



AND

JAIN UNIVERSITY, CMS BUSINESS SCHOOL

Jointly present a 1-day workshop on

Delivering Results – with Leadership & Team Building

Workshop Facilitator -

Mr Sharu Rangnekar,

Management Educator, Management Guru

August 3, 2012

Venue: JAIN UNIVERSITY,

School of Graduate Studies,

34, 1st cross, JC Road, Next to Bangalore Stock Exchange, Bangalore- 27

www.jainuniversity.ac.in / mdp@jainuniversity.ac.in

Abstract:

DELIVERING RESULTS: with Leadership and Team Building – Successful managers use three senses to deliver results. **Sense of Mission** – even when the organization was facing a calamity. Somebody said calamity and opportunity are two sides of the same coin. If you say, “Don’t worry, I am going to save the unit”, people consider you as a messiah. They want to believe in somebody. In a well-running organization, everybody wants something from the organization. It is difficult to satisfy everybody. You would find people are ready to do something for the organization. Then you can create the Sense of Mission.

Sense of Action – people moving about. Progress is difficult – change is easier. Some action in some direction is always possible. Whether the action leads to something very much better – only time will tell. We do not know in advance. So one of the important things to do is to create action.

Sense of Loyalty – is a very strong force. Whatever may be the situation, the force is still applicable. When you work in an organization, you want people around to be loyal. Not only the subordinates, but also the colleagues – and even the boss. Wherever people are loyal, you feel you belong there. This is an atmosphere which has to be created. It is not very easy to create – it is not impossible either.

Managers can keep on raising the objectives and avoid giving the feeling that we achieved everything. The worst thing that can happen to an organization is the feeling: “We have reached.” Reaching is not the goal. It is the proceeding – that is more important. To manage for results, the manager gives people a feeling that they are constantly on the way to something higher and bigger.

These are some of the tips from Professor’s Sharu Rangnekar’s wisdom. Prof Rangnekar is known for mixing humor, examples from daily life, to drive home philosophy of management that works in varied environments and delivers results.

Objectives

This workshop aims to equip managers with tools and right thinking to deliver results in ever-changing, dynamic business world.

This workshop is very practical and uses a mix of Discussions, Group/Role Plays, Audio-Visual Case Studies, Panel discussions, to create experiential learning on how to deliver results in your specific organisational situation.

Delegate Profile:

The program would benefit all levels of management professionals across sectors. The workshop would use groups of managers from varied backgrounds, so that groups can leverage experience available among participants to analyze situations and think of strategies to drive results.

Workshop Faculty - Mr Sharu Rangnekar, Management Educator



Mr. Sharu S. Rangnekar is a Chemical Engineer from Bombay with a Master of Business Administration degree from the U.S.A. He carried out research work in Mathematical Economics at the Carnegie-Mellon University, Pittsburgh, U.S.A. He had management training with Imperial Chemical Industries, UK and computer training with IBM and Union Carbide Corporation, U.S.A.

He started his management career in 1951 as a Consultant in Ibcon and subsequently worked in several multinationals till he took early retirement from Searle (India) as the Managing Director at the end of 1978. He taught as Visiting Faculty at Tata Institute of Social Sciences and Management Institutes attached to Bombay University from 1979 to 1986.

He has been a popular lecturer and writer on management topics. His books: "In the Wonderland of Indian Manager" and "In the World of Corporate Managers" have become management classics.

His lectures on management topics have been issued in audio-CD. He has featured in several management development video-CDs. He has participated as a faculty in nearly 5000 management development programmes in India and abroad since 1966.

His website www.sharurangnekar.com gives details of his programmes, books and training material.

Agenda: August 3, 2012

9:00 – 9:30 am	Registration
9:30 am – 10 am	Inaugural Session, Keynote Speaker Prof. S L Rao
10 am – 11 am	Concept of Leadership & Team Building, by Sharu Rangnekar
11 am – 11:15 am	Tea
11:15 am – 1:00 noon	Case Study of Tata Nano Strategy and Solution Discussions, Presentation by 2 groups, Led by Mr Sharu Rangnekar
1:00 pm – 2:00 pm	LUNCH
2:00 pm – 3:30 pm	Panel Discussion on Strategies to Deliver Results Panel Chair – Mr K Jairaj , Former Additional Chief Secretary, Government of Karnataka & Past President AIMA Panelists – Mr Shekhar Vishwanathan , Dy MD -Toyota Kirloskar Motors, Dr M N Kulkarni - HR & Leadership Consultant, Mrs Mythili Krishnamurthy , GM Canara Bank Staff Training College
3:30 pm – 4:00 pm	TEA
4:00 pm – 5:30 pm	Summary and Plan of Action
5:30 pm	Thanks and Close

Fee & Registration:

A fee of Rs 2000/- per participant for Corporate Delegates (Rs 1500/- per head BMA members, Academicians and individual delegates), is to be paid by a cheque drawn in favour of "**Bangalore Management Association**" to cover the costs, along with attached registration form. A 15% discount would be offered if 3 or more participants registering from the same organization. Registration can be made by phone/fax/email but will be confirmed upon receipt of participation fee.

Jain University

Jain University is promoted by the Jain University Trust, managed by the JGI group, under the visionary leader, Dr. R. Chenraj Jain., President, Jain University, headquartered at Bangalore, India. Jain University brings in thought leadership with a blend of academic rigor and a hands-on applicability to real-world issues, with 60 innovative programmes at the Undergraduate, Postgraduate and Research levels, with nearly 30000 students with more than 3000 staff engagement.

Bangalore Management Association

The Bangalore Management Association (BMA) is a pioneer of the management movement in India. Established in 1953, it was launched as a professional body to study and promote scientific management. As an independent, nonprofit institution, BMA provides a wide range of services aimed at enhancing managerial effectiveness. These include promotion and development of sound management practices suiting Indian conditions and to stimulate management thinking leading to excellence. The objectives of BMA are achieved through organizing seminars, workshops, conferences, training programmes, lectures, discussion meetings and research projects.

Workshop Organizing Committee

- Prof. N.V. H. Krishnan, Registrar, Jain University, India
- Prof. Dinesh Nilkant, Head, CMS Business School , Jain University, India
- Dr. MM Bagali, PhD, Professor of Management and HR, Jain University, India
- Renu Rajani, Treasurer, Chairperson- Management Development Programs, BMA
- Ms Archana Singh, Chairperson, Leadership Development Sub-Committee, BMA

Patrons

- Dr. R. Chenraj Jain, President, Jain University, India
- Dr. N Sundararajan, Vice Chancellor, Jain University, India
- Dr. Sandeep Shastri, Pro- Vice Chancellor, Jain University, India

BMA Office Bearers

Dr Manje Gowda (President),

MN Krishnamurthy (Sr VP),

S Prabhudev Aradhya (Secretary),

Veeranna Gowda (Immediate Past President),

V Chockalingham (VP),

Mrs Renu L Rajani (Treasurer)

Bangalore Management Association

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Delegate Registration Form

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August 3, 2012

Our Institution/ Organisation would be represented by following (Add additional sheet, in case of larger nominations):

Name & Designation	Contact – Phone, Email
1.	
2.	
3.	
4.	

Delegate Fee:

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- A 15% discount would be offered if 3 or more participants registering from the same organization.

Our DD/Cheque No. dated for Rs..... Drawn in favour of Bangalore Management Association, payable at Bangalore is enclosed.

Name.....Designation.....

Institute/Company

Address

Phone Fax

Email

Prior registration & payment of delegate fee on or before the workshop date is necessary. Delegate fee is not refundable, but change in nomination(s) is acceptable

Please mail/fax/email your nominations to:

Bangalore Management Association

B-207 Blue Cross Chambers

11 Infantry Road Cross, Bangalore 560001

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