



EXECUTIVE EDUCATION FOR PROFESSIONALS

**CURRICULUM
2017-2018**

EXPERIENTIAL. TRANSFORMATIONAL. USEABLE.



Who is this NOT meant for?

If you have Rs.18-25 lakhs to spend, go ahead and spend it at Harvard, Wharton, ISB or IIM exec education programs. They have Indian options and are fine institutions. However, if you don't have the hard cash, read on.

Where's the Pain?

Most b-schools that offer Exec Education have the same way of looking at education. Designed decades ago you'll find lots of case studies to do, tonnes of content, learn how to analyse things, use your excel like a pro. But is this enough? Learning is more than analysing things.

If you've noticed, we live in a VUCA world - things are Volatile, Uncertain, Complex and Ambiguous. Standard operating ways don't work too well because the economic landscape is changing fast.



Now think. You've finished your Exec Education. You even get a better job, thanks to an ivy league certificate. But do you know how to navigate tough problems in a better way? Handle challenging situations? By now you get the feeling that despite the expensive education, *you* haven't changed much.

What's the Solution?

Our program works at a completely different angle. You are the dead centre of the program and that's not a cliché.

Personal Transformation: During the program you will experience a significant shift in who you are as a person and as a leader. You'll find new power in your life and everything will begin to change.

Personal Coach: The defining element is that you have a Coach who works with you 1-on-1. Your work. Your challenges. Your agenda.

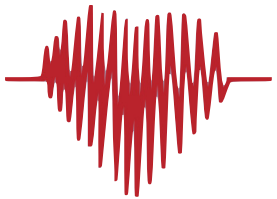


Experiential: The program is experiential. This means you get to use the frameworks and the tools in your real world and not in an academic setting.

Useable content: We've curated the best in the world. Expect to learn without the fluff.

Placement: We'll walk you through how to negotiate and get the job you deserve. Either in the your current company or a new one.

New Job Navigation Support: Over the period of 9 months you will be ready to work at the next level and thrive in it. What's more, when you move into your new role or job after the program, our Coaches will be with you for an additional 3-months to help you navigate your roadmap to success.



Learning Rhythm

Every month, there will be a rhythm to accomplish your executive education. Some months will have an additional webinar for Career Growth.

#	Time	Learning Source
1	Week #1	Online Webinar
2	Week #2	1-on-1 coach session on phone
3	Week #2 & 4	Videobooks
4	Week #3	Online Webinar
4	Week #4	1-on-1 Coach session on phone
5	Monthly Project	Either personal or work related

Curriculum Outline

Month #1 Transform: Personal Transformation

1. What's Possible for you?
2. Understanding Competencies
3. The Real Secret of Success - using Ontology
4. Using Distinctions to create a way forward
5. Creating the Future
6. Using NLP for creating shifts
7. Crafting a Personal project
8. Leveraging Coaching

Book: Level Next

Videobook: Switch by Dan & Chip Heath, Stronger by Everly, Strouse & McCormack

Application: Personal project for change

Webinar: Becoming Resilient

Month #2 Aura: Executive Presence

1. Personal Assessment
2. Video Reviews
3. Building presentations that work
4. Charisma & how to develop it
5. Scripting & Applying Conversations for power
6. Body shifts for readiness
7. NLP for confidence

Book: Talk like TED

Videobook: Knowing Doing Gap by Pfeffer & Sutton, Secrets of the Millionaire Mind -Eker

Application: Presenting your project to your coach

Webinar: Activate your Brain

ADDITIONAL

Career Hack Webinar #1

Scripting your Growth path

Building your Social Profile

Working with your Virtual Assistant

Month #3 Strategic Thinking

1. View from 30,000 feet
2. On-In-Out: What takes your time and energy?
3. Tools for thinking better
4. PEST analysis
5. GE McKinsey 9 Box Matrix
6. Wholistic Strategic Thinking
7. Blue Ocean Strategy
8. VRIO Analysis

Book: HBR's 10 Must reads on Strategy

Videobook: Playing to Win

Application: Presenting revised strategy for your business unit

Webinar: Roadblocks in Strategy

Month #4 Execution Excellence

1. Fog of War
2. State of 'flow
3. Fastest Execution
4. Four Steps of Execution
5. Execution self assessment
6. Improving Productivity
7. Scrum & Agility
8. Micro Managing
9. Action planning

Book: Shifting Gears, Daring Greatly by Brene Brown

Videobook: Eat that Frog by Brian Tracy, Getting past Micro Managing

Application: Implementing Four steps of Execution

Webinar: Managing Internal Customers

ADDITIONAL: Career Hack Webinar #2

Updating your Resume

Positioning for Promotion

Working with your Virtual Assistant

Month #5 Dream Team

1. What makes a team great?
2. Five Dysfunctions of Team
3. Overcoming absence of Trust
4. Overcoming fear of Conflict
5. Conflict Styles
6. Building Team Commitment
7. Styles, Climate, Results model
8. Goleman's Leadership Styles
9. What is Team Climate?
10. Aligning your team
11. Assessment
12. Action planning

Book: Five Dysfunctions of a Team by Lencioni, Concise Mastery by Greene

Videobook: Creating a Receptive Climate, If multitasking is inevitable...

Application: Implementing appropriate Leader Styles

Webinar: Performance Management

Month #6 Innovation & Entrepreneurship

1. Self-Assessment on Innovation
2. Intrapreneur mindset
3. What is Design Thinking?
4. Insights about Insights
5. Design Thinking- 4 step model
6. Testing Assumptions
7. TOC - Theory of Constraints
8. Elevator Pitch your Idea
9. Closed world principle
10. Systematic Inventive Technique
11. Action Planning

Book: Great Work Hack

Videobook: Running Lean by Eric Ries, F.I.R.E by Dan Ward

Webinar: Developing Mental Toughness

ADDITIONAL: Career Hack Webinar #3

Targeting the job you want

Handling Phone interviews

Working with your Virtual Assistant

Month #7: Critical Conversations

1. Self-Assessment
2. Source of Performance
3. Why Feedback matters
4. When time is short
5. Grow model of Coaching
6. Feedback in Different cultures
7. Tough Talk: Under Performers
8. Tough Talk: Stars
9. Tough Talk: Defensive people
10. Feedback on yourself
11. Action Planning

Book: What got you here... by Marshall Goldsmith

Videobook: Design to Grow

Webinar: Scaling up your Emotional Intelligence

Month #8: Influence & Negotiations

1. Cultivating Charisma
2. 3 Levels of Pushback
3. Caldini's 6 Rules of Influence
4. Budgets & Assumptions
5. Preparing for Negotiations
6. Negotiating Process
7. Negotiating Plan
8. Telephone negotiations
9. Action Planning

Book: Influence by Caldini, 46 Rules of Genius by Neumeier

Videobook: Predictably Irrational by Ariely, Trust me, I'm lying by Holiday

Webinar: Building Genius

ADDITIONAL: Career Hack Webinar #4

LinkedIn Power Tips

Negotiating

Working with your Virtual Assistant

Month #9 Consultative Selling

1. Everyone Sells!
2. Problem Solving vs Problem Dissolving
3. Why selling solutions is not working
4. What's a Mafia Offer?
5. Exploring the Mafia Offer
6. Five Conversations for Performance
7. Breakdowns & Breakthroughs
8. Updates on Digital Marketing
9. Assessment: Boundaries of Belief
10. The Obstacle is the Way

Book: Fanatical Prospecting by Blount, The Obstacle is the Way by Holiday

Videobooks: Close that Sale by Tracy, Contagious by Berger

Webinar: Selling to Big Companies

Month #10: Wrap Up

Surprise Bonus Workshop

Final Exam: done online

Graduation

After you get the New Job or Role

If you are placed through our placement services we will give you additional 3-months of Coach Support and help you navigate your first 90 days. This will be invaluable to get a head start.

For more information write to coordinator@metaresults.com

Website: www.metaresults.com