

Indore Management Association

Presents

Module I - Evolution of Excellence

'The C Zone Performance' **Best Performance in Critical Times**

Saturday, April 23, 2011

“Even the most stressful situation turns into an opportunity to shine for you and your team.”

People aren't born to be high-performing capabilities; instead, they need to learn to develop the time-proven characteristics of under great leadership. Performing under pressure shows you how to acquire the characteristics, motivate your people and achieve remarkable results across your organization- particularly during times of change and stress. This quick-hitting, hands-on rulebook is chock-full of hard-won advice and action steps for keeping your cool under pressure and inspiring incredible performance from your team.

Issues to be covered in the practicum are:

Section I

- Performance Pressure and Human Behavior
- Understanding the Performance Zone- Drone Zone, Panic Zone and 'C' Zone

Section II

- What is 'C' Zone and how does it happen?
- Understand your Performance Zone Type
- Strengths and weaknesses of each performance zone

Section III

- Obstacles to 'C' Zone
- 4 'C's on the Route- commitment, confidence, control and courage

Section IV

- Attaining and Staying the 'C' Zone

Faculty for Workshop:

Amber S. Arondekar, the founder & mentor of Powertrain India Pvt. Ltd. Amber is a seasoned corporate trainer with over 16 years of corporate and academic experience. He has spent a decade in sales at various key positions with the world's most notable corporates' like British Petroleum, Monsanto Enterprises, Max New York Life Insurance & Reliance. People in training circles know him as a highly energetic & very effective personal coach to many successful sales stalwarts.

Time: 09.30 AM to 5.00 PM

Venue: Hotel Sarovar Portico

Treasure Island, Indore

Investment:

IMA Member

(Per Participant)

Rs 1800/-

Non-IMA Member

(Per Participant)

Rs 2200/-

Service Tax will be additional

For more details contact Mr. Rakesh Malviya - 9589613061

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