

## **Emotional Capitalists: Leadership Master-Class**

*Developing Leadership by building EQ - Application & Practice*

*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 1-2 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 & provides a systematic blueprint for building your EQ & leadership skills. Each competency is dealt in detail & participants get hands-on experience on ways to enhance it.

### **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 one skill that research has identified as most consistent predictor of success
- ❖ Learn how to leverage emotional strengths that build effective market driven relationships

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

### **Who Should Attend**

Select senior managers who have been identified to explore each of the 10 elements of Emotional Capital & develop ways to enhance these areas for themselves as leaders & in their lives

### **Duration:**

One/Two Days 9.00 AM – 5.00 PM

### **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 facilitators:**

#### **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** (also their professional member too); He's also a certified practitioner of ECR- an extremely effective EQ tool used widely across the world. Other professional passions include LSIP, Generative Collaboration & Executive Coaching.

#### **Neha Ahluwalia:**

A Psychology graduate with post-graduate in HR & OD, Neha has a penchant for learning and is driven by common sense. She is a **certified ECR coach**. With over 7 years of corporate work experience Neha brings a keen understanding people management and operational efficacies. Her stint at Delhi School of Economics, and experience across HR verticals in India & Sri Lanka feeds her passion for research to demystify organisational functioning and leadership behaviour and provides Potentia a more accurate understanding of the latent industry needs.

### **Participant Leaders Echo**

*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 ECR will be a game changer for developing leaders in organizations"-- Nathan SV, Director, Deloitte*

*"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*

*This program demystified an off & loosely used term 'Emotional intelligence' which may tend to frighten people unless they have attended this program ...." Chetan Garga VP, SunGard Technology Services*