



ONLINE PROGRAMME ON EMOTIONAL INTELLIGENCE FOR ENTREPRENEURIAL SUCCESS

07-08 SEPTEMBER-2020

FOR REGISTRATION PLEASE LOG ON :

www.niesbud.nic.in

(Forthcoming Programmes)

Fee: Rs 2950/- (including GST)

**Dr. Poonam Sinha
Director(EE)-NIESBUD
Programme Director**

FOR FURTHER DETAILS , PLEASE CONTACT:

**Ms. Rekha Bharadwaj
Programme Coordinator
Mob: 9810525583,
Email:rekha.b@niesbud.gov.in**

**Mr.Sunil Taneja,
Programme Officer & Administrative Officer
Mob. No.9871675533
E-mail Id:suniltaneja@niesbud.gov.in,**

Emotional Intelligence for Entrepreneurial success Catalyst for Riding the wave of uncertainty undefeated!

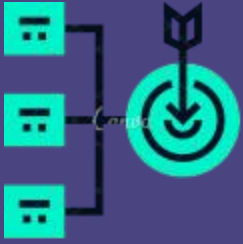
Entrepreneurs play an important role in developing and contributing to the economy of a nation. It is all the more so in the developing world where there are ample opportunities for innovations to exploit the available resources and initiate entrepreneurial ventures.

Often, an entrepreneur has to go through challenging times because of ups and downs in business. But the pandemic – Covid 19, has created unprecedented challenges! Coping, rising above these challenges and continuing to ride the wave of success is what an Entrepreneur and infact all people deeply desire. To do so, the entrepreneur has to have an invincible spirit. They have to be resilient, adaptive, stay motivated, maintain and develop unwavering empathy for customers, colleagues as they struggle multiple responsibilities and also have empathy for oneself.

How to develop this invincible, resilient and empathetic spirit? It is through developing their Emotional Intelligence - the ability to identify and regulate one's emotions, stay motivated, understand and effectively deal with the emotions in others.

NIESBUD has designed this course to facilitate entrepreneurs to understand, develop, and leverage EI in their enterprise. It highlights methods that are used to create positive and productive worksite conditions and support individual employee success and stay ahead in business, irrespective of circumstances.





KEY OBJECTIVES & METHODOLOGY

To understand the overriding impact of emotional intelligence on business performance particularly in the context of entrepreneurial ventures

To identify subjectively EI factors for every participant

To enhance the ability to express, and regulate negative emotions functionally and Stay Focused on Goals

To sharpen skills to develop healthy Interpersonal relationships



METHODOLOGY

The workshop will be **online**.

The programme methodology consists of lecture, discussions, exercises, case studies and assignments, psychometric instruments and self-learning sessions.



COURSE CONTENTS



Relevance and Importance of Emotional Intelligence for succeeding
Five Dimensions of the Emotional Intelligence Model

- Becoming Self-Aware
- Self-Management/Regulating Your Emotions
- Self-Motivation (M)
- Empathy (E)
- Social Skills (SS)
- Emotional Intelligence and optimism Self-Assessment Activity

COURSE OUTCOME



At the conclusion of the course, it is expected that participants would be able to:

- Understand the importance of Emotional intelligence for succeeding in Entrepreneurial ventures
- Identify key theoretical aspects and practical applications of Emotional intelligence abilities and competencies as they relate to participants workplace.
- Recognize and leverage own Emotional intelligence abilities in the workplace for Entrepreneurial, professional success and as a potential organizational leader.
- Create an actionable plan to increase Emotional intelligence

TARGET AUDIENCE

Aspiring/Budding/ Existing Entrepreneurs, EDP/ Corporate/ Motivational Trainers, Executives/Bankers .



SESSION PLAN

DAY 1

10.30 AM – 10.40 – Programme Inauguration-
Dr. Poonam Sinha-Director(EE)-NIESBUD



Session 1: 10.45 to 12.30 PM

Session Title - Impact of Emotional Intelligence on Business Performance

Prof. Dr. Abhishek Kumar-Professor and Director Training-Anant National University

Session Objective – To understand the overriding impact of emotional intelligence on business performance particularly in the context of entrepreneurial ventures

Session Content

- Introduction to duality (task-people, reason-emotion) in decision making
- Examples of successful start-ups and large organizations that have focused on developing emotional intelligence among its managers and employees
- Discussion of the results of psychometric instrument – managerial grid
- Elicitation of first-response to great leaders

Session 2: 12.45 – 13.30

Session Title – Emotional Intelligence (EI)

Prof. Dr. Abhishek Kumar-Professor and Director Training-Anant National University

Session Content

- Introduction to Emotional Intelligence and its 5 key elements
- How emotions towards oneself, team members and the organization can be leveraged to inspire, innovate and transform individual and group potential – Case Study Analysis
- Categorization of responses and arriving at key Emotional intelligence factors to create an actionable plan for every participating member

Session 3: 14.30 hrs - 16.00 hrs

Session Title – Developing a Resilient Self

Ms. Rekha Bharadwaj-Senior Advisor-NIESBUD

- **Session Objectives** –
 - To understand the impact of Emotions on performance
 - To enhance regulation of Emotions to make them work functionally for self
 - To enhance the skill of Living with hope and developing a resilient self



SESSION PLAN DAY 2

Session1: 11.00 hrs -13.00 hrs.

Session Title – staying motivated

Session objective: strengthening achievement syndrome for staying motivated

Ms.Ritasengupta- EX - Director NIESBUD and Consultant

Session 2 : 14.00 hrs to 16.00 hrs

Session Title – Social skills an important pillar for business excellence

Dr. N.P, Singh- President-ASEED

Session Objective:To enhance skills needed to handle and influence other people's emotions effectively.

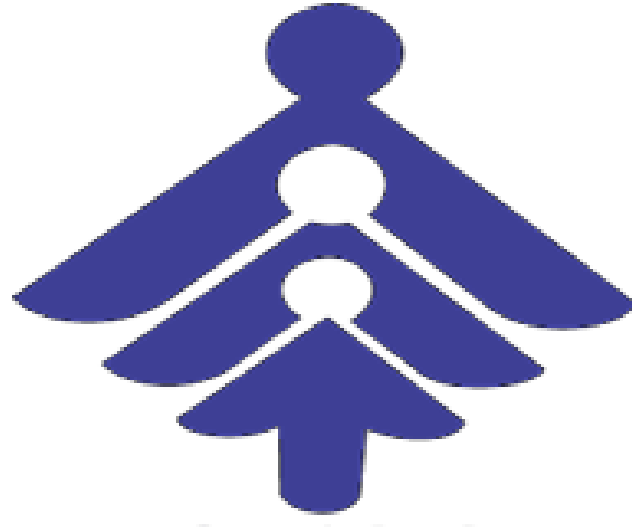
Session Content

- ○ **Persuasion and Influencing Skills. Communication Skills.**
- ○ **Conflict Management Skills**
- ○ **Building Bonds**

Session 3 : 16.00 hrs to 16.30 hrs

Session Title – Valediction

Session Objective: To know participant's experience and closing remarks



उद्यमी लभते सिद्धिम्
niesbud

