

Leadership

Management



Vs



COURSE CODE

NAME OF THE COURSE

CVAC015

LEADERSHIP AND MANAGEMENT

OFFERED BY

Commerce

ABOUT COLLEGE

COURSE COORDINATOR

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Commerce

Christ College (Autonomous), Irinjalakuda established in the year 1956 by CMI fathers has always been a place where young generations are moulded towards a bright future. College has excellent infrastructure, with state of the art laboratories, seminar rooms and lecture halls. The campus is Wi-Fi enabled. Presently College is home for 4500+ students, 200 teaching staff and 45 supporting staff. The strength of the College lies in its hardworking and tech savvy teachers who are eager to involve in all matters of students. The lush green campus with gardens and open gym is moving towards the next phase on education both offline and online.

LEARNING OUTCOMES

- It is designed to help individuals thrive as leaders, unleash the capabilities of others, and cultivate high-performing teams.
- Leverages self-assessments, 360° feedback from colleagues, and the perspectives of fellow learners to help participants build greater self-awareness and enhance the versatility of their leadership style and approach.
Develop the skills needed to address different situations capably and authentically.

COURSE MODULE

- Module I: Types of leadership
- Module II: Mind set and habits for influence:
- Module III: Skills for Leaders and Manager

SYLLABUS

MODULE I

Types of leadership - Communication and confidence - Honing your message-say it like you mean it-look like you mean it-confronting anxiety. Body Language: cross cultural-body language and own words, facial expression, vocal delivery, gestures and stares, touching, deception and micro expressions. (10 Hours)

MODULE II

Mind set and habits for influence: Find inspiration, Build rapport, be likable, be influenceable, turn objections into actions, think long term. Influencing techniques-simple-specific-surprising, Pain and gain framing, compare and contrast, secure a commitment, appeal to high level. (10 Hours)

MODULE III

Skills for Leaders and managers: Coaching fundamentals - Basics-the business case for coaching-common coaching challenges. Coaching Models: coaching frame works, GROW coaching model. Coaching Skills: Listen as a coach, give and receive feedback. Goal settings

REFERENCE:

Mastery by Robert Greene

Big Magic: Creative Living Beyond Fear by Elizabeth Gilbert

Indistractable: How to Control your Attention and Choose your Life by Nir Eyal

Thinking, Fast and Slow by Daniel Kahneman

Declutter Your Mind: How to Stop Worrying, Relieve Anxiety, and Eliminate Negative Thinking by S.J. Scott and Barrie Davenport