



Professional Development and Leadership Training

Becoming a Real Effective Manager

DEVELOP THE ABILITY TO WORK WITH PEOPLE

The image shows the cover of a book titled "Lead Without a Title" by Marshall Goldsmith. The cover features the Prime Meridian Consulting India Pvt Ltd logo at the top, followed by the acronym "LWT" and a photo of Marshall Goldsmith. Below this is the "LeaderShape" logo with the tagline "Shaping Transpersonal Leaders" and a purple bird icon. The "COLLECTIVE LEADERSHIP INSTITUTE" logo is prominently displayed in the center, along with "The JOHN MAXWELL Team" logo. At the bottom, there is a photo of Marshall Goldsmith and the Marshall Goldsmith Stakeholder Centered Coaching logo.

About The John Maxwell Team

John Maxwell's team of coaches, trainers and speakers have been trained and certified by John and are equipped with the best materials and have developed the proper skill sets to work with you one-on-one, in group settings, and through workshops and seminars to visualize, create and execute a customized leadership strategy to best fit your need

PRIME MERIDIAN CONSULTING HAS BEEN RECOGNISED AS THE TOP 25 MOST PROMISING L & D CONSULTING COMPANIES IN 2016 & 2017 BY CONSULTANTS REVIEW MAGAZINE



Prime Meridian Consulting India Private Limited is a company incorporated with the purpose of “**building leaders everywhere**” and is an end-to-end leadership development and human transformation consulting Services Company providing coaching, training and consulting services to corporate bodies and public organisations.

Leadership Development Initiative. Success is: growing to your maximum potential; sowing the seeds that benefit others. It is a rather simple recipe yet requires awareness, study, practice and mentoring to achieve. A REAL effective manager must have the following four capabilities:

- R– Relationships
- E– Equipping
- A– Attitude
- L– Leadership

Methodology

John C. Maxwell is an internationally recognized leadership speaker and author who has written over 70 books and sold more than 19 million copies. He has been the consistent number one Leadership Guru on the Global Gurus sites for 7 years now. John Maxwell and his ideas are making a global impact. He is a global top leadership guru because he thoroughly researches proven concepts and creates structures and narratives that support Leadership Development.

This workshop is an interactive workshop which focuses on experiential learning and supporting participants in applying these learnings to their real life situations.

Designed for

First Time Managers and Senior Managers who want to build their capabilities to work with people more effectively.



Learning Outcomes and Organisational Benefits

TO BECOME A REAL Effective Manager... it is imperative to RELATE to others better as you understand relational rules; EQUIP others with the proper skill sets; improve your ATTITUDE through daily practices; and LEAD others successfully to where you have gone and beyond.

Learning Outcomes

Specifically, participants completing this programme will be able to:

In this program, the participants will learn the four elements on how to lead teams :

- R- it is imperative to RELATE to others better as you understand relational rules. Adding value to people helps them to reach their full potential.
- E- Recognizing and building on the leadership potential in those around you and applying teamwork laws will help you take others to a higher level by EQUIPPING them with the proper skill sets.
- Improving your ATTITUDE through daily practices, understanding the affect your attitude has on you and those around you, and adopting an attitude that makes challenges easier to overcome is key to your success.
- L- By emulating what successful leaders do to remain at the top, LEADING others successfully to where you have gone and beyond, and influencing others from the heart and not just the head is the remaining piece of the puzzle for REAL success.



Organisational Benefit.

- Leads to a climate of positivity, confidence and accountability.
- Achieve path breaking team results and establish replicate able systems, which enables your team to achieve consistent and excellent results.
- Improved Corporation and collaboration.
- Increase your capability to build your credibility, team trust and manage conflicts in a collaborative way.

Detailed Course Content

Module 1: Attitude is the Main Thing.

- Principles of Attitude
- The 10 Attitude of Achievers
- Self- Assessment : Attitude
- Building a Winning Attitude

Module 2: Leadership is Influence, Nothing More, and Nothing Less

- The Three Myths of Leadership
- Building your Influence Inventory
- Influencing through Persuasion & Respect
- Influencing through getting Results

Module 3: Relationship Rules

- The Laws of Teamwork
- The law of Solid Ground: Trust
- Building Credibility: 3 C's of Trust
- Building Team Trust

Module 4: Empowering, Equipping & Delegating

- Why People fail to empower and equip
- Self-Assessment: Equipping Inventory
- Building faith and becoming a natural nurturer
- The four steps to delegating



Post Workshop

- 12 Week Post Workshop Roadmap
- The workshop will be followed by each of the participants creating an “Individual Development Plan” and working on it for 12 weeks



John C. Maxwell is an internationally recognized leadership speaker and author who has written **over 70 books** and sold more than 19 million copies.

He has been the **consistent number one Leadership Guru** on the Global Gurus sites for 6 years now.

The image displays several book covers by John C. Maxwell, including "The 21 Irrefutable Laws of Leadership", "15 Invaluable Laws of Growth", "Put Your Dream to the Test", "Some Times You Win, Some Times You Learn", "5 Levels of Leadership", and "Becoming a Leader". A small photo of John C. Maxwell is also visible on the left side of the slide.

Participants Comments

- Structured and well presented with relevant audio / visuals. It was interactive and full of fun...Manager, leader in education publishing
- Excellent, Interactive, empowering. Good material and presentation...Senior Manager, leader in education publishing
- Very good and it boosting our confidence level to become a better manager...DGM Operations, leader in education publishing
- Delivery process overall good with relevant examples and manual/toolkit were very useful... Assistant Manager, leader in education publishing
- It was marvellous, easy to understand and full of awareness on different aspects related to our professional and day to day life.... Senior Manager, India's Leading Producer of Watches



- It was very simple, to the point, very relevant. Whole session was very interactive. There was very good participation from the team. There was lot of learning throughout the session....Senior Manager, Quality Control
- This was very, very excellent learning experience...Production Officer, India's Leading Producer of Watches
- Very practical and Interactive.....Deputy Manager, Leading Construction & Agriculture Equipment Manufacturer in India
- Very Interactive and fruitful experience, for each one of us...Senior Manager, Leading Construction & Agriculture Equipment Manufacturer in India
- Excellent. Combination of slides, exercises, videos& discussions made it much easier...Senior Manager , American multinational medical devices, pharmaceutical and consumer packaged goods manufacturer
- Good in concept, also given lots of examples, correlated to practical experience.....Manager, MNC marketing company that offers advertising, public relations and digital marketing
- Delivery process of Training delivered was excellent, easy to understand with fun. We never once got bored as it normally happens in workshops like these...Senior Manager, Indian multinational pharmaceutical company
- I love the delivery process. It was interactive and involving. The trainer took care to make us comfortable and part of the process. I appreciate his efforts a lot. Explanatory, supported by Examples which helped in understanding things better.....Manager, MNC marketing company that offers advertising, public relations and digital marketing

About the Facilitator and Coach



Pavan Bakshi , Colonel (Veteran), CEO, Chief Facilitator and Executive Coach, Prime Meridian Consulting India Private Limited has a work experience of 30 years and wide expertise in the domain of leadership transformation.



Pavan is a certified facilitator from the Army War College and Military College of Telecom Engineering and has been a trainer at the prestigious Indian Military Academy, Dehradun. He has been from the Corps of Signals and is an alumni of Defence Services Staff College, the premium leadership institute in the country. During his career with the Indian Army that spanned over 22 years, he has been involved in handling various national level crisis interventions.

In corporate life, he has worked in both Indian and multinational organizations – in leadership positions in Bharti Airtel, Bharti Infratel, Ericsson India. He has been instrumental in the areas of business growth, managing transition, merger and acquisitions and in establishing and managing new business streams. His last corporate designation was Senior Vice President in a Tata Telecom Group Company.

Pavan specialises in conducting leadership transformation initiatives within organisations, and is:

- Certified faculty of Collective Leadership Institute, Berlin for Navigating change in complex multi-actor settings successfully.
- Certified as one of the two Master faculty in the world, certified to facilitate Inspirational Leadership “THE LEAD WITHOUT A TITLE (LWT) SYSTEM™ FOR BUILDING LEADERS AT EVERY LEVEL OF YOUR ORGANIZATION” created by globally respected leadership expert, Robin Sharma.
- Certified Master faculty of LeaderShape, Global on building emotionally intelligent and transpersonal leader’s using an integrated model of the leadership styles of Daniel Goleman, emotional intelligence and GROW model
- Certified Marshall Goldsmith Stakeholder Centered Coach for guaranteed and measurable leadership growth.
- Certified John Maxwell Team Coach, Speaker and Teacher.
- Certified Neuro-leadership Executive Coach from Neuro-leadership Group.



- Has been a Principle Consultant Facilitator with Franklin Covey, India and South Asia
- Has been a Principle Consultant Facilitator and Executive Coach with Neuro-leadership Group, India and South Asia

Pavan is an executive coach and specialises in the field of performance, growth, leadership, crisis, transition and change management. His coaching experience (700+ hours) spans from coaching senior executives in leadership positions in multinational companies to large Indian corporate organisations.

He has facilitated trainings in Sri Lanka Telecom, IBM, Capgemini, JP Morgan, PwC, TAFE, Ericsson, Kotak Life Insurance, ING Life, Mahindra Finance, Sundaram Finance, Godrej, Mastek, Tata Capital, GAIL, Advisory Board, Citrix India and Singapore, Ranbaxy, EMC, Broadcom, Syntel, Akzo Nobel, HP, Target, British Gas, Cairns India, EMC, Glenmark, Samsung, Mercer, CBRE, JCB, Baxter, Saint-Gobain, Nucleus Software, amongst many other companies.

He has conducted international workshops in Singapore, Abu Dhabi, Toronto, Colombo & Berlin.