



EQ Academy

1 Harmony Apt , Plot 61 , Pannalal Nagar , Aurangabad
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To,
The Registrar,
Dr. Babasaheb Ambedkar Marathawada University,
Aurangabad -431004

Sub: Quotation for Value Added Courses/ Training Programs for Students of University Departments.

Ref.: Letter No. IQAC / 2017 -18 Dt 26/10/2017

Dear Sir,

With reference to above, we are keen on providing Emotional Intelligence workshop of 30 hrs for your students. The workshop will address latest Neuroscience based EQ principals, which are the most important skills for our students to achieve better Success in their life .These skills are directly linked with their Performance, Success, Top management Skills & Entrepreneurship skills

1. Program Title: **“Decoding Success with EQ”**. - Learning EQ Skills for Success, Stress free & Happy Life. The focus will be on following skills -
 - **Emotional Intelligence** – Six Seconds Complete Model. Many Practical Tools & Techniques For implementation of those skills.
 - **EQ Applied – Leadership , Stress Management ,Intrinsic Motivation, Self-Awareness, Decision Making, Optimism, Noble ,Noble Goal, Anger Management / Emotion Control / & Happiness.** This would address many **Human Skills** too & Partial Body Languages kills.
2. Duration of the Course: 30 hrs. Approx. and will be completed in 4 man days.
3. My self, Kishan Watni is an “EQ Practitioner “, a double grad in the subject & among very few certified EQ Practitioners in India. Being an Engineer with a vast Industry experience of 24 yrs and @ 17 yrs on top management positions, I can blend the theory with practical applications. Detail profile is attached herewith.



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Proposal

“Decoding Success with EQ “

(Learning EQ Skills for better Performance, Success, Stress free & Happy Life)

Few Facts ...

1. What can we do to help prepare our youth? Your IQ contribution is very less compared to EQ in your Success.
2. There are shoes for one youth for 20 yrs. Physical needs are easy to see.. But, are you providing material for the mental and emotional growth of the youth.
3. In today's scenario there are no formal way to teach EQ to our Youth & children. Today's busy parents expects Colleges /Schools to solve all problems. But they cannot.
4. Today's youth realize the importance of forth coming challenges in their success, but don't always know where to begin & what will help them?
5. Learning EQ is the best answer for this.

Success – Latest Research

- ✓ Contribution of IQ in our success --- 04% to max 14 %.
 - ✓ 90% of the top performers are with high EQ &
 - ✓ 70% of them are with average IQ. (Contribution if Emotional Intelligence (EQ) in our success is MAJOR.)
 - ✓ 85-90 % Skills required for Success / Top management are EQ Skills.
 - ✓ Emotions are the driving force for people. We can learn to manage them for better decision making.
 - ✓ Top Five Skills for Employability are EQ Skills – Communication , Positive attitude , Adoptable to change , Teamwork , Goal Orientation
- ** Our whole education system is based on IQ capabilities which contribute 14%. What do we do to enhance our EI? ...Nothing formally!!

Objective / Out Come:

“Enlightening Students For Their Success & Stress Free -Happy Life using Emotional Intelligence Tools & Techniques”

Topics:-

- Eight EQ Skills
- Self-Awareness,
- Adopting change,
- Emotion / Anger management ,
- Stress Management ,
- Decision Making ,
- Intrinsic Motivation
- Optimism
- Leadership secrets ,
- Goal Orientation ,
- Happiness etc. ..

Workshops Contents (Sessions):

1. EQ awareness.

Increase awareness @ EQ – Current & Future challenges, Opportunities, Why EQ? , Latest research, EQ Model – Three domains broad overview.

• Learn and Practice EQ Skills -

2. Self-Awareness – Emotional Literacy.

Brain, How Emotions are generated? Why Emotions are Important?
Emotions.. Learn to Identify, Name & Messages they are for.

3. Patterns

What are patterns & why are they formed? Their effects on our behavior. Learn to identify
And use them. Neuro plasticity & Making / modifying patterns!

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4. **Choose Yourself– Decision Making:**
Decision making –Reaction Vs Response, Myths - Age, Good Vs Bad. Pause importance, Recognizing / Identifying Options.
5. **Consequential Thinking**
Learn & Practice Consequential thinking techniques. Cost benefit analysis, Concrete and Emotional costs.
6. **Navigating Emotions.**
Using our internal energy or neutralizing it . Emotional Hijack, TFA Principal, Six Seconds Pause. Learning & Practicing techniques to navigate our emotions.
7. **Optimism & Intrinsic Motivation**
Positive thinking Vs Optimism, Importance. Application.
Intrinsic Vs Extrinsic motivation. Importance. Applying to a situation.
8. **Decision Making Application to real life situation.**
9. **Social Skills - Empathy & Noble Goal :**
Sympathy Vs Empathy. Importance on empathy in communication to Leadership.
Goal: Importance, Types. Noble Goal.

EQ Application -

1. Learning Communication Skills- Body Language.
2. Managing Change, Optimism, Failures, and Resilience.
3. Managing Focus - Stress & Performance
4. Emotion Control / Anger Management
5. Leadership & motivation, Flow state.
6. Goal Orientation
7. Happiness.

Course Duration: 30 Hrs total.

Methodology

1. Learning thru - PPT / Audio –Videos.
2. Games, Exercise, Case studies, shearing.
3. Home works Practice.
4. Reflection – Q &A, Case Studies & Presentations.
5. Few Tests

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Hope you will choose us to serve BAMU to benefit our Students.

Thanking you and awaiting for your PO.


Kishan Watniwakil
(EQ Practitioner -Six Sec-USA)

EQ Academy. Aurangabad.

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1, Harmony Apartment,
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Aurangabad.

Pl visit:

Website: TheEqClinic.com

FB Page: EQ with KishanWatni

You Tube Channel: Kishan Watniwakil.

Kishan Watni is a "Certified EQ Practitioner" & a double grad in the subject from Six Seconds, USA. He is among a very few Experts on Emotional Intelligence in India. He is a member of 'EQ Academy'. His workshops, Trainings on the subject are being held all over the India. Many Corporates, Companies, Professionals, Dealers, Schools, Students and Individuals have benefited from his program. He runs a unique concept of "The EQ Clinic" in Aurangabad. Here, he undertakes, Individual EQ assessments, Counseling & Coaching for EQ enhancement.



He is a Mechanical Engineer and a MBA in Management Control Systems. He possesses highly accomplished professional experience over 24 years in automobile industry. During his career path, he has worked on top management positions as VP, CEO, and ED for more than 17 years and was a key instrumental in the major growth of the companies. He is an expert in QMS, EMS and Management Systems and was successful in implementation at workplaces.

Major Professional Enhancements:

- ⇒ Double Graduate in Emotional Intelligence from Six Seconds –USA.
- ⇒ Conducted 300 + seminars & workshops exclusively on EQ and have trained more than 17000+ persons (Through Workshops & Seminars) till date & the journey is continue..
- ⇒ 'Manufacturing Expert' – Recognized by TUV Nord.
- ⇒ Trained in 'Japanese Production Management & Toyota Production Systems' – Undergone two weeks Program by AOTS Aichi, Japan.
- ⇒ A certified Lead Auditor & MR for QMS/EMS, (ISO 9001:2000 and for ISO/TS16949 & ISO 14000/2004)
- ⇒ Hands on experience in Quality Circles, Kaizens and Gemba kaizen workshops, continual improvement projects. Devising strategy for increasing the productivity & TEI.
- ⇒ Various interviews has been broad casted by Doordarshan DD Sahyadri, Aakashwani and Radio Mirchi 98.3 Aurangabad on 'Emotional Intelligence'.
- ⇒ His articles on EQ "Shodh Manacha" were published in daily Sakal, Weekly Supplement –Career Mantra for a whole year with overwhelming response.
- ⇒ Beside many articles in different print versions, he has also written on Farmers Suicide in Diwali Magazine 'Aadarsh Sahakar'. His many interviews have been broad casted by Aakashwani, Radio Mirchi, Aurangabad and Doordarshan Sahyadri vahini, Mumbai.
- ⇒ Six Seconds, USA have recognized him by displaying his profile on their website - Pl visit <http://www.6seconds.org/cert/profile/view/kishan-watniwaki/>
- ⇒ Client Base includes- Automotive Industry, Fertilize Industry, Seeds Industry, Pharma Industries, Cement Industry, MNCs, Manufacturing Industries, Industrial Associations, Social Clubs, and Many Educational Institutes –Eng. / MBA /PG / Graduation Colleges.
- ⇒ Felicitated as "Pride of Marathawada" by the hands of Hon Haribhau Bagadeji, Sabhapati, Vidhan Sabha, Maharashtra state.
- ⇒ Received "Dronacharya Award" from Lions Club of Aurangabad Metro.

Organizations associated with –

- Rotary Club of Aurangabad Central – A PHF (Paul Harris Fellow).
- Entrepreneurs International Club – Pune
- CII Aurangabad Chapter.
- Participation in many social Projects.

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