COACH TO LEAD

Background and Introduction

In recent years, coaching has evolved as the most effective intervention to bring about a transformation in a professional. It is different from Advising, Consulting and Mentoring. A coaching style of leadership enables the professional to identify the root causes / limiting beliefs that act as barrier in achieving his/her goal. Self-awareness journey is at the core of Coaching intervention. Research shows that 81% of well coached leaders have shown improved business management skills. Proposed programme is an endeavor to provide orientation on Coach to Lead.

Content

- What is Coaching and NOT Coaching
- Why Coaching and Benefits of Coaching
- Role of a Coach: Self-awareness, Feelings, Thoughts, Emotions and Actions
- Facing Rejection, Stress, Fear, Work-Life Balance at workplace
- Lead to Change: Overcoming immunity to change

Who is Eligible

Any experienced professional, in any field/area/sector, aspiring to excel is eligible to apply.

Benefits of the Programme

Programme should energize to believe on self, update with some strategies to manage change and get knowledge on how to coach to utilize opportunity to explore hidden attitudinal/ behavioural potential to move towards achieving excellence in respective field to lead.
**Pedagogy:** Sessions will have mix of Case Studies, Exercises, Experiential Learning, Role Playing and Behavioural Mentoring.

**Duration:** Programme is of 2 days and will be coordinated through Continuing Education and Quality Improvement Programme (CE & QIP) of IITB by Prof. S. Bhargava of the SJMSOM during April 28-29, 2018

**Programme Fee:** Programme fee is INR 29500 (Twenty-nine thousand and five hundred) inclusive of GST. Each participant is required to pay the total fee online using following details:

Name of Account: Registrar, Indian Institute of Technology, Bombay (Draft, payable at Mumbai, can be prepared on this name, if online payment is difficult)
Name of the Bank: State Bank of India
Current Account No.: 10725729128
IFSC Code: SBIN0001109
Bank Code No./ MICR code:400002034
Branch: IIT Powai; City: Mumbai

Fee includes course material, lunch and tea.

**Faculty:** Professor S. Bhargava (Ph. D.) is Professor & Head at the SJMSOM, IITB, His teaching, research, training and consulting area are in the field of Organizational Behaviour, HRM and Entrepreneurship. He is recipient of many awards, has published extensively and guided large number of students.

Mr. Kiran Shesh, Chief Executive Officer, IWREA, has rich practical experience of the field and will be associated as the core resource person of the programme.

**Contact**

Prof. S. Bhargava
Coordinator: **COACH TO LEAD**
Shailesh J. Mehta School of Management,
IIT Bombay Powai, Mumbai, 400 076
Visit: [www.som.iitb.ac.in/sdp](http://www.som.iitb.ac.in/sdp) Dial: (022) 2576 7781/7897
Email: sdp@som.iitb.ac.in/bhargava@iitb.ac.in
REGISTRATION FORM
COACH TO LEAD

Participant’s Details

Name: ____________________________________________________________________
Address: ___________________________________________________________________
_____________________________________________________ PIN _________________
Phone (Office)___________________(Res.)__________________ (Mobile)______________
Fax: _____________________________E-Mail: ___________________________________

Academic Details (please attach photocopy of the last qualifying degree)

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Work Experience Summary

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Registration Details

DD No.: ___________________ Drawn on: _________________________
Dated: ________________ Amount: Rs _________________________

The draft should be drawn in favour of “Registrar, IIT Bombay – CEP Account”.

I hereby declare that the information provided above is true & correct. I promise to abide by the norms and rules of the programme.

Date: ________________ Signature of the applicant: ________________