

LEADERSHIP AS PER SITUATION MAKING A DIFFERENCE



MADHUSUDAN DUTTA

Certified Leadership & Business Coach
Internationally Certified Master Trainer
Associate Fellow, AIM, Australia

Madhusudan with a delivery experience of over 25000 hours of training & coaching delivered more than 2000 training programs and trained for both Fortune 500 companies & other International & international Companies in the subcontinent bringing both Indian and Global perspective to these assignments. He has been motivating and enriching individuals and organizations, leading to measurable change in attitude, behavior and skills. He is helping them become better individuals personally and professionally aligned to organizational goals and achieves greater success in life.

Madhusudan as Management professional has 30 years of working experiences in Sales and Marketing Management, Telecom, Finance and in Talent Management, across diverse industries. His corporate experiences come from large Indian Companies and multi-nationals working at different levels rising from front line Sales person to Director Marketing. He has worked with companies like Johnson & Johnson, HCL Group, Kelvinator, Whirlpool, Kotak Mahindra Old Mutual L.I. Co. South Africa, Franklin Covey South Asia, Australian Institute of Management-Australia & others.

Numerous organizations of varying sizes have benefited from his expertise, including Cisco, Oracle, PepsiCo, Microsoft, Voltas, BOC (now Linde) India, Tata Tele Services, Hewitt, Nalco, Agilent Technologies, Tata Tea, Airtel, Vodafone, NTPC, Deutsche Bank, Star TV, IBM, TCS, Maruti Suzuki, Ericsson and Grameenphone, Robi Axiata, Unilever, Marico, Berger, HSBC, Bank Alfalah, BRAC Bank, Checkpoint Bangladesh, C & A Sourcing, Edison Group, ADN Telecom, BSRM Steel, Bayer CropScience, Summit Communications, Abul Khair Group, TVNL, Ibn Sina Hospitals, Beximco Pharmaceuticals, Dhaka Power Distribution Co. (DPDC) and many others reputed organization.

He has certification from:

- Franklin Covey USA- Master Trainer for The 7 Habits of Highly Effective People / Highly Effective Manager, & for other Leadership Programs
- Australian Institute Of Management, Perth Australia - People Management Skills.
- American Board of Neuro Linguistic Program USA -Certified NLP Practitioner.
- International Association of Professional Coaches, Counselors & Therapist -Certified Associate Leadership and Executive Coach (CCE - Internal Coach Federation)
- Philips Crosby International - Certificate on PQI, TQM
- Old Mutual Business School South Africa - Certification to conduct Train the Trainer programs
- Miller Heiman Group, Nevada, USA - Certified Facilitator on Conceptual & Strategic Selling.

Being in Learning & Development since past several years, he has groomed to become an eminent Facilitator, delivering programs in Coaching, Leadership, People Management Skills and in many other subjects in behavioral science and in soft Skills. Madhusudan has done B. Com (Hons.) from St. Xavier's College, Calcutta University and completed a Certificate Course in General Management from IIM, Calcutta. He lives in Gurgaon / Kolkata with his family.

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OVER VIEW

Situational Leadership is a very powerful model to **increase managers' effectiveness** that is used by 14 million people world-wide and by 70% of Fortune 500™ companies. It is an easy-to-understand model that can be an enormously **powerful tool** in day to day business. When correctly applied the process literally has the potential to **transform your business**.

This is a highly interactive workshop and utilizes case studies as well as DVD-based scenarios for skill practice.

OBJECTIVE

Situational Leadership Course is structured for participants to achieve three major objectives:

- **Increase** their understanding of how people can be influenced and Situational Leadership can be used to develop strategies for increasing productivity.
- **Develop** basic skills that will help them match their leadership styles to the needs of others.
- **Understanding** how effective leaders match their leadership style to the behavior of their people.

COURSE OUTLINE

Influencing the performance of others

- Defining leadership/influence; leadership style - self-perception; clarifying the real task

Leadership/influencing behaviors

- Defining leadership/influence styles; appreciating the differences between the styles; the Situational Leadership Model - matching the leader response

Leadership style

- The significance of your primary style; leadership style adaptability; feedback on your LEAD profile; the Leadership Style/Performance Readiness matrix

Coaching/developmental opportunities

- The development cycle; understanding performance regression; the regression cycle

Action planning

- Participants plan and discuss what they will do on return to work

WHO SHOULD PARTICIPATE?

Managers and Team Leaders