



**Inviting Participants for 2 day workshop on “Managing Change”  
As part of**

**Newly launched “Smart Manager Series”**

**Date:** 14<sup>th</sup> & 15<sup>th</sup> September, 2017 (Thursday & Friday) Time: 9.30 am to 5.30 pm

**Venue:** BMA Knowledge Enrichment Facility, 9, Podar House, A Road, Churchgate – 400020

**SMART MANAGER SERIES**

**Scope**

The Smart Manager Series of training programs launched by Bombay Management Association is aimed at providing a comprehensive training support to mid-level managers who are tomorrow’s leaders. The modules are specially designed with concepts from Harvard Business Review, McKinsey and other leading publications bringing to the table deeper insights and values.

**Option 1 is a basket of eight Modules of 2 days Option 2 is a set of 2 modules of 4 days each:**  
**each:-**

1. Mastering the Art of Communication
2. Managing Self for Success
3. People Leadership
4. Collaborative Teaming
5. The Next Level Leadership
6. Managing Change
7. Strategy & Execution
8. Decision Making Simplified

Module 1 (4 days) – ‘The Effective Manager’  
Module 2 (4 days) - ‘Leadership - Simplified for Managers’

This two set module has been designed to give a good exposure in one go to senior managers aspiring to become successful in their assignment and leadership pursuits.

**OPTION 1**

**MODULE NO.6 - MANAGING CHANGE**

**Aim**

People often mistake change as an event, when, in reality it is a process of transformation. Change truly is the disruptive element in a person’s life - personal or promotional. The program aims at helping participants to understand causes of change initiative failure and improvement of changes in a manner that makes the transformation smooth.

**Learning Objectives**

In this program, participants will learn:

1. To create a vision and communicate the vision - Empower others to act
2. To effect change through Persuasion by setting the stage for acceptance
3. To implement Radical Change in a Silent Way
4. To break through hurdles
5. To manage self and environment
6. To understand Why people find it difficult to change
7. To learn The Hard Side of Change Management - Using the DICE framework

**Pedagogy**

Interactive learning sessions with a mix of personal explorations, concept sessions as well as group activities.

## Who should attend?

All professionals who seek to become successful leaders in leading change smoothly and add more value to their organization.

## Facilitator



**Mr. Gopal Sehajpal Gopal** is an Associate Certified Coach (ACC) with the International Coach Federation (ICF) with more than 700 hours of coaching to his credit. In addition to this he is also a Certified Marshall Goldsmith Stakeholders Centered Coach. Gopal has spent many years providing unique cultural and leadership insights that help multinational clients achieve new levels of productivity and performance. Currently, Gopal has passion to transform business and industry leaders into highly effective corporate stewards. He found that when they work at their brain-level, and improve their thinking, they have always produced stupendous results. Gopal therefore finds that coaching approach derived from the neuroscience has the best application to realize his mission. He believes in contribution and commitment and coaches' leaders to enjoy these rather than considering it mundane and burden. Adherence to ICF competencies ensuring results-focused growth, neuroscience is his most trusted tool. Gopal has worked with ICF accredited, brain-based NeuroLeadership Group: as a Lead Trainer, Executive Coach and an Assessor and has assessed executives in high performance coaching skills most of the MNC and top Indian Companies like: Deutsche Bank, Bayer, Times of India, Engineers India, Life Insurance Corporation of India, to name a few. Gopal has effectively lead Coach Training and Performance Leadership Programs in South Asia. Gopal started his career with KODAK. During this entire tenure of work experience with KODAK, he had exposure to cross-functional responsibilities and was highly qualified for Profit Centre Management. Gopal also has a lot of international exposure. He was trained in the USA (Rochester, NY) Singapore, Bangkok & Dubai operations of Kodak.

## Registration Fees

Fee Structure: Rs. 10000/- Per Module (2Days) +18 % GST Tax

- a. Early Bird – 5% Discount
- b. 10% Discount for more than 1 participant
- c. 15% Discount for Members

Cheque / DD in favour of 'Bombay Management Association

## For more details, contact:

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**Note:** During each program, there would be an experience sharing by an eminent speaker from industry, public & Armed Forces who are experts in their respective fields.