



DELHI MANAGEMENT ASSOCIATION
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7th May 2010

Dear Sir/ Madam,

**One Day Experiential Workshop on the Role of EQ and SQ
to Enhance Performance & Productivity**

Greetings from Delhi Management Association!

We are pleased to inform you that Delhi Management Association is organising an experiential workshop on **The Role of EQ and SQ to enhance Performance & Productivity at the workplace** on **23rd July 2010** at **India Habitat Centre**, Lodhi Road, New Delhi. When we are dealing with machines or computers, if we press the right button (IQ) we get the desired result. But in our personal and professional life we have to deal with human computers and these human computers have emotions. Therefore EQ plays vital role in building relationship and SQ in maintaining long-term interpersonal relationship.

We study everything but we don't study ourselves. The programme will reveal all secrets about ourselves and cure our mental suffering. The participant will get crystal clear picture of the importance of EQ & SQ in their life and how to use for their benefits. The programme will be conducted by **Mr Dipankar Biswas**, Certified Life Coach from Australia, Corporate Trainer and author of the best seller in the corporate: **9 secrets, the Ultimate success Strategies (Road to Happiness Series)**. Mr Biswas has been conducting such programme for last 10 years in Australia and in India.

A copy of e-brochure is attached herewith a request to kindly nominate managers and senior executives from your organisation who would greatly benefit from this workshop. The programme is limited to 25 participants. Registrations would be accepted on first-come-first served basis, you are requested to block your seat well in advance to avoid last minute rush.

I look forward to receiving your nominations.

With warm regards.

Yours sincerely,

Rajan Pandhi
Deputy Director, DMA
9810877615(M)

NB: We can't change the life of a person without changing his belief systems and beliefs can be changed through awareness & self-realisation programme and not by listening to lectures.



DELHI MANAGEMENT ASSOCIATION

P R E S E N T S

**One Day Experiential Workshop
On
The Role of EQ and SQ to Enhance Performance
& Productivity**

23rd July 2010

at

India Habitat Centre, Lodhi Road, New Delhi

INTRODUCTION:

When we are dealing with machines or computers, if we press the right button (IQ) we get the desired result. But in our personal and professional life we have to deal with human computers and these human computers have emotions. Therefore EQ plays vital roles in building relationship and SQ in maintaining long-term interpersonal relationship. There is a saying, "people join company and leave their boss." The truth is, "we take decision emotionally and justify them rationally". 'It's not what we communicate but how we communicate' makes us an effective communicator and leader.

OBJECTIVE:

The objective of the workshop is to make the participants aware of the importance of EQ & SQ in their life. Its implication and how they can use them for achieving better result in their personal and professional life. We study everything but we don't study ourselves. The workshop will reveal all secrets about ourselves and cure our mental suffering. The participants will get crystal clear picture of the importance of EQ & SQ and how to use for their benefits. **The programme has been designed keeping in mind the needs of the present fast changing corporate scenario. To understand ourselves in a better way, we have different exercises as an experiential learning. This programme will help participants :**

- ▶ To become better communicator, negotiator, decision maker and a leader.
- ▶ To enrich interpersonal skills at personal & professional level.
- ▶ To enhance performance and productivity.

Once a participant has gone through the training programme and completed all the Success Action Exercises in the training manual, he/she will be a happy and successful person.

WORKSHOP FACILITATOR



Mr DIPANKAR BISWAS

Mr. Dipankar Biswas, a certified Life Coach from Australia, one of the best corporate trainers in India and author of the best seller in the corporate: **9 secrets, the Ultimate success Strategies (Road to Happiness Series)**. He has been conducting such programme for last 10 years in Australia and in India. He was a visiting faculty of ICFAI to conduct Personal & Organizational Effectiveness Workshop for the corporate and guest faculty of DR.MCHRD Institute of AP.

So far he has trained and coached MDs, Doctors, Scientists, Professors, Trainers, Corporate Advisors, Managers and employees of most of the MNC including Microsoft, BARTRONICS, ESSEL Software & Services, Deloitte, GE, HSBC, TATA Teleservices, Dr.Reddy's Lab, CARE Hospital, Global Hospital, Yoshoda Hospital, C-DAC, L&T Ltd – Heavy Engg Division, Green Park Hotel, Synergy Casting Ltd, SIEMENS, IVRCL, EQIC Dies & Engineers, STPI (Software Technology Park of India), Megasoft (XIUS), Gulf Oil, FACOR Alloys Ltd, MODY FORD, VOITH TURBO, NEOSPARK, Regional Labour Commissioner, Hyderabad Industries Ltd, PBEL Property, Bion Therapeutic and High Court of Andhra Pradesh with more than expected result.

PROGRAMME CONTENTS

- Self-analysis: We study everything but we don't study about ourselves. An understanding of ourselves alone can help us to deal with other people & circumstances in a better way
- 90% of our health disorders are psychosomatic: Knowing them and how to overcome them?
- Importance of EQ in building relationships and productivity at our workplace.
- Importance of SQ in sustaining long-term relationships and our business.
- How to practice them and create a better working environment to increase efficiency and satisfaction at our workplace?

METHODOLOGY

An "experiential learning" and "learner-centred approach" is used throughout the program including interactive lectures, role plays, group discussions, team activities and case studies.

WHO WOULD BENEFIT FROM THE PROGRAMME

This program is designed for individuals who need to improve their effectiveness at both the personal and interpersonal levels. Executives from different functions and various levels could participate.

CERTIFICATE

Those attending the workshop will be given a Certificate of attending the "**The Role of EQ and SQ to Enhance Performance & Productivity Workshop**" by **Delhi Management Association**.

ADMINISTRATIVE DETAILS:

- Date July 23, 2010 (Friday)
- Registration 09.30 a.m.
- Programme timing 10.00 a.m. to 05.00 p.m.
- Venue India Habitat Centre, Lodi Road, New Delhi

PARTICIPATION FEE :

Rs. 5500/- per head for members of DMA/AIMA and other LMAs.
 Rs. 6000/- per head for non-members

An early bird discount of Rs 500/- per participant can be availed for nominations received latest by 30th June 2010

Please send your registration form alongwith participation fee to:

Fee covers tuition fee, cost of luncheon, refreshments, reading material and organisational expenses. Nomination fee is non-refundable. However, participation by a substitute is allowed. Workshop is non-residential. Demand Draft and Cheques are to be made in favour of “Delhi Management Association” Payable at “New Delhi”.

Mrs Omana Mathews, Administrative Officer
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Registration Form

**DMA Workshop On
 The Role of EQ and SQ to Enhance Performance
 & Productivity**

23rd July 2010

Names (1)Designation
 (2) Designation
 (3)..... Designation
 (4) Designation

Organisation Communication
 Address

Phone :..... Fax:..... Email :

Enclosed is a cheque/draft for Rs..... being Registration fee for the program (Rs. 5500/- per head for members and Rs. 6000/- per head for non-members).

Preference for Meals: Vegetarian/Non-vegetarian
 Authorised Signatory, Name & Designation

Date.....

Please make cheque/draft payable to **Delhi Management Association**.

