



INSTITUTE FOR
GENERATIVE LEADERSHIP
The Power of the Possible

LIVE ONLINE PROGRAMS ON

THE STRATEGY CONVERSATION

Revealing Common Strategy
Blind Spots of Leaders

PROGRAM COMMENCING ON
7TH June 2022

THE POWER CONVERSATION

Expanding Your Capacity to
Act and Generate Outcomes

PROGRAM COMMENCING ON
8TH June 2022

INTRODUCTION

Leadership is about having the right conversations. It takes wisdom and skill to know what the 'right' conversation is. A lot of the leaders, even today, have a limited understanding of the word 'conversation', and for them – **there is not much beyond speaking and listening in a conversation.**

The claim we make is: All your results (organization, team and individual) are a function of your conversations – **the ones that you have had, and not had.**

When you fully understand this above claim, then you will see the need for two critical Leadership Conversations – **these conversations will dramatically impact your (your employees) results.**



WHY THIS PROGRAM: ILLUMINATING THE BLIND SPOT

The **STRATEGY CONVERSATION**

Leaders and managers in organizations are regularly engaged in strategy conversations. Yet, if you asked any one of them, "What is strategy?" chances are you will get blank faces. A leader in a global IT organization once shared with us, after she went through one of our strategy conversations, ***"I have been in so many strategy meetings, however, I have never had the kind of perspective you have invited me to this time. Damn! I wish I had known all of this 20 years ago."***

The **POWER CONVERSATION**

Most leaders presume that power is a function of the title and involves using inducement (carrots) and threats (sticks). What leaders do not, often, fully get is that power is the capacity of a leader to act and generate outcomes. There are distinct and powerful "power" conversations that the leader needs to engage in, and when that happens, the leader is able to affect the behavior of others and generate outcomes that the leader wants. These are simple, yet profoundly powerful conversations.



YOUR LEARNING OUTCOMES

At the end of this 10-week program, you will :

The Strategy Conversation

- Become aware of your blind spots in the domain of the Strategy Conversation (we ALL have blind spots – to choose to remain blind is a choice we make);
- Know your current strategy, and will be able to determine whether or not this strategy even works for you;
- Design a new strategy in domains of your personal life, for your teams and for your organization (if you have the authority to do so);
- Make new plans, those that work for you;
- Execute these new plans;
- Design new games and the rule of these games.

The Power Conversation

- Become aware of your blind spots in the domain of the Power and Politics Conversation (we ALL have blind spots – to choose to remain blind is a choice we make);
- Realize that your power is a function of your identity in the eyes of others.
- Make bigger promises so that you can shift your identity;
- Start to build the skill of making powerful requests;
- Start to take responsibility for how others listen to you, and commit to shifting that listening.
- Understand where you are in the Responsibility-Power Matrix in each conversation, each result and each relationship.



PROGRAM SCHEDULE

- This is a Certified Program
- 100+ Hours of Learning
- 15 hours of learning through LIVE interactive sessions in each program.
- LIVE session's recordings will be available on our learning platform.
- Learn from participants from different parts of the world through learning teams.

Number of Weeks:

10 Weeks
(1 Session per week of 90 minutes)

Session Timing:

07:30 pm IST
10:00 pm Singapore Time
10:00 am Eastern Time
03:00 pm GMT

INDICATIVE CONTENT

Each of the 10 sessions of the program will be power-packed. Each session will show you some new blind spots and introduce you to new leadership practices. Here is the indicative content :

The Strategy Conversation

The Anatomy of Action and the Power of Conversations

Anatomy of action, a powerful structure revealed by Bob Dunham, founder of the Institute for Generative Leadership. In this session, we will look at the Power of Conversations, and how leadership is about having the “right” conversations.

The 6 critical strategy lessons we can learn from Google Maps

Google Maps reveals a fundamental structure of getting to your destination. However, there are many nuances which most leaders are blind to.

Creating a powerful future

You can create a powerful future for your organization, your team, and for yourself too. In this session, we will learn what it takes to create a future that works for you.

Where exactly are you right now?

Till you do not get, in reality, where you are right now, there is no way you can design a path to your new, powerful future. This is a session that helps you put a pin on where you are in this moment in time. This then helps to draw the map to your future.

Designing your Strategy

Between where you are and where you need to be, there are some fundamental strategic assessments that we need to make. This is perhaps the most important, and yet the most missing skill, in leaders.

Designing the Path

Another common blindspot of leaders. We will answer the question – “what is a plan?”; “what does it take to pivot?”; and “what really goes in a plan?”

Building the skill of effective execution of the plan

A plan is a series of promises. Making the plan takes a particular kind of skill, however, executing it – altogether another one.

Being centered

Breakdowns will happen and are a part of the journey – how you navigate breakdowns, and center yourself will determine whether or not you achieve your future.

Designing new games

Imagine life as a game. What does it take to design new games; new futures; getting others involved in your games; designing the rules of the game, and so forth.

The journey continues

This will be the first step for the rest of your life. You will be glad you took this journey with us. It will reveal to you what you did not know that you did not, i.e., blindness. New awareness will give you powerful new choices for action and results.

The Power Conversation

Setting Context of The Power Conversation | What drives people?

In this session, we will also look at the Power of Conversations, and how leadership is about having the “right” conversations. We will also see how the automatic assessments people make drive their actions and outcomes.

The Observers We Are

Each one of us, as human beings, are unique observers. At the Institute for Generative Leadership, we speak about S – E – L – P – H (Pronounced SELF). We look at the power of each of these elements in the Observer Conversation.

Your Identity | The Listening Conversation

Your identity is a function of how people listen to you. Often, it is not only “what” is stated, it is also “who” has stated. In the eyes of people who matter to you, your identity matters.

Distinguishing Power and Politics | Busting Myths

There is a lot of misunderstanding in these words. People assess the words ‘power’ and ‘politics’ negatively in organizations. These are powerful conversations – always going on beneath the surface of what is available to you. Understanding these conversations will give you a kind of access that you would have never had before.

The Power of Promises

You align and coordinate with others by making and receiving trustworthy promises. One way to expand your power is to make bigger promises– those that matter to your organization.

A Generative Speech Act | Requests

Requests are powerful and generative acts. With requests you can get others to act and shift the flow of your life and your default future. A simple act, and yet, most people do not get the full power of this simple move.

Conversation for Action

Leaders and managers are coordinating action all the time. However, they may be doing it well or poorly. Their results depend on their skills in coordinating action. Becoming aware of the distinctions can significantly enhance the results they can generate.

Distinguishing Responsibility

“Responsibility” is a powerful ‘way of seeing’ that opens up new actions, new doorways and new possibilities. It is the only ‘way to see’ to truly generate results. In our research with over 2000 managers, we saw that most confused responsibility with accountability.

Responsibility – Power Matrix (RPM)

There are four quadrants in the RPM Matrix and this matrix will show you where you may be in each conversation, each relationship and each result area.

The Journey Continues

This will be the first step for the rest of your life. You will be glad you took this journey with us. It will reveal to you what you did not know that you did not, i.e., blindness. New awareness will give you powerful new choices for action and results.

Program Leader: Sameer Dua



A best-selling author; the world's leading authority on Declaring Breakdowns, a coach for leading coaches, a Generative Leadership expert, a coach for top global leaders, founder of the London Business Literature Festival and the Gift Your Organ Foundation and with over 30 years of experience in Management and Leadership education, Sameer Dua wears many hats successfully.

Sameer's transformational work in leadership development has already impacted thousands around the world. In addition, Sameer runs a regular series on "Leadership Lessons from the Bhagavad Gita: A Generative Leadership Perspective" and he has participants from 24 different countries regularly attending his sessions.

Sameer has been listed amongst the top 30 emerging thinkers of the world by Thinkers50, (the world's most reliable resource for identifying, ranking, and sharing leading management ideas) as one of those who will shape the future of business. The Thinkers50 listing is considered to be "the Oscars of Management Thinking" by the Financial Times, UK.

Sameer, before setting up the Institute for Generative Leadership in Asia and UK, ran management institutes in 4 cities in India and 2 colleges in London, UK and had students from 52 different countries of the world. He has trained leaders in organisations such as: Mercedes Benz, John Deere, Siemens, NetApp, T-Systems, BMC Software, Jungheinrich, Elringklinger, Wipro, ResourcePro, Amdocs, Schaeffler, Faurecia, Volvo, Reliance, amongst many others.

A FEW TESTIMONIALS

This training has given so much more in terms of personal learning as well as the coaching distinctions that I really wanted to learn. Practices just have been great. Understanding the domains of my cares and having a destination to shoot for and create a future that I really am excited about is something I got in this program.



Jewel Ray Chaudhuri

Executive Coach

The Strategy and Power conversation program: It was wonderful and I enjoyed it very much. I came with an open mind and learnt a lot. It was an eye opener for me how I could drop any unnecessary baggage of the past, and reprogram my present and future. It has helped reshape my personal and professional life and I am looking forward to each new day with much more enthusiasm after the program. Also when energy levels are down for any reason whether I am tired or dejected with some news, I reflect back on the teachings of the program and slowly come out of the situation and move towards what is best.



Amit Singh

*Managing Director,
Mosolf India Logistics Pvt. Ltd.*

The Strategy and Power Conversations program enabled me to look at my life from a different perspective. By focusing on having the right type of conversations, effective listening and understanding of implicit promises, it enabled me to generate new results in the different domains of my life. A powerful program for any one seeking to achieve positive results in life.



Kishore Hosangady

Director & A Coach

The Strategy and Power Conversations, both the programs were very focused and good learning to look at any situation with different perspectives. I Learned a lot. Thanks to Sameer Dua.



Bhupesh Asher

Founder & CEO, Nine Dots Institute

Thanks to Sameer Dua for these programs- The Strategy and Power Conversation. As the program started, I promised to be open and coachable. Through these programs, I came across my blindspots via answering and reflecting on certain questions and getting aware of certain leadership distinctions. As a leader I learnt the skill of listening, handling moods & emotions and creating strategies in awareness. I would recommend leaders to join this program.



Aruna Katara

*President, Hope Foundation
and Research Centre*

Book your Course

	India (Fees without Discount)	India (Fees with Discount)	UK (Fees without Discount)	UK (Fees with Discount)	US (Fees without Discount)	US (Fees with Discount)
Course fee for one program - The Strategy Conversation OR The Power Conversation	INR 39,000	INR 36,000	GBP 795	GBP 695	USD 950	USD 750
Course fee for both programs - Enroll for one and get second program at 50% discount	INR 58,500	INR 53,500	GBP 1195	GBP 995	USD 1425	USD 1125

*Please note : 18% GST will be added to INR.

Bonus Programs

When you register for any of the programs, you will receive the three programs below worth INR 61040/GBP 610 absolutely free.

- 1) Building Leadership Muscle Program- This is an action-based, practice-focused, results-oriented program that will enable you to shift your current results in life.
- 2) Growing Your Leadership Impact program worth INR 14900 - This program is for those who do not play solo, want to play and win big games and realise that leadership is about inviting others to play big games with you.
- 3) Video program on Sameer's bestselling book, "Declaring Breakdowns: Powerfully Creating a Future that Matters to you, in 6 Simple Steps" – this program is one of our bestsellers too, and in itself is worth INR 46140.

To explore more,

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