

Workshop on
Driving Business Growth in Uncertain Times
(for SMEs, Business Owners & Professionals)
Thursday, February 21, 2019 • 9.30 a.m. to 5.00 p.m.



Venue : Torrent-AMA Management Centre, Core-AMA Management House, ATIRA Campus,
 Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

Perspective: Many successful business owners and operators have built a sustainable competitive advantage by putting in place good systems and simple processes that improve marketing, sales, operations, customer service, employee engagement, productivity and their overall business performance.

In this workshop you will learn the use of tools, templates and processes that can improve business performance and productivity. It will help you take control of your day so you can get on with the most important thing – growing your business. You will be able to turn your ideas and concepts into a plan of action by building the Culture, Leadership team and Organization to drive success.

Content

- Three Keys to Build a Successful Business
- Creating Team Alignment & Addressing their Aspirations
- Business Competencies & Success Parameters
- Setting Business Breakthrough Goals & Clear Objectives
- Deciding your Ideal Business Model
- Eliminating Impediments & Bottlenecks
- Assessing Business Capabilities to be Future Ready
- Building your Second Line of Leaders in the Organisation
- Harnessing Team Power and a Positive Work Culture
- Holding People Responsible & Accountable for Results

Methodology: Self-assessment Exercises, Case-studies, Group Activities & Audio-Visual presentations

Faculty: Mr. Vincent D’Silva, Principal Consultant, Silva Management Services

Vincent has over 25 years of work and consulting experience in reputed organizations in the areas of Strategic Planning, Marketing & Manufacturing. He has helped many organizations achieve greater effectiveness and many executives and professionals reach new career goals, acquire new skills and learn to understand themselves and their impact on others.

He is an Engineer from VJTI, an MBA from the S. P. Jain Institute of Management. His workshops on Enhancing Business Productivity, Sales & Service Excellence and Leadership Development have been conducted in Corporates & Business Schools in India, the UAE & South-East Asia.

Fee: Rs.1600/- per participant for the both the days inclusive of GST. Fee includes course fee, cost of reading material, lunch and refreshments. The cheque may please be drawn in the name of ‘Ahmedabad Management Association.’ **If you wish to avail GST Credit, please provide your GST Number. Tax Invoice will be issued on receipt of your GSTN.**

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Registration Form : Please fill-in and return this form along with participation fee to:
 Ahmedabad Management Association, AMA Complex, Dr. Vikram Sarabhai Marg,
 Ahmedabad 380 015, Phone: 079-26308601-5 • Mobile: 9537407187, 7069940917, 7203030990
 E-mail: ama@amaindia.org • Website: www.amaindia.org
 Android Mobile App: AMA-Ahmedabad amaIndia.org

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| Name(s) | Position |
| 1. | |
| 2. | |
| Organisation: | |
| GST No.: | AMA GST No.: 24AAATA 5881D1Z0 |
| Address: | |
| | Pin Code: |
| Phone: | Mobile |
| E-mail: <input type="text"/> | |