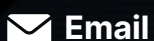


# Enhancing Productivity & Effectiveness

A Strategic Partnership Between  
Leadership Management International  
(LMI) and Mahindra University



**Email**

[executive.education@mahindrauniversity.edu.in](mailto:executive.education@mahindrauniversity.edu.in)



**Telephone**

Abhishek +91-84472 23410  
Rakesh +91-90595 38001

Follow us on



# Program Overview

Productivity is the wellspring of success and a fundamental aspect of human potential, yet many professionals lack the structured guidance needed to unlock their full capabilities. The Enhancing Productivity & Effectiveness program is designed to transform mid to senior management professionals through LMI's proven methodologies that have been successfully delivered in over 90 countries in more than 25 languages since 1966.

This comprehensive 11-week online program leverages LMI's globally recognized systems, which have already transformed the lives of over 2 million professionals worldwide. Unlike traditional transactional training programs that merely transfer knowledge, this is a transformational developmental program that drives lasting behavioural change and delivers measurable results through highly application-oriented and experiential learning approaches.

## Who Should Attend

### Target Participants:

- Mid to Senior Management Professionals
- Team Leaders and Department Heads
- Project Managers and Directors
- Entrepreneurs and Business Owners
- High-potential emerging leaders

### Ideal For Professionals Who:

- Who wish to grow to the next level
- Who are at the next level and have to deliver better than normal results
- Manage multiple priorities and complex projects
- Lead teams and need to optimize both personal and team productivity
- Seek to enhance their strategic thinking and execution capabilities
- Want to develop sustainable productivity habits for long-term success



# Program Methodology & Approach

## LMI's Unique Developmental Process:

- **Transformational vs. Transactional:** Unlike traditional 1-2 day training program that deliver only knowledge, this developmental program causes lasting behaviour change
- **Action-Oriented Learning:** Focus on immediate application with real-world implementation between sessions
- **Conditioning and Repetition:** Uses proven concepts to change thought habits, which automatically changes behaviour
- **Goal-Directed Development:** Participants work with live goals and see visible outcomes throughout the program

## Learning Methodology:

- **Online:** Virtual sessions for maximum flexibility and engagement
- **Weekly 3-Hour Sessions:** Structured to allow learning, application, and reinforcement over 11 weeks(once a week)
- **Personal Action Plans:** Each participant develops a customized plan based on their specific goals and challenges
- **Self-Assessment Tools:** Including LMI's assessment tools for personal benchmarking
- **Peer Learning:** Participants empower each other by sharing lessons learned, best practices, and challenges
- **Continuous Application:** Immediate implementation of learnings in real work situations

## What Makes This Different:

- **Behaviour Change Focus:** Participants don't just learn – they actually change how they work and lead
- **Measurable Results:** Visible improvements in productivity, goal achievement, and leadership effectiveness
- **Sustained Impact:** Weekly sessions ensure consistent application and habit formation
- **Personalized Approach:** While learning in a group, each participant walks their own development path
- **Proven Success:** Over 60 years of global success with millions of participants worldwide



# Why choose this program

## Unique Value Proposition:

- **Global Methodology + Local Excellence:** Combines LMI's 60+ years of international best practices with Mahindra University's deep understanding of Indian business context
- **Transformational Results:** Participants experience measurable improvements in productivity, leadership effectiveness, and goal achievement
- **Immediate Application:** Every concept is immediately applicable to current roles with real-world implementation between sessions
- **Behaviour Change Focus:** Unlike traditional training, this program creates lasting behavioural transformation through proven psychological conditioning
- **Sustained Impact:** Weekly sessions over 11 weeks ensure habit formation and long-term success

## What Participants Achieve:

- Become highly organized and effective in their day-to-day responsibilities
- Set and track personal and team goals with precision and accountability
- Improve delegation and communication skills dramatically
- Identify areas for continual improvement both in and outside of work
- Implement strategies to maintain a healthy, well-balanced life



# Key Learning Outcomes

## Personal Mastery and Self-Management

- Understand what productivity truly means and benchmark personal effectiveness
- Develop superior self-management skills through LMI's proven methodologies
- Create and implement a personal action plan for sustained productivity improvement
- Transform attitudes toward planning, goal-setting, and priority management

## Leadership and Team Effectiveness

- Enhance delegation skills and overcome fear of empowerment
- Build high-performing teams through effective productivity practices
- Communicate more effectively and learn the art of saying "no" strategically
- Lead by example in productivity and time management

## Operational Excellence

- Identify and focus on high-payoff activities that deliver maximum results
- Master time management techniques and handle interruptions effectively – personal efficiency gain of 1 – 2 hours per day
- Utilize technology efficiently to streamline work flows and processes
- Implement systems for continuous productivity improvement

## Organizational Impact

- Better than normal results instead of just results
- Increase personal and team productivity with measurable outcomes
- Develop goal-oriented and goal-directed behaviour patterns
- Create a culture of accountability and ownership within teams
- Generate visible results that accelerate career advancement and organizational success





# Session Topics Covered

## Self-Leadership Mastery (Sessions 1-6)

### Session 1: Foundation and Assessment

Program introduction with comprehensive personal effectiveness assessment and goal-setting foundation. Participants establish baseline measurements and create individualized development roadmaps.

### Session 2: Strategic Goal Development

Advanced goal-setting techniques with personal and professional objective alignment. Development of systematic tracking methods and integration with daily productivity practices.

### Session 3: Productivity Fundamentals

Core productivity principles with focus on time optimization and High Payoff Activities identification. Establishment of personal efficiency systems and performance measurement frameworks.

### Session 4: Goal Achievement Systems

Implementation of proven goal achievement methodologies with visualization and affirmation techniques. Development of sustainable planning practices and progress monitoring systems.

### Session 5: Priority Management Excellence

Advanced priority management strategies with interruption control and communication optimization. Mastery of daily planning systems and crisis prevention techniques.

### Session 6: Personal Communication Mastery

Communication effectiveness enhancement with emphasis on listening skills, strategic questioning, and technology optimization for personal productivity.



# Session Topics Covered

## Team Leadership Excellence (Sessions 7-11)

### Session 7: Leadership Transition and Review

Midpoint assessment with transition from self-leadership to team leadership focus. Integration of personal productivity gains with leadership responsibility preparation.

### Session 8: Team Empowerment Strategies

Development of delegation skills and team empowerment techniques across generational differences. Implementation of trust-based leadership approaches and systematic team development.

### Session 9: Team Productivity Optimization

Creation of high-performing team environments with shared goal systems and collaborative learning cultures. Development of coaching skills and team performance measurement.

### Session 10: Advanced Team Communication

Application of communication mastery in team settings with focus on developing others and creating productive team interactions. Implementation of effective meeting strategies and team communication systems.

### Session 11: Integration and Commitment

Comprehensive program integration with sustainable implementation planning. Final assessment, success celebration, and commitment to ongoing leadership excellence and organizational impact.

## Program Flow

The eleven-session structure systematically builds individual effectiveness capabilities before advancing to team leadership excellence. Each session includes practical application components, peer learning opportunities, and personalized action planning to ensure measurable results and sustainable behavioural change

## Program Details

### Dates



Begins in 1st week of  
December, 2025

### Duration



11 Weeks, 3 Hours per week

### Mode



Live-Online



**Programme Fee: INR 1,50,000+ GST Per Participant**



## Programme Faculty

**P Suryaprakasa Rao**

Mr. P.S. Rao has over 32 years of hands-on experience in MNC organizations across various industries—process manufacturing (chemical, pharmaceuticals, steel), discrete manufacturing (textile, engineering, electronics, automotive), information technology (development as well as ITES), and consultancy (optimization & market research). His experience spans across almost all functions of an organization—design, engineering, production, quality, supply chain management, marketing and sales, human resources, consultancy, and as CEO.

Over the last 24 years (2000-todate), as a consultant, and as a licensee of LMI-India, he has been systematically coaching CEOs, CXOs and their teams to improve performance. Areas include but not limited to: setting up plants, throughout reduction by process management, cost management, production efficiencies and meeting deadlines, supply chain management, improved sales and marketing, business profitability, and, in general, goal setting and goal-achievement; and in the process helping the individuals to use more of their potential and grow professionally and personally.

His experience is backed by an excellent academic background: B.Tech. from IIT, Chennai, MTech. from IIT, Kharagpur, and management education from Germany. He is certified coach by LMI-International, USA.



## Programme Faculty

**Vikas Gupta**

Vikas Gupta has over 25 years of hands-on experience in multinational organisations across various industries—professional services, retail, telecommunications, venture capital, financial services, textile manufacturing, and tyre manufacturing. His experience spans across multiple functions of an organisation—human resources, strategic planning, operations management, digital transformation, governance and compliance, and as a senior executive partner. He established cross-border operational frameworks, managed multi-million-dollar budgets, and served on boards of global organisations.

His experience is backed by an excellent academic background: DBA (EFPM) from Indian School of Business (ISB), Hyderabad, Executive MBA (PGPMAX) from ISB with international immersions at FDC Brazil, Kellogg and Wharton US, and MBA (PGDBM) from Institute of Management Studies, Ghaziabad. He is a published researcher and thought leader on Future of Work, Middle Management, and Organisational Transformation.



# About Centre for Executive Education

The Centre for Executive Education (CEE) at Mahindra University, creates and conducts learning programmes for working professionals, which are designed to provide timely and relevant knowledge, insights and perspectives, that help them progress in their current and future roles in organizations. By enhancing performance of executives, these programmes are aimed to positively impact the organisations that they work for.

Executive Education Programmes at Mahindra University span across multiple business disciplines, engineering & data science, and law, for different seniority levels, in various national and international geographical locations.

CEE's mission is to be a hub for engaging & beneficial interactions between business leaders and the academia. The centre works with some of the finest faculty in India and from leading Global Business Schools. Participants will have opportunities to learn from the innovative research and consulting experience of the faculty, wide experience of the peer group of learners, and from Industry practitioners who bring in strong domain knowledge.

## About Mahindra University

Mahindra University, established in May 2020, is a multi-disciplinary global education and knowledge campus which offers industry-aligned curricula, a student-centered learning environment, and opportunities for international exposure. The University offers Undergraduate and Post Graduate programs in its five Schools namely Ecole Centrale School of Engineering, School of Management, School of Law, Indira Mahindra School of Education, School of Media, Centre for Sustainability, School of Design and Innovation and Liberal Arts. The University has been established in a sprawling, green, 130 acres at Bahadurpally in Hyderabad. The University provides students with a modern lifestyle and a unique multi-cultural immersion in a predominantly green campus. The Lecture Theaters, Seminar Halls and Syndicate Rooms deploy state-of-the-art technology, to impart a multi-media, interactive learning experience to participants. Executive Housing facilities on campus come with contemporary design, spacious & comfortable air-conditioned rooms.

## Some of our Clients



**Mahindra™**  
University  
Global Thinkers. Engaged Leaders.

**CENTRE FOR  
EXECUTIVE EDUCATION**

**Address:** Survey No: 62/1A, Bahadurpally Jeedimetla, Hyderabad - 500043 - Telangana, INDIA

**Email ID:** executive.education@mahindrauniversity.edu.in | **Mobile no:** +91- 84472 23410 / +91- 90595 38001