

## From Good to Great

### A program to create high performing professionals

"The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark."

- Michelangelo

#### About the Program

An intensely experiential 2-day program, it is designed to motivate participants to aim for excellence. It helps them understand their own motivational needs, identifies their mental drivers and helps them isolate and tackle their barriers to achievement. This program has been used to stimulate people to enhance their need for achievement and shake them out of their comfort zones, propelling them to take up new challenges and gear up for change.

The drive to achieve results is a deep-seated motive that energizes behavior towards the goal. High achievers challenge self and the organization by setting high expectations and overcome obstacles to achieve results. It is about reducing dependence on external motivation and rediscovering one's own intrinsic drive to achieve.

It is based extensively on **David McClelland's** seminal work on Achievement Motivation and uses an inside out approach.



#### Developmental Objectives

- Understand what excellence and achievement really mean
- Explore own motivational needs
- Analyse one's goals, goal-setting process and risk taking behaviour
- Experiment with high achievement behaviour and experience the return from it
- Identify gaps in one's behaviour that may be causing shortfall in results
- Orient oneself to a journey of excellence and accomplishment leading to high productivity through intrinsic motivation

#### Who should attend

Mid career professionals/ Managers who aim at

- achieving their full potential by stimulating their intrinsic motivation
- wanting to reignite their desire to succeed and reorient themselves to achieve their life/ career goals

#### Duration & Time

2 days

#### Batch Size

**Limited to 16** as this is a highly experiential program requiring peer learning and intense focus from the facilitator.

## About Us

**Potentia Institute** is a unit of Potentia Growth Services ([www.potentia.in](http://www.potentia.in)). The Institute brings its most sought after programs and faculty under one roof. Through these programs we catalyze growth -- for organizations as well as individuals. Leveraging collective experience of our panel and the best insights generated from a large number of programs, Potentia offerings focus on relationships, life, work and success in varied spheres & roles - as a professional, a leader, a member of organization/ community etc. Our methodologies are grounded in experiential learning, emerging sciences, contemporary research, and its applications for holistic growth. The unmatched passion that our facilitators bring is aimed at 'Unlocking Human Potential'.

## Participant echo on the program

"Excellent hold on the subject, provided very good inputs which were valuable, was very observant, and can interpret very well. Created a safe environment to work in" **Hardeep Kaur**

"...made me think about my actual capabilities. It gave me confidence about myself and helped me to develop a plan for my growth – on personal as well as professional level." **Vaidehi**

"...has really helped me to realize and believe in my own capabilities ...helped me see a broader way of life, start taking appropriate risks in life to achieve more and try to come out of my comfort zone." **Hemant**

"...I will really change myself to achieve great targets in my career." **Mahesh**

"...was put in this training with mysenior(s) ...I felt a little intimidated and underestimated at first... after the program, I feel no less than them and feel much more confident..." **Meekha**

"I strongly recommend this program to everyone, irrespective of their age, gender, or profession. A real 'eye-opener'. The things I learnt over the duration of this program will stay with for the rest of my life and facilitate my success." **Sreedhar**

"Achievement Motivation is well thought & designed program. Not every day do you see a person who inspires many in person & listen from the horse's mouth about their high achievement

motivation" - a recent **participant** (name withheld)

I've gained a lot of insights into my own mind; there is a lot of food for thought, here is scope (and hope) to make the necessary changes to become an achiever. – **Trent**

".....got a platform where we can judge our positive and negative points and how to overcome them. I expect to do a lot more after this program. I will definitely achieve my goal and go on achieving it." **Kasturi**

"This program has been like an eye-opener for me. In life there are so many things which we let go. But from now I will try to do more than average." **Zoya**

"...this is the best program ...we feel we can achieve anything and increases our self-confidence..." **Rahul**

