

## Emotional Capitalists: Leadership Master-Class

In-house program for your leadership team

*Research shows convincingly that EQ is more important than IQ in almost every role and many times more important in leadership roles. This finding is accentuated as we move from the control philosophy of the industrial age to an empowering release philosophy of the knowledge worker age.*

- Stephen Covey

### About The Program

An intensely practical 1-day program designed to accelerate the practice of emotionally intelligent leadership. Based on ground-breaking psychological research with some of the world's most successful young business leaders, this program identifies the ten dynamic emotional skills that distinguish outstanding leaders from the average. It then uncovers the building blocks that drive outstanding performance and provides a systematic blueprint for building your EQ and leadership skills.

### Learning Objectives

- ❖ Discover what emotional intelligence is and why it matters
- ❖ Learn how to manage behaviors that hold you back from optimal performance
- ❖ Understand the key strategies for building and maintaining energy levels at work
- ❖ Develop more effective communication and influencing skills
- ❖ Gain mastery over the one skill that research has identified as the most consistent predictor of success
- ❖ Learn how to leverage emotional strengths that build effective market driven relationships
- ❖ Discover how to read people accurately and hear what they are "really" saying

***Enhance the 'Leadership Quotient' by building EQ through application & practice***

### Who Should Attend

Manager leaders will have the opportunity to explore each of the 10 elements of Emotional Capital & identify ways to enhance these areas for themselves as leaders & in their lives.

Recommended batch size 10-25 (ideally 20)

### Standard Program Design:

- ❖ A conceptual program enabling self-discovery with definitive anchors to build EQ
- ❖ Optional ECI assessment either self or a 360 (Rs. 3340/Rs. 5050)
- ❖ Optional one-on-one coaching session(s) by a certified ECI practitioner (recommend 1 or 2 sessions for the select participants)

### Program Fee

Rs. 1,20,000 + Service Tax for the workshop

**For more details or other customized programs contact:**

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**About Us:**

**Potentia** aims to bring out the best in people & organizations we work for. We offer OD Consulting, Executive Coaching, Training & Strategic HR Support. Potentia collective brings together an experience of over 200 man-years. For more details contact [www.potentia.in](http://www.potentia.in) Potentia is pleased to partner with M/s RocheMartin of Australia. Roche Martin was formed by Martyn Newman Ph.D., a consulting psychologist and internationally acknowledged expert in the *emotional intelligence* and *leadership*. For more details visit RocheMartin website: [www.rochemartin.com](http://www.rochemartin.com)

**About the facilitator/ Harish Raichandani:**

Harish brings with him a rich and varied experience of over 25 years of experience across multiple industries. As an OD consultant he has made several notable contributions towards enhancing 'Leadership Quotient', improving 'Managerial Effectiveness', shaping 'High-performance Culture' He is the first and (perhaps) only Indian to be certified in Appreciative Inquiry by **NTL**; He's also a certified practitioner of **ECi** – an extremely effective EQ tool used widely across the world. Other professional passions include LSIP, Generative Collaboration & Executive Coaching.

**Participant Leaders Echo**

We launched the ECi workshops by Dr Martyn Newman in Nov'09, some feedback:

*"I strongly recommend all leaders to understand the concepts propounded by Dr. Martyn Newman, which are now emerging as absolutely essential for leading effectively"* -- **Abhaya Shankar, Managing Director, HIL**

*"A fabulous first time experience for anyone wanting to understand the role of EQ in meeting one's aspirations and improving one's quality of life"* -- **Lina Ashar, Chairperson, Kangaroo Kids Education Ltd**

*"A very exceptional experience and our privilege to have attended this session. I am going back a richer person in terms of my own awareness of my self and look forward to reaping the benefits from this. Simply love this..."* -- **Sarika Jain, DGM - HR, Fresenius Kabi**

*"Potentia continues to add tremendous value to our company and management team by helping us to engage with and learn from international talent and expertise, which would not normally be available to us. Keep it up..."* -- **Subram Kapoor, Executive Director, Beam Telecom**

*"I believe that ECi will be a game changer for developing leaders in organizations"*-- **Nathan SV, Director, Deloitte**

*"I have now found a far better ability to demonstrate how emotional intelligence impacts leadership capability & in turn the bottom line and the tools to help leaders build their emotional intelligence"* -- **Vicki Nicholson MD CWS**

*"This Program is probably one of the best investments I have made on myself to embark on my journey of self discovery & a long term goal of becoming..."* -- **Subir Sen VP & Head, Training Academy Deutsche Bank**

just add passion