

**Management Development Programme**  
**on**  
**“Conscious Communication and Self Development”**

**January 31<sup>st</sup>- February 1<sup>st</sup>, 2019**



**Program Director:**  
**Prof. Vijay Vancheswar**



**International Management Institute**  
**New Delhi**

## **INTRODUCTION**

Communication's role in self -development is a less discussed but vitally important part of enhancing an individual's self -worth and wholesome development. While addressing the multiple challenges in the business and personal domain what becomes evident is the importance of some key traits. These include authenticity, resilience, moral and ethical depth founded on a clear understanding and focus on the purpose of one's pursuits. This purpose or the question 'why do I seek or strive whatever I set as a goal is a basic tenant of what can be termed as 'conscious Communication'-communicating with one self, to understand oneself better and engage in goals which add meaning to life and make it worthwhile. This self- analysis is what this module will stress upon. It will help in laying a strong base for self-development. Conscious Communication and Self Development (CCSD) will help unlock the latent and hidden areas in an individual to help find answers and provide pointers to addressing the complexities and challenges in communicating to diverse stakeholders be it related to persuasion, listening, understanding, empathizing or managing uncertain and unexpected situations and challenges. An overview to the ethical framework of communication that guides one's responses to different situations will sensitize the participants to seek answers to 'why we do what we do?'. The module will help synthesize one's strengths and limitations within the larger canvas of an organization's divergent leaders, their personalities and resultant communication styles. An understanding of the challenges in today's technology driven world and the impact of this on authentic communication to peers and seniors will guide the participants to reflect consciously and communicate effectively with impact. Using the case methodology to decipher the mundane from the more worthwhile and enduring aspects of everyday life will help the participants relate their personal life experiences and address the complexities and challenges faced by them. CCSD has been designed to unlock the latent and dormant potentialities within an individual to effectively transcend his/her barriers and roadblocks to communicate within and externally, consciously and with lasting impact.

## **OBJECTIVE & COVERAGE**

The program aims to help Managers communicate authentically and ethically to diverse stakeholders, driven by a deeper purpose and understanding of oneself and others

- The program will be interactive, and experiential. The self-developmental aids will help the participants traverse the inner journey to unlock their potential
- Understand the joy of self-analysis through conscious communication and translate these to enhancing one's potential to, connect, convey and convince
- Appreciate and apply the value of ethics and self-awareness to develop authentic oral and written communication competencies
- Develop and fine tune conscious communication skills that help develop insights and capabilities on managing situations that are potentially stressful, unpleasant or unexpected

## **METHODOLOGY**

The workshop will combine theoretical constructs with practical applications. Case studies, simulations, role-plays and games will be utilized to enhance opportunities

for learning. Participants will also be encouraged to demonstrate skills of honest self - analysis and examination and develop skills on authentic and meaningful dialogues and interactions. Where relevant video formats will be used to understand, analyze, course- correct and fine tune one's communications skills. The focus will be on making developmental learning an ongoing process through conscious communication and self-development techniques for enriching one's personal and professional transactions and engagements

### **WHO MAY ATTEND**

The program is tailored to meet the needs of senior and middle level managers of Public and Private Sectors, Multinational Organizations and Government Departments. In particular, the program will benefit those who wish to improve, upgrade and unlock their latent strengths in all forms of managerial communications and transactional capabilities

### **FACULTY AND RESOURCE PERSONS**

IMI faculty members and eminent resource persons will share expertise and experience in the various sessions.

### **PROGRAM DIRECTOR**

**Prof. Vijay Vancheswar**, Program Director has over 30 years' corporate experience in diverse large multinational and Indian organizations such as, ABB, Dabhol Power Co., DLF and GMR Group. Before joining IMI he was working as Group Head and Vice President with the GMR Group, a leading Infrastructure Developer, both nationally and internationally, where he was responsible for the group's strategic communication programs across its diverse businesses and geographies, including strategizing, planning and management of a variety of corporate communication initiatives involving enhancing the group's reputation matrix, corporate identity, image and awareness building exercises, focusing on its external and internal stakeholder constituencies. In addition, was also a member of the senior executive team responsible for the group's leadership development and training initiatives.

During his corporate stint Prof. Vancheswar has been associated with top academic institutions including IMI, IIMC (Indian Institute of mass communications) as a visiting faculty in the areas of corporate communications, marketing services, branding and promotions, CSR and business ethics. He also regularly conducts programs on Communication Skills for senior professionals in the Judiciary at the National Judicial Academy, Bhopal. Prof. Vancheswar has contributed several articles on TQM, management and spirituality in leading business publications including Economic Times and has been a regular contributor to the 'Speaking Tree' column of Times of India. He has also reviewed several books. His areas of interest include General Management, CSR, Business ethics, TQM, Soft Skills including non-verbal and written communications, application of Spiritual Intelligence for improving organizational effectiveness and management training.

### **ADMINISTRATIVE DETAILS**

#### **Dates:**

**January 31<sup>st</sup> – February 1<sup>st</sup>, 2019**

**Venue:**

International Management Institute  
B-10, Qutub Institutional Area  
New Delhi 110016

**FEE**

**Non-residential:** Rs. 18,000/- per participant (plus @18% GST) covering professional fee, program kit and tea/lunch.

**Residential:** Rs. 25,000/- per participant (plus @ 18% GST) covering professional fee, program kit and boarding and lodging (air-conditioned single room) at IMI Campus, New Delhi from noon of **January 30<sup>th</sup>, 2019** till noon of **February 2<sup>nd</sup>, 2019**.

**Group Discounts**

- 10% discount on fee amount is available in case an organization nominates 2 or more participants to the program.
- 20% discount on fee amount is available in case an organization nominates 4 or more participants to the program.

Fee is payable in advance by way of local cheque/DD in favor of **"International Management Institute"** payable at New Delhi or through direct electronic fund transfer to IMI Bank Account, as per following details:

Allahabad Bank Account Number: 50084979288  
MICR Code: 110010007, IFSC Code: ALLA0211083  
Pan No. AAAT10972K; GST No. AAAT10972KIZJ

Please mention the program name while making payment through electronic fund transfer.

**REGISTRATION**

The registration form duly filled in along with the program fee should reach us at least 7 days before the commencement date of the program. In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed. However, substitute(s) may be permitted with prior intimation.

**CERTIFICATE OF PARTICIPATION**

A certificate of successful participation by International Management Institute (IMI) will be issued to each delegate at the culmination of the program.

**ABOUT IMI**

IMI International Management Institute Nestled in Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD Lausanne). IMI's flagship two-year Post-Graduate Diploma in Management (PGDM) program (launched in 1993) has Student Exchange programs with leading International Schools. These include ESC Rennes, France, Montpellier Business School, France, Frankfurt School of Finance and

Management, Germany, Grenoble Ecole de Management, France, Louvain School of Management, Belgium, Sichuan Academy of Social Sciences, China, KEDGE Business School, France, University of Guelph, Canada to name a few. Besides its regular PGDM program, IMI New Delhi runs a two-year PGDM program in Human Resource Management (PGDMHRM) launched in 2006, a two-year PGDM program in Banking and Financial Services (PGDM B&FS) launched in 2014, a 15-month Executive PGDM for mid-career executives (Executive PGDM) launched in 1984 and a Fellow Program in Management (FPM) launched in 2011.

In addition, IMI New Delhi also offers ITEC (Indian Technical and Economic Cooperation) Programs, as it is one of the few empanelled Institutes of the Ministry of External Affairs, Government of India. Under the aegis of MEA organised special Commonwealth Assistance Program, 15 international students are selected into the Executive PGDM Program. These ITEC programs are targeted at various developing countries from the Afro-Asian, South American and SAARC region. Another distinguishing feature of IMI Delhi is its strong Alumni network of over 5000+ professionals at senior management levels in leading corporate houses.

All IMI New Delhi's long term programs are approved by AICTE, Ministry of HRD, and Government of India. IMI New Delhi is internationally accredited by Association of MBAs (AMBA), UK. IMI's diverse and experienced resource pool of faculty resources having a rich combination of academic rigor and corporate exposure is one of the institute's distinct strengths. This vast and enriched pool has a special focus on delivering management education, training, research and consultancy. IMI contributes significantly to the growth and development of management as a discipline in India.

IMI conducts a large numbers of Management Development Programs (MDPs) every year, which include Open Programs, specially designed In-company programs and Online programs in different functional areas. These programs are aimed at capability building of senior-level and top-level managers and executives to help them in updating their concepts and enhancing leadership and managerial skills.

IMI's strength across diverse management disciplines, backed by an excellent team of faculty and the strong network with eminent organizations, helps deliver its commitment towards its vision of being a premier global management school.

***For registration/any other information, please contact:***

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