

# Getting results through Ownership at workplace

10 August 2022 02:00 PM - 10 August 2022 05:00 PM

## Brief Overview:

The ability to understand and develop your accountability and sense of ownership is an important factor in today's workplace. Knowing the difference between accountability and responsibility; how to task manage and prioritize; react quickly to problem solving and ultimately decision making, as well as creative thinking; how to learn from success and failure; as well as define goals and give powerful feedback for actionable results, will all be key aspects of this course.

This highly interactive training has been designed and developed to provide all of these powerful aspects, and more, as well as key understanding and knowledge around the principles used. The training will also provide delegates with the practical tools to take back immediately into the workplace providing instant and noticeable gains.

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## Session content:

- What do we mean by Taking Ownership and Accountability?
  - Benefits of personal ownership and accountability
  - The relationship between ownership and performance
  - Identifying the key stages of the accountability cycle
  - Doing the job Vs. Achieving results
  - Accountability Matrix
  - Create personal development plans

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## For Whom:

- General Manager
  - Regional Managers
  - Senior Managers
  - Managers
  - HR Managers
  - People Development Mangers

Executives  
Business owner &  
Entrepreneur  
Professionals looking to improve their self-development and growth  
Anyone in a professional environment who is inspired to have  
greater responsibility or progress within their chosen career.

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## **Key Takeaways:**

Gain more pro-active mindset  
Meet Organizational goals by following the principles of OAR  
Focus on achieving results rather than doing the job  
Get quality results by taking ownership at the workplace  
Have improved leaders, managers and employees in their  
respective role

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## **Facilitator profile:**

Rohit is a professional salesperson and a passionate trainer.  
Rohit has over 25 years of demonstrated excellence in Sales, Leadership  
development of executives and teams. He has held key leadership level positions in  
small to medium-sized companies prior to graduating into his roles as consultant  
and coach.  
A sales growth expert his mission is to help 100K sales, where people feel proud of  
being in a sales profession.  
Having an exposure to facilitate the workshop for different nationalities like Denmark,  
Poland, Finland, Germany, China, Malaysia, Egypt, Singapore Indonesia & US

## **Certifications and Training**

Certified NLP in Sales, Headgear Labs, UK  
Successful Negotiation, Univ. Of Michigan, US  
Certified TEIQ Practitioner, Thomas International  
BELBIN Team Roles, CERT, UK  
Myers-Briggs Type Indicator (MBTI), CPP, Asia Pacific  
Occupational Personality Questionnaire (OPQ32r), SHL  
Certified Trainer for "Situational Leadership II", Ken Blanchard, US  
Hogan Certified Practitioner, Hogan System, US

## **Fee Details:**

- **Fee Details**

- Member amount : Rs 650.00- (Including 18%GST)
- Non Member amount : Rs 780.00- (Including 18%GST)
- Total Member count :