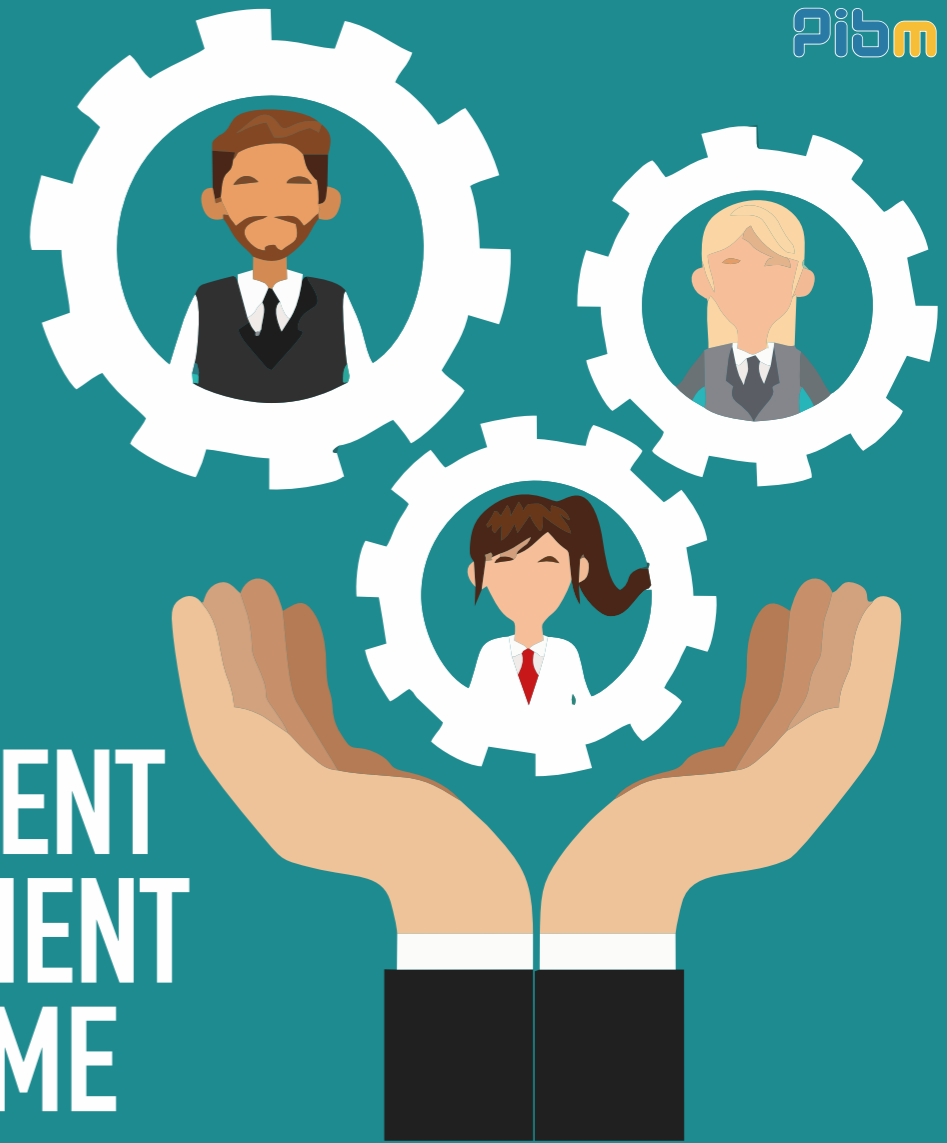
Pune Institute of Business Management (PIBM) is an AICTE approved & Affiliated to Savitribai Phule Pune University, one of the top Management Institutes in India. Featured by Times B-School survey & Forbes as one of the top 10 emerging B-Schools in India, we aim to provide high value business management education to develop highly skilled Management Graduates in India. PIBM provides Post Graduate courses in Management at Pune campus. Post Graduate Diploma in Management (PGDM) which is an AICTE approved course is the flagship program at PIBM Pune. PIBM also offers Master in Business Administration (MBA) course in a liation to Savitribai Phule Pune University. In recent years, PIBM has

expanded by opening up Campuses for Graduation Courses - BBA, B.Com & BCA in Solan (Himachal Pradesh), Guwahati (Assam) and Shillong (Meghalaya). PIBM has placed more than 3000 highly skilled managers at top Multi-National companies and leading Indian companies. PIBM has differentiated itself from rest of the management institutes by focusing intensively on practical applications of theoretical knowledge. We have tie ups with leading 300+ companies from diverse sectors and rich experienced panel of 250+ Corporate Heads. These corporate heads are domain experts who visit PIBM to train our students on an ongoing basis.

About MANAGEMENT DEVELOPMENT PROGRAMME

The Management Development Programme (MDP) is a fast paced intensive programme dedicated to the latest techniques and trends in the core areas of management. It has been developed taking into consideration the new challenges faced fast pace of business. It is a professional development programme aiming to enhance your career opportunities and to develop your skills in order to appeal to major employers. This MDP is a one day programme, has been developed for

middle and senior level managers. The programme will have five sessions in leadership profiling. This area covers core areas of developing leadership skills in the corporate world, along with the continuous evolution of new trends. In this program, Instructors will use DISC Tool of Thomas International which is the leading personal assessment tool used by over 1 million people every year to improve productivity, team work and communication.





PROFILES HELP YOU & YOUR TEAM

A single DISC assessment of Thomas international has a market value of Rs. 5000 per assessment and every organization has to make an initial investment of Rs. 1.4 lacs to conduct this assessment and evaluate their employees.

INCREASE YOUR SELF-KNOWLEDGE:

how you respond to conflict, what motivates you, what causes you stress and how you solve problems

IMPROVE WORKING RELATIONSHIPS

by recognizing the communication needs of team members

Facilitate better teamwork and teach productive conflict

DEVELOP STRONGER SALES SKILLS

by identifying and responding to customer styles

MANAGE MORE EFFECTIVELY

by understanding the dispositions and priorities of employees and team members

BECOME MORE SELF

knowledgeable, well-rounded and effective leaders.

DOMINANCE

Person places emphasis on accomplishing results, the bottom line, and confidence

BEHAVIORS

- Sees the big picture
- Can be blunt
- Accepts challenges
- Gets straight to the point

INFLUENCE

Person places emphasis on influencing or persuading others, openness, relationships

BEHAVIORS

- Shows enthusiasm
- Is optimistic
- Likes to collaborate
- Dislikes being ignored

STEADINESS

Person places emphasis on cooperation, sincerity, dependability

BEHAVIORS

- Doesn't like to be rushed
- Calm manner
- Calm approach
- Supportive actions

CONSCIENTIOUSNESS

Person places emphasis on quality and accuracy, expertise, competency

BEHAVIORS

- Enjoys independence
- Objective reasoning
- Wants the details
- Fears being wrong

Who should attend?

Middle and senior managers from public sector as well as private sector are welcomed for this management development programme for the purpose of upgrading their knowledge as well as leadership skills.

Benefits of Program for PARTICIPANTS

This program will help participants to understand Better awareness of personal competency and capabilities

Participants can get more promotional opportunities and success in their organization by learning leadership skills.



Job alignment is required for an effective leader. Through this program, participants can learn how to set clear goals for themselves and others. It requires leaders to give honest and timely feedback with the objective of enabling individuals to raise their own performance levels

Use of DISC Tool in Leadership Profiling. In 1940, Walter Clark took the theory of William Moulton Marston and developed the first DISC Personality Profile.

With leadership training programs, managers will learn how to manage their own time effectively, set realistic expectations and motivate employees. Their performance will be improved as a leader.

Participants will be able to connect with team by interacting with fellow decision makers, brainstorm new and different ways to approach problems or issues. They will also find innovative techniques to incorporate into your leadership training.

How it will benefit ORGANIZATIONS?



This leadership programme will help employee to be more involve in organizational activities. Further this involvement of the employees will improve job satisfaction level among employees and it will also reduce employee turnover rate.

The right, consistent leadership program will increase the performance of the employee. Further, it will turn to improved productivity and efficiency.

Most of people voluntarily leaving their jobs, they don't quit their jobs, they quit their bosses! That's right, employees leave ineffective leaders. By investing in leadership training, participants can retain their people and reduce costly recruitment expenses.

Leadership program will help employer to adopt a systematic approach in their organization to managing the performance of organization, teams and individuals. This approach will provide a road map for changing organizational behavior and, ultimately, for implementing, promoting and sustaining a high-performance culture.

REGISTRATION FEE

MDP Price
₹ 10000
PER PARTICIPANT



Deliverables

Pre workshop assessment, one day workshop in a four star hotel, training content, postworkshop effectiveness report

COMMITTEE



Mr. Raman Preet
Chairman



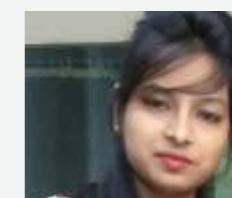
Dr. Rajasshrie Pillai
MDP Trainer



Prof. Palak Sharma
MDP Trainer



Prof. Khushbu Dubey
Programme Convener



Dr. Anuradha Nayak
Programme Convener



Dr. Asha Sharma
Programme Convener



EARLY BIRD OFFER

(upon registration before 6th April)

Original Price (per participant)	New Price (per participant)
₹ 10000	₹ 8000



BULK BOOKING

(3 or more participants from one organization)

Original Price (per participant)	New Price (per participant)
₹ 10000	₹ 7000



SPECIAL OFFER FOR WOMEN MANAGERS

Original Price (per participant)	New Price (per participant)
₹ 10000	₹ 8000



Programme Schedule

9:30 am- 10:00 am	Registration
10:00 am-10:15 am	Tea and refreshment
10:15 am to 10:35 am	Addressal by Keynote speaker
10.35 am-12:00 pm	Self-assessment session
12:00 pm- 1:00 pm	Sharing of test results and its significance
1:00 pm - 2:00 pm	Lunch Break
2:00 pm- 3:30 pm	Impact of personality on efficiency
3:30 pm- 4:00 pm	High tea for networking
4:00 pm - 5:30 pm	Modifying your DISC to suit your job needs
5:30 pm- 5:45 pm	Felicitation for participants
5:45 pm- 6:00 pm	Valedictory Session

PATRON

MR. RAMAN PREET

Chairman & Executive Director,
PIBM group of Institute

Mr. Raman Preet, Chairman of Pune Institute of Business Management, who had the courage of chasing his dream to establish a management college. Further, he transformed it into a well-known corporate culture education institution in a short span of time. He received many renowned awards like Best Emerging Institute Award by BBC Knowledge and Young Entrepreneur award by Rotary Club, Chinchwad, Pune. PIBM has been quite ahead of time in terms of understanding the requirements of business organizations and accordingly training and developing its students. This MDP program will develop an awareness of the knowledge, skills, and attributes necessary to become effective leaders



DR. RAJASSHRIE PILLAI

HOD, HR department,
PIBM, Pune

Rajasshrie Pillai is a Doctorate in Management and a post graduate in Human Resource Management. She is certified trainer of Indian Society of Training & Development, New Delhi. She

has over 15 years of experience including Industry, Research and Academics. She has conducted management development programs with Crompton Greaves, Bajaj Allianz and Kirloskar Cummins. To her credential, she has presented research papers in National and International Conferences and also published research papers in Scopus Indexed International Journals. She is a life member of NHRDN and ISTD, New Delhi. She is a registered Ph.D. guide in the faculty of Management. She is an expert in the area of leadership development and competency assessment.



PROF. PALAK SHARMA

Faculty of Marketing,
PIBM, Pune

Prof. Palak Sharma is a Marketing Management and Entrepreneurship

trainer with 8 years of training experience, 4 of which she has also been associated with Pune Institute of Business Management. A Nirma University Alumna, she specializes in fields like management process training, employee productivity and efficiency enhancement, leadership training, corporate communication and interpersonal skill development. She is also a trained DISC evaluator and administrator by Thomas International.

Important DATES

Receipt of Registration
form and fee

April, 15th 2018

Programme Date

April 21st, 2018

For Registration Contact

Prof. Khushbu Dubey

Mob No- 9165478299

Dr. Anuradha Nayak

Mob No-8002510800

Dr. Asha Sharma

Mob No- 772964679


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