



Corporate Workshops

Management Development Programs (By RLS)

Program Overview

The Role of the Manager

- Managerial Styles
- Decision Making
- Effective delegation

Prioritize and Time Management

- Priority matrix
- Prioritize and Time Management
- Focus and time utilization
- Video and exercises

Problem Solving

- Problem Solving Skills
- Problem Solving Steps
- Creative Thinking
- Decision Making

Manage meetings and communicate effectively

- Managing Meetings
- Assessment of listening skills
- High Impact presentations
- Video and discussion

Program Overview

Discover You Managerial Style

- Assess Task, Relationship & Effectiveness So
- Steps to improve Effectiveness

Collaboration and Effective Team Work

- Activity
- Video led discussion

Effective Negotiation

- Preparation Techniques
- Influencing People
- Role play

Managing Performance

- Define Key Result Areas
- Develop SMART Goals Prepare Performance Metrics
- When to Coach, Mentor and Counsel
- Video and discussion

Programs for middle management (non-MBA)

- Managing meetings and communicating effectively
- How to prioritize, manage your time and focus?
- How to be effective in solving problems?
- Identity preferred Managerial Style
- How to improve skills set and effectiveness?
- Secrets of a Good Negotiator
- How to design and monitor Performance Metrics?
- Collaboration and Team Work.

Outbound Programs

1. Leadership and Team Building

- Obstacle courses or ropes courses for trust and communication.
- Problem-solving challenges like treasure hunts or survival scenarios.
- Leadership simulations and role-playing exercises.

Communication Skills

- Interactive storytelling or team storytelling exercises.
- Activities that require precise instructions, like building something blindfolded.
- Role-playing conflict resolution scenarios.

Time and Resource Management

- Tasks with limited resources, such as building a raft or tower.
- Scavenger hunts with time constraints.
- Simulations that mimic resource allocation and prioritization.

Creativity and Innovation

- Creative problem-solving tasks, like designing prototypes with random materials.
- Art-based activities such as collaborative mural creation.
- Improvisation exercises to encourage out-of-the-box thinking.

Stress Management and Resilience

- Mindfulness and yoga sessions in a natural setting.
- Trekking or hiking to promote focus and endurance.
- Reflective activities like journaling or group sharing circles.

Conflict Resolution

- Games that require negotiation, like barter-based tasks.
- Role-playing scenarios for resolving disagreements.
- Collaborative decision-making activities with high stakes.

Adaptability and Change Management

- Dynamic games where the rules keep changing.
- Activities like raft-building with shifting conditions.
- Real-time strategy games or simulations.

Trust and Bonding

- Trust falls and other physical trust-building exercises.
- Paired activities like navigating an obstacle course blindfolded.
- Group tasks requiring collective effort, such as assembling puzzles.

Fun and Recreation

- Outdoor sports tournaments (cricket, volleyball, tug-of-war).
 - Campfire activities with storytelling or team skits.
 - Adventure activities like zip-lining, kayaking, or rock climbing.
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Partial Client List

Government & PSU

Air India	Mejha Urja Nigam Ltd,
BALCO	Mines & Minerals Trading Corporation
Bharat Rail Bijli Co. Ltd	National Aluminum Corporation Ltd (NALCO)
Bihar Rajya Pul Nirman Nigam Ltd	NEEPCO
Chhattisgarh Generation Power Co.	Neyveli Lignite Ltd
Coal India Ltd	NHPC
Damodar Valley Corporation	Northern Coalfields Ltd
Direct Taxes Regional Training Institute	NTPC
Durgapur Projects Ltd	NTPC - Patrattu
Madhya Pradesh Electric Generating Co (MPEGCo)	THDC
Mahanadi Coalfields Ltd	UJVN
	West Bengal Power Generation & Development Corporation (WBPDDCL)

Clubs, Associations and Industry Bodies

Bhutan Management Association
Bihar Industries Association
Calcutta Swimming Club
Confederation of Indian Industry (CII)
Cuttack Management Association
FICCI (Ladies Business Forum)
Haridwar Management Association
Hindustan Club
JITO
Merchants' Chamber of Commerce
Rotary Club

And many other clients served from Energy Sector, Educational Institutes, Manufacturing, Telecom, IT & ITES etc.

About Mr. Ajay Agarwal

Mr. Ajay Agarwal, an esteemed educationist and HR consultant, is renowned for his impactful corporate training programs.

Graduating top of his class with a B.Com(Hons) from St. Xavier's College, Kolkata, he exemplifies academic excellence.

With an MBA and 18 years of experience in marketing and HR leadership roles, he brings a wealth of practical knowledge to his consultancy.

A recipient of the National Scholarship Award, Mr. Agarwal's scholarly achievements are nationally recognized.

His contributions to academia include serving on the board of studies for the BBA department at St. Xavier's College, Kolkata, and dedicating over two decades to training and development.

Professional Affiliations

Esteemed member of the

- All India Management Association,
- National HRD Network,
- Indian Society of Training and Development,
- Calcutta Management Association, and
- Institute of Cost and Management Accountants of India.

Fees & Remuneration

- Training sessions: ₹60,000 per day
- Managerial webinars (3 hours): ₹25,000
- Technical and safety-related programs: ₹70,000 per day
- Additional GST as applicable

Note: Fees may vary depending on client requirements, and are subject to change without prior notice.

Travel, Accommodation and Reimbursements

- Air travel reimbursement for economy class from any location in India to the nearest airport to the training venue for two faculty members, based on the program's duration, topic, and depth.
- Reimbursement for local travel expenses from the airport to the faculty's accommodation and back.
- Accommodation for the training team in the company guest house or a 3-star (or equivalent) hotel, with individual rooms for each member.
- Provision of the session plan and other relevant details upon communication regarding the specific training interventions.
- Please make payments in favor of **Rapid Learning Systems Private Ltd**
- Our GST No is - :19AACCR2484C1ZG
- Our address is - 9, Flat No 3B, Space Town Housing Complex, VIP Road, Raghunathpur, North 24 Parganas, West Bengal,
- Website – www.corporateworkshops.in (Site being revamped)
- Email ID – ajay@corporateworkshops.in