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University of Greenwich Business School  
Director: Dr. Kanes Rajah

# *A Full Day Seminar in Professional Leadership Development High Performance Managers In Turbulent Environments*

by

**Dr. Kanes Rajah**

Director, Centre for Entrepreneurship, University of  
Greenwich Business School



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GREENWICH

# **Wednesday 20 October 2004**

## A Full Day Seminar in

# Professional leadership development

# High performance managers in turbulent environments

09:00 – 09:30	Registration QA 184, Coffee/Tea and networking
09:30 – 09:40	Welcome and Introduction
09:40 – 10:05	<b>Part 1:</b> <b>Opening the diamond (assessment of personal style).</b> <i>You will have the opportunity to complete the world's leading "KAI personal style measurement". This will form the basis for the Part 2 presentation and your own "Confidential Style Report".</i>
10:05 – 10:45	<b>The Manager's Mind in Uncertainty</b> <i>An exploration of the manager's dilemma in perceiving and doing</i>
10:45 – 11:15	<b>"The Diamond Model"</b> You will be given Level 1 insight and experience in using this powerful UNIQUE MODEL. Used in top team Executive Coaching for managing knowledge and personal change strategies.
11:15 – 11:45	<b>Tea/Coffee</b> <i>Cobikky break: Networking &amp; Strategic conversations</i>
11.45 – 12.20	<b>The Diamond Model: Organisation</b> <i>An opportunity to assess useful applications to the organisation</i>
12.20 – 12.50	<b>Part 2:</b> <b>High Performance Manager</b> <i>You will receive a certificated copy of your personal feedback report on the earlier KAI assessment. Discussion will focus on (a) understanding the implications and (b) practical personal strategies you can device and develop to become a high performing professional and manager.</i>
12.50 – 14.00	<b>Luncheon: Working Lunch</b> <i>Cobikky: Networking &amp; Strategic conversations</i>
14.00 – 14.45	<b>High Performance Teams</b> <i>The impact of personal style on team cohesion, performance and leadership can be a critical factor in determining successful outcomes. The difference between group and team will be explored</i>
14.45 – 15.15	<b>The Power behind the Leadership Style</b> <i>Does leadership style really matter in growing businesses, implementation of change, and organisational renewal?</i>
15.15 – 15.45	<b>Tea/Coffee</b> <i>Cobikky break: Networking &amp; Strategic conversations</i>
15.45 – 16.30	<b>My Diamond Model for increasing personal performance</b> <i>Final reflection. Completing own mission and goals.</i>
16.30 hours	<b>End of Masterclass</b>

## Biopic of Dr. Kanesh Rajah (BSc., MSc., PhD)

Director, Centre for Entrepreneurship, University of Greenwich



Dr. Rajah is Director of London's Centre for Entrepreneurship and a highly successful international management consultancy. Coach to top team managers and Mentor to entrepreneurs he is focused on building high performance leaders and teams. He works with business start-ups, change management and growth, and undertakes audits for venture capital investment. His clients groups include businesses in Europe, Asia and Africa but more recently he has been helping SMEs in London's Thames Gateway regeneration project.

Dr. Rajah works extensively with the European Union and large corporations in developing new markets in the Far East (five ASEAN countries) and Africa. In 2001, he was invited to contribute towards the EU funded "Tabeisa Project" – Technical and Business Education Initiative in South Africa, to create entrepreneurs in academic institutions and in micro-enterprise business start-ups. He is a research leader with De Montford University SA.

His business commitments include training senior managers in Russia and India. He also presents and leads business forums, creativity workshops and expert groups in the US and Europe (Italy, Spain and Portugal). He was President of the city based UK-Malaysia Business Club 'OMEC' (1993-2001) and member of the House of Commons supported Asian Business Breakfast Club (1999-2001, sponsored by London First.

Dr. Rajah has held senior level appointments across major blue chip organisations; the multinational Kraft Inc (Scientist, Europe), HJ Heinz, Dairy Crest (European Marketing Manager) and Ernest George Limited (Commodity Trading Manager) and the University of Wales Aberystwyth where he was Director: Agribusiness MBA.

He is regularly quoted in the news and media, a sought after keynote speaker in international conferences (including the annual International African Creativity Conference in South Africa, and the European Creativity Conference CREA), first choice event speaker, and creativity and change management expert. His most recent television programme 'Megarich' was broadcast on BBC1 and syndicated worldwide, including South Africa, on BBC World.

His research into entrepreneurship risk strategies with supervision of doctoral students and academic degrees in engineering sciences and Technology Transfer (Ph. D) has enabled him to generate more than a hundred publications: edited books, book chapters, peer reviewed and invited papers in management/scientific publications and professional journals and a patent.

He is co-founder of the Creativity Unleashed Consortium and the Aberystwyth Creativity Laboratory; Course Team Member on the MA in Marketing Open University Business School (UK), panel of their Directors for Creativity, Innovation and Change Residential Programmes, and Academic Council Member of the Institute of Productivity and Management, India.

# Application/Registration Form

*Kindly register me for the  
Professional Leadership Development seminar*

## High Performance Managers In Turbulent Environments

Wednesday 20 October 2004

	Seminar	Total
Fee	£150*	

\* per delegate (Includes refreshments and notes)

### Personal details

Family Name

First Name

Title (Prof./Dr./Ms./Mr.)

Institution/Company

Full address

Area code/Zip

E-mail

Telephone Number

Fax Number

Special needs

Special dietary requirements

All enquiries to be directed to:  
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**Please make cheques payable to:**

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and return to: Mary McCartney at the address above