

Cambridge Judge Business School  
Executive Education

5-6 October 2018, Mumbai, India

## TRANSFORMATIONAL LEADERSHIP

Grounded in rigorous, cutting-edge research, this programme aims to provide you with the knowledge required to get the full potential out of your employees.



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### Programme summary

In times of financial crisis, rapidly changing business contexts, and globalised work, managers depend more than ever on their subordinates to get results.

However, tapping in to the full potential of employees may require leadership and people management skills that stretch beyond ordinary managerial competences.

In this rigorous two-day programme, we ask how can managers lead employees for maximal commitment and motivation centre-stage.

We address challenges such as:

- Can you motivate your employees without using formal authority?
- Can you flexibly adapt your leadership style to meet the needs of your employees?
- Can you handle the 'difficult' colleagues in your organisation and get what you want without alienating them?
- Can you effectively promote change in your organisation, and breach resistance to change?
- Can you persuade your peers and get their buy-in to a new business idea they might find little appealing?

### Who is this programme for?

- Executives responsible for managing or developing employees, to improve performance and organisational effectiveness
- Managers who wish to learn more about motivation and people management
- Organisations and individuals who wish to develop leadership qualities during times of organisational change
- Executives wishing to develop their leadership styles

This programme is being delivered in collaboration with the Bombay Chamber of Commerce & Industry and Think Education.



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### Dates and fees

5-6 October 2018

The programme fee is INR 1,50,000 + GST. Fee includes instruction, materials, lunches and refreshments.

This programme will take place at the Vivanta by Taj - President, Mumbai, India.

### Coverage of topics:

- Inspirational leadership and result-oriented management: striking the balance
- Developing flexible leadership styles to meet the needs of employees
- Motivating employees beyond monetary incentives
- Creating engaging and stimulating work, work contexts and working relationships
- Breaching resistance to change
- Persuading and influencing for results

### Faculty

**Dr Andreas Richter**

University Lecturer in Human Resources & Organisations  
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