

## Two-Day Training on

# “People- centric Leadership”

### Program Details

<b>Duration</b>	: 02 Day
<b>Date</b>	: 03 & 04 November 2017
<b>Time</b>	: 09.30am – 05.30pm
<b>Fees</b>	: BDT 12,000 (Excluding AIT & VAT)
<b>Last Date of Registration</b>	: 31 October 2017
<b>Venue</b>	: To Be Confirmed
<b>Discount Policy</b>	: 15% Discount for 3+ Participants

### Course Overview

#### Great leaders have many things in common.

Perhaps the most important is that they put their people first. But people-centered leadership extends beyond the leaders themselves. People-centered leaders care about both people and results—they know the only way to get results is through their people.

In this program, participants will explore the concepts and paradigm shifts leaders must consider in order to become truly people-centered. This is a highly interactive workshop and utilizes case studies as well as video-clips for skill practice.

### Key Learning Objectives

Participants will learn to:

The program 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

- Understanding Performance Readiness
- Influencing the Performance of Others
- Leadership/Influencing Behaviors
- Leadership Styles
- Secrets of People-centric Leadership
- Coaching/Developmental Opportunities
- Giving & Receiving Feedback
- Action planning

## Speaker's Profile



### Madhusudan Dutta

Associate Fellow Australian Institute of Management, Perth Australia  
Certified Leadership and Business Coach, Internationally Certified Master Trainer

### Profile at a Glance

Madhusudan with a delivery experience of over 20000 hours of Training & Coaching has been motivating and enriching individuals and organizations, leading to measurable change in attitude, behaviour and skills. He is helping them become better individuals personally and professionally aligned to organizational goals and help them achieve greater success in life.

### Educational & Professional Qualification

- B.Com (Hons) St. Xavier's College, Calcutta University.
- Certificate course in General Management (Marketing) - IIM(C).
- Associate Fellow of Australian Institute of Management WA, Perth Australia

### Professional Certifications

- Miler Heiman International, Nevada, USA - Certification on Sales Strategy & Leadership Development - (April, 2015)
- Australian Institute of Management WA, Perth, Australia - Leadership Development
- Franklin Covey, Salt Lake City, USA - Certified Master Facilitator
- Philips Crosby International - Certificate Course on PQI, TQM
- Old Mutual Business School South Africa - Certification to conduct Train the Trainer program
- American Board of Neuro Linguistic Programing - Certified NLP Practitioner

### Work Experiences

Has worked with a wide range of Leadership groups across diverse industries including Financial Services, Telecom, Channel Sales, FMCG & in Training & Education. He is a strategic business professional with over 30 years of experience and significant industry exposure served in various capacity and positions as Director, Head of Operations - National & Zonally, with different Multinational & National companies.

### Present Engagement:

Director - DRC Global Leadership Consulting. Representing Miler Heiman International (MHI Global) in India, Bangladesh, SriLanka, Maldives, Myanmar, Nepal & Bhutan

### Immediate Past Engagements:

Director Projects, Australian Institute of Management WA, Perth Australia. (Avteg India)  
Business Head & Master Facilitator, Franklin Covey, USA

### Coaching & Training Programs Done

Numerous organizations, National & Multinationals of varying sizes who have benefited from his expertise are Cisco, Oracle, IBM Global, PepsiCo, Microsoft, Voltas, BOC (now Linde India), Tata Tele Services, AON Hewitt, Nalco, Agilent Technologies, Tata Tea, Airtel, Vodafone, NTPC, Deutsche Bank, Star TV, IBM, TCS, Maruti Suzuki, Ericsson, Punj Lloyd, Bajaj Auto, Kotak Mahindra Life Insurance, Coal India Ltd. to name a few.

Also multiple Coaching & Leadership programs delivered in Bangladesh at Robi Axiata, Unilever, Marico, Berger, HSBC, Bank Alfalah, BRAC Bank, The City Bank, Checkpoint Bangladesh, C & A Sourcing, Edison Group, ADN Telecom, Abul Khair Group, TVNL, Ibn Sina Hospitals, Grameenphone, BSRM Steel, Dhaka Power Distribution BSHRM etc. and many other organizations at Bangladesh.

## Some Names of Programs Facilitated

As a Senior Facilitator & Master Trainer some of the Programs Delivered are:

- Remarkable Leadership
- Leading High Performance Team
- Manager as a Coach
- Emotional Intelligence.
- Leading the Speed of Trust
- Great Leader, Great People, Great Result
- Effective Business Presentation Skills
- Communication Skills
- Change Management
- Problem Solving & Creative Thinking
- The 7 Habits of Highly Effective Manager
- Train the Trainers
- Bridging the Execution Gap
- Writing Advantages
- Advanced Communication Skills
- Time and Stress Management and many other programs

## Contact Details

### Contact Person:

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