



<b>Program Code</b>	OMDP19H03
<b>Title Of the Program</b>	Interpersonal Skills
<b>Date of the Program</b>	July 19-20, 2019
<b>The Lead Faculty</b>	Dr. Senthil Kumar S
<b>Objective</b>	<p>The program is designed to train participants to</p> <ol style="list-style-type: none"> <li>a. Have heightened sense of self-awareness, personal biases</li> <li>b. Learn to trust others, especially when trust has been broken</li> <li>c. Develop plans that will help them to achieve their goals</li> <li>d. Evaluate their emotional strengths and identify areas for personal improvement</li> <li>e. Manage time and stress well</li> <li>f. Listen effectively, accurately interpret others' non-verbal message, synchronize verbal and non-verbal messages</li> <li>g. Use elements of persuasion to give an effective presentation</li> <li>h. Negotiate effectively</li> <li>i. Facilitate team for performance</li> <li>j. Empower self and others</li> </ol>
<b>Description/Content</b>	<p>Organizational realities demand certain level of behavioral and soft skills' maturity so that the human side of organizations is managed effectively. Interpersonal skills are extremely important for entry-level success, and lack of interpersonal skills may be the major reason highly qualified professionals are not promoted. Interpersonal skills help individuals initiate, build, and maintain relationships - in both personal and professional life.</p> <p>The program is designed to provide hands-on learning opportunity for the practicing managers to improve their interpersonal skills. Broadly this program is divided into four parts: intrapersonal effectiveness, interpersonal effectiveness, understanding and working in teams, and leading individuals and groups.</p>
<b>Target Group</b>	Junior and Middle Level Managers
<b>Takeaways</b>	Developing skills to influence others positively
<b>Pedagogy (tools and techniques etc.)</b>	Management Games, Questionnaires, Simulation, Group Discussion, Video based learning and Lectures
<b>Program Fees</b>	<ul style="list-style-type: none"> <li>• Rs. 8000/ +18% GST for Non-Residential Option</li> <li>• Rs. 10500/ + 18% GST for Residential (Twin sharing) option</li> <li>• Rs. 12500/ + 18% GST for Residential (Single occupancy) option</li> </ul>
<b>Last date for depositing fees</b>	Monday, June 10 <sup>th</sup> , 2019



<b>Mode of Payments</b>	Bank Details:	
	BENEFICIARY BANK	YES BANK LTD
	BENEFICIARY NAME:	<b>INSTITUTE OF MANAGEMENT TECHNOLOGY, NAGPUR</b>
	ACCOUNT TYPE:	SAVINGS BANK ACCOUNT
	ACCOUNT NO:	002894600000221
	IFS CODE:	YESB0000028
	BRANCH	VIP ROAD, CIVIL LINES, NAGPUR - 440001 INDIA
	SWIFT CODE	YESBINBB
<b>Inclusions</b>	<ul style="list-style-type: none"><li>• <b>For Non-Residential</b> : Academic Fees + Program Kit + Breakfast + Lunch</li><li>• <b>For Residential (Twin Sharing)</b>: Academic Fees + Program Kit + Accommodation (twin sharing) + All Meals + To and Fro transport from a pick up point in Nagpur</li><li>• <b>For Residential (Single Occupancy)</b>: Academic Fees + Program Kit + Accommodation (single occupancy) + All Meals + To and Fro transport from a pick up point in Nagpur</li></ul>	
<b>Contact Details</b>	<ul style="list-style-type: none"><li>• <b>Shubhangi Juneja (MDP Coordinator)</b></li><li>• <b>Connect on +91-7447777558</b></li><li>• <b>Write us - mdp@imtnag.ac.in</b></li></ul>	

Early Birds @ 10%: If booked 20 days in advance from the start date of the particular program

Group booking @ 10%: If booking is done for 3 and more persons from the same company