

**Management Development Program**  
on  
**“Emotional Intelligence for High Performance”**

**September 5-6, 2019**



**Program Director: Prof. Mamta Mohapatra**

**Professor of OB & HR  
&  
Head-MDP & Executive Education**



**International Management Institute  
New Delhi**

## **INTRODUCTION**

Effective leaders, executives and managers distinguish themselves by their ability to understand and manage their own emotions as also the emotions of other people with whom they interact. Researches in recent years have established that emotional maturity is a definite predictor of career success. Participants in this program will learn the concept of Emotional Intelligence, develop competencies and use Emotional Intelligence to stimulate outstanding performance.

The programme, aims at sensitizing participants to the need for acquiring and sharpening of such emotional competencies as are desirable for them to develop a high performance culture and enable the organizations gain and maintain sustained competitive advantage in the emerging global business scenario.

## **OBJECTIVES**

At the end of the programme the participants would be able to:

- Understand how emotions can influence thoughts, behavior, goals, decision-making, and work/personal relationships
- Build emotional resilience for high performance
- Recognize the importance and impact of Emotional Self-awareness, Emotional Self-control, Empathy and Influence on leadership capability
- Identify strategies for enhancing emotional intelligence
- Learn how to lead others more positively towards outstanding performance
- Learn how to develop emotional and social competencies in sustainable ways to achieve competitive excellence

## **DELIVERBLES**

- Introduction to emotional intelligence and its competencies
- Emotional intelligence framework
- Skills in emotional intelligence
- Verbal/Non-verbal communication skills
- Managing Self & tools to regulate emotions
- Gaining self- control
- Creating powerful impact through use of emotions
- EI competencies to enhance business practices

## **PEDAGOGY**

The pedagogy will be interactive and participative in nature. In addition to lecturets, a wide variety of especially designed exercises, instruments, games and syndicate discussion will be used to provide participants with insight into issues of major concern encountered by them in the organization and to generate such options as are necessary for effecting change in their mindset, their motivational drive as also in the style of their functioning.

## **WHO MAY ATTEND**

Senior and Middle Level Managers/Officers/Executives.

## **FACULTY AND RESOURCE PERSONS**

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

### **PROGRAM DIRECTOR**

#### **Prof. Mamta Mohapatra**

With Doctorate, Masters in Personnel Management & Industrial Relations, Law Degree from Utkal University and FDP from IIM, Ahmedabad, Dr. Mohapatra has over twenty years of experience in teaching, research and training activities in the areas of Human Resource Management, Industrial Relations and Organization Behavior. Currently, she is Professor in the OBHR area and Head MDP and Executive Education at International Management Institute, New Delhi.

Her prior assignments include Manager in Gregg's of Enfield, London, and Fellow, Institute for Integrated Learning in Management, New Delhi. She has been involved in training and consultancy activities with a number of public as well as private sector organizations including Bharti Telecom Ltd., Cyber Media India Ltd., Triune Projects Ltd., NTPC, Numaligarh Refinery, Pepsi Foods Ltd., DVVNL, Everest Industries Ltd., Delhi International Airport Pvt. Ltd., MMTC, NSPCL, EIL Tata Power, NHPC, Tata Communications, Vodafone, Dena Bank, Indian Overseas Bank, IFFCO, Allahabad Bank, Neyveli Lignite, Canara Bank, REC, IOCL, ONGC, IndusInd Bank amongst others.

She is a certified HR Competency Assessor. She has acquired expertise and training skills from Harvard Business School on Participant Centered Learning with special focus on teaching through case method. She has to her credit a number of published research articles in reputed journals and four books in the area of Performance Management, Leadership, Capability Building and General Management. She has presented papers and chaired sessions in national and international conferences and is reviewer of papers for national and international journals. She is Associate Editor of the International Journal-Global Business Review. In recognition of her contribution to the field she has received the Lokmat National Education Leadership Award as 'Best Professor in Human Resources' in Feb 2014, Bharat Vikash Award in 2016 and Best HR Faculty Award by NIPM in April 2018.

Her professional interests include Applied and Action Research in, Cross-cultural Management, Talent Management, Strategic Human Resource Management, Diversity Management, Organization Restructuring and Management of Change.

### **ADMINISTRATIVE DETAILS**

#### **Dates:**

**September 5- 6, 2019**

#### **Venue:**

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

#### **FEE**

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

**Residential:** Rs. 25,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and boarding/lodging (airconditioned single room) from noon of **September 4, 2019** till noon of **September 7, 2019** at IMI Campus.

### **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**

International Management Institute (IMI) is India's first corporate sponsored Business School founded in 1981 with the original campus in New Delhi. The corporate sponsors included RPG Enterprises (lead sponsor), ITC, Nestle, Tata Chemicals, British Oxygen, SAIL, and Williamson Magor. It was set up in collaboration with the then IMI Geneva, now IMD Lausanne. Subsequently two other campuses were set up in Kolkata (2010) and Bhubaneswar (2011). In the last several years, IMI New Delhi has been consistently ranked in the top 10-15 Business Schools in the country and among the top 5 private Business Schools. It is accredited by the UK based Association of MBAs (AMBA), one of the top three international accreditation bodies for Business Schools globally.

IMI New Delhi has global linkages with leading schools in Europe, North America, and Asia. The Institute currently offers the PGDM, PGDM-HRM, PGDM-Banking & Financial Services, Executive PGDM and FPM (doctoral program). In addition, it has built a vibrant Executive Education vertical offering training to management professionals from the corporate world. The Institute has been empaneled by the Government of India to train participants from developing countries under the International Technical & Economic Corporation (ITEC) program of the Ministry of External Affairs.

IMI New Delhi puts a strong focus on high quality research by its faculty leading to publications in international peer reviewed academic journals. Its faculty have PhDs from

top international and national universities/institutes, with many of them also having significant corporate experience.

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

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