

Management Development Programme on

# SEED

**SELF-AWARENESS  
EFFECTIVENESS  
EFFICIENCY &  
DECISIVENESS**

22ND-23RD JULY, 2023



## ABOUT FACULTY OF MANAGEMENT STUDIES (FMS)

Faculty of Management Studies (FMS), Marwadi University offers Master's Degree in Business Administration, Bachelor's Degree in Business Administration, Commerce and Economics to the future leaders of the Nation. FMS promotes academic and professional excellence in the field of management through a 360-degree teaching-learning approach. To expand the students' professional knowledge in the domain of management, FMS frequently organises events at National and International Levels.

## ABOUT THE MANAGEMENT DEVELOPMENT PROGRAMME (MDP)

FMS places significant thrust on harnessing the potential of people within organisations as a key differentiator for sustainable growth. The current MDP aims at developing the necessary qualities in the participant to be successful in one's professional life. The MDP, "SEED (Selfawareness; Effectiveness; Efficiency and Decisiveness)" is designed to enhance the individual performances of managers towards their professional success by bringing in behavioural modification. The MDP focuses on helping managers become aware of their behavioural profiles, thereby helping them choose the situations where they can capitalize on their strengths. The MDP is also intended to assist the participants identify their decision-making styles, biases and strategies to overcome these decision-making biases. In addition to the above, this MDP will also help managers to get their teams work more closely together and get more done.

## ANDRAGOGY

Participatory learning techniques which could include brainstorming, case studies, experiential exercises, self-assessment, role plays and others.

## THE MDP WILL BENEFIT

- Professional
- General Managers
- Directors
- Project Managers

## OBJECTIVES OF THE MDP

- To make participants aware about their strengths and weaknesses through personality profiling
- To guide the participants in making appropriate and responsible decisions
- To help participants master interpersonal communication skills
- To train the participants on team building and interpersonal relations.

## CONTENT

- Psychometric Profiling
- Transactional Analysis
- Team Building using GRPI
- Decision-Making Styles
- Hidden Traps in Decision Making

## TESTIMONIALS - MANAGEMENT DEVELOPMENT PROGRAMME IN MAY 2023



Thank you for organising the two-day training session so perfectly and professionally. I appreciate the hard work and dedication in planning and executing the training, which was insightful, informative, and engaging. The commitment to excellence is inspiring, and I feel fortunate to have been a part of this training.

### MR KETAN SHAH

Chandarana Intermediaries Brokers Pvt. Ltd.



Thank you Dr Bhumika & team for this two-day training session for learning how to be better in your professional and personal life.

### MR NEERAJ TIWARI

Pixon Energy



Participating in this MDP has been an incredibly valuable experience for me. I have gained a wealth of knowledge and skills that I can apply to my personal and professional life. I would like to express my sincere gratitude to the organisation and faculty for providing me with this opportunity. I look forward to future collaborations and engaging in similar activities.

### MR SUNIL BORICHA

Marwadi Shares and Finance Limited

## RESOURCE PERSONS

- **Dr Bhumika Achhnani (BSc, MBA-HRM, UGC-NET, PhD, Certified Psychometric Test Professional)** has an experience of 15 years in corporate, academics, research and training. She has conducted 30+ student development programmes, multiple teachers training and programmes, parents' workshops, and corporate training. She is an active researcher with three Best Research Paper Awards. She has presented 25+ research papers in national and international conferences and has published 20+ papers in National and International Journals. She has a keen interest in studying and developing human behavioural through training and workshops. She has been involved in training programmes and workshops since 2013. She is currently associated with Faculty of Management Studies, Marwadi University as a Professor of Human Resources.
- **Dr Vaishali Jain (MA-Psychology, MBA-Finance, UGC-NET, PhD)** has an experience of 13 years in academics, research, and training. She has conducted 15+ workshops and training programmes for High School students, teachers, parents, and corporates. She has to her credit five Best Research Paper Awards, 25+ research papers in national and international conferences and 20+ research publications in National and International Journals. She has been involved in training programmes and workshops since 2004. She is currently associated with Faculty of Management Studies, Marwadi University as Associate Professor of Finance.



## FOR REGISTRATION SCAN THE QR:

**RS. 3000/-**

REGISTRATION FEES

Fees include a Registration Kit, Tea, Snacks & Lunch on both days.

**A/C NAME** : Marwadi University - Faculty of Management Studies

**BANK NAME** : Bank of India

**A/C NO.** : 313220110000080

**IFSC CODE** : BKID0003132

**BRANCH** : MEF Campus Branch, Rajkot

*Venue*

**Seminar Hall, Tagore Building,  
Marwadi University**

*Time*

**9:30 AM TO 5:30 PM**

SCAN TO REGISTER



- All the registered participants will be given a Certificate of Participation.
- For outstation participants, accommodation within the campus will be provided on request at nominal charges.

### PATRON

**PROF.(DR) SANDEEP SANCHETI**  
PROVOST (VICE- CHANCELLOR)  
MARWADI UNIVERSITY

### CHAIRPERSON

**PROF.(DR) SUNIL JAKHORIA**  
DEAN,  
FACULTY OF MANAGEMENT STUDIES

### CONVENER

**PROF.(DR) BHUMIKA ACHHNANI**  
PROFESSOR,  
FACULTY OF MANAGEMENT STUDIES

### FOR QUERIES

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