



NATIONAL BANKING INSTITUTE
"The Banking Academy of Nepal"



Webinar on Developing a High Performing Banker within you: Relationships first, Results second



**PROF. (DR.) S.P.
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Director – FCTD, New Delhi
(India)



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For more information on the
program, please scan the QR code:



22 JUNE, 2023

TIME

3PM – 6.15PM

FOR REGISTRATION, PLEASE CONTACT NBI.

DEADLINE FOR NOMINATION: 20TH JUNE 2023

IN ASSOCIATION
WITH FACULTY OF CORPORATE
TRAINING AND DEVELOPMENT
(FCTD), NEW DELHI, INDIA

Background

It is well established truth that healthy relationships at workplace boost employee's happiness which in turn inspires them to achieve more. Research by Oxford University found that workers are 13% more productive when they're happy.

Keeping in view this fact, it is imperative for a leading and successful banker to build a strong collaborative high performing team. Therefore, at workplace, people working together must not only be high performers but also provide a great amount of psychological support and safety to one another. This nurture an environment of higher results with strong relationships.

Program Takeaways

- Understanding the importance of Relationships for a Banker
- Strategies to achieve results with relationships

Content

- Understanding the two orientations of a banker
- Self-Assessment Tool: Know your orientation
- Effective Strategies for achieving results with relationships: The 360 degree Model of Relationships at workplace
- Management Activity: An Experiment on Changing a low performing individual to a high performing employee with the power of relationships.

Program Delivery (Method)

- Lectures / mini case studies /Real life incidents / examples
- Discussions & interactions
- Demonstration

NATIONAL BANKING INSTITUTE LTD.

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Facilitator's Profile

Prof. (Dr.) S.P. Chauhan

MA, Ph.D Director - FCTD, New Delhi (India)

Dr. S.P. Chauhan, is a Corporate Trainer in Behavioural Skills. He was awarded Ph.D. in Psychology from Panjab University, Chandigarh. Dr. Chauhan has held leading positions as Professor, Dean-MDP and Director at various B-Schools. For last 30 years, he has conducted large number of training programmes for many reputed organisations namely, NTPC, NHPC, ONGC, NSPCL, NALCO, Power Grid Corp, MPPKVVCL, IOCL, Maruti Udyog Ltd, NBCC, PNB, SJVN, IRCTC, NCRTC and Cabinet Secretariat Training Academy. He has also imparted training to IAS, IPS, HCS and CBI Officials. Prof. Chauhan is well versed with HR policies and practices of PSUs because he has conducted several satisfaction surveys at all levels for NTPC & NHPC during 2000-06. Dr. Chauhan has authored a book titled "Effective Leadership: Strategies for Better Results" and published 37 papers in well known journals.

Prof. (Dr.) Surabhi Goyal

MA, MBA, Ph.D Director - FCTD, New Delhi (India)

Dr. Surabhi Goyal, is a Professor and Corporate Trainer in Behavioural Skills. She did her MBA from IMT-Ghaziabad and Phd from Allahabad University. Dr. Goyal has over 25 years of experience in management education and concurrently held leadership positions in B-Schools. Dr. Surabhi has successfully led many academic initiatives in the serving institutions and is known for building high performing teams. In 2012, Dr. Goyal received the 'Best Professor Award' by Headlines Today for her interactive, case-based and innovative teaching and training methodology. She has designed and conducted various MDPs for executives on themes like Team Building, Leadership, Understanding Self and Others, Self-Analysis, Goal Setting for organisations namely NTPC, NHPC, IRCTC, NCRTC, NSPCL, SJVN, CBI, IOCL, MPPKVVCL, POSOCO SCOPE, MMTC, FCI and Cabinet Secretariat Academy.

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