

1 Harmony Apt , Plot 61 , Pannalal Nagar , Aurangabad

Ph: 9561093103, 9518328211. Mail: Kishanwatni@TheEQclinic.com

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

- 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 manyHuman 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.



1 Harmony Apt, Plot 61, Pannalal Nagar, Aurangabad

Ph: 9561093103, 9518328211. Mail: Kishanwatni@TheEQclinic.com

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 averageIQ. (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!!



1 Harmony Apt, Plot 61, Pannalal Nagar, Aurangabad Ph: 9561093103, 9518328211. Mail: Kishanwatni@TheEQclinic.com

Objective / Out Come:

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

Topics:-

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

Workshops Contents (Secessions):

1. EQ awareness.

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

- Learn and Practice EQ Skills -
- 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 the formed? Their effects on our behavior. Learn to identify And use them. Nero plasticity & Making /modifyingpatterns!

1 Harmony Apt, Plot 61, Pannalal Nagar, Aurangabad

Ph: 9561093103, 9518328211. Mail: Kishanwatni@TheEQclinic.com

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. Leaning & 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



1 Harmony Apt, Plot 61, Pannalal Nagar, Aurangabad

Ph: 9561093103, 9518328211. Mail: Kishanwatni@TheEQclinic.com

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.

EQ Academy

1, Harmony Apartment, Plot. No.61, Pannalal Nagar, Aurangabad.

Pl visit:

Website: TheEqClinic.com FB Page: EQ with KishanWatni

You Tube Channel: Kishan Watniwakil.



Kishan Watni



Watni is a "Certified EQ Practitioner" & a double grad in the subject from Six ...ds, USA .He is among a very few Experts on Emotional Intelligence in India. He is under 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 programHe runs a unique concept of "The EQ Clinic" in Aurangabad. Here, he under takes, Individual EQ assessments, Counseling & Coaching for EQ enhancement.



He is a Mechanical Engineer and a MBA in Management Control Systems. He possess highly accomplished professional experience over 24 years in automobile industry. During his carrier 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 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 (Thru 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-watniwakil
- ➡ Client Base includes- Automotive Industry, Fertilize Industry, Seeds Industry, Pharma Industries, CementIndustry, 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.

* Contact: 9561093103 /8055873104

* Email: Kishan Watni@The EQclinic.com

* Website: http://theeqclinic.com/

*Fbpage: https://www.facebook.com/theeqclinic?ref=hl

Dr. Babasaheb Ambedkar Marathwada University, Aurangabad Internal Quality Assurance Cell / Training & Placement Cell

Department: - Tousism Added Course

		26.0	6.02.2018	92-02- 2	2018	28.0	02.2018	01.03	.03.2018
Sr. No.	Name	Day	1	Day -2	2	Day	/ -3	Day	Day -4
		Moring	Afternoon	Moring	Afternoon	Moring	Afternoon	Moring	Afternoon
4	Charleta M. Hondy	(A)	€03k	Hers.	(Abox	6 43	HOPS .	(April	(Heath
6	Ausel garanta Livela	122	X		S. C. S.	My C	N.	K > 3	KS.
ń	Deonilla R. Toubano	न्क्रीक्र	ज्युकारी ज्युकारी	न्यूर्वकर्तर	American Company	Sport from	- Hought	- Head buff	Buyldner.
Z	Akshey Tomokale	Sharry	Shard	THE THE PARTY OF T	Muhm	- frump	Shows	Merry	MMM
کی	<i>v</i> >	CHINA	Thurst .	The state of the s	Mars	Burst	1000	THE STATE OF THE S	Throp
P	1 5	Sugario	The state of the s	Shalped	Sward.	Atri.	purpous	pringers	Shalfue
į.		A Support	Ronelaliza	Thenchalmy	Thankelya.	Kanchal 14	Handanlinga	- Benchalight	Heune had by
	-	Snetrad	Suchar	Snehod	Snerray	Simple.	Muchael	Shurray	Subras
0		d	d		8		8		A
2	1	Do made	Banade	Barase	Buge	Beage.	Pood	Sport	John
=	Niveha Abbana	TOPE	きる	著	意	SAME.	Bylling.	al al	N A
5	-	Mont	The state of the s	Trank	Trans	The state of the s	Theody.	trood	Mould
12			Schools.	The state of the s	Navasta,	Message-	Names.	Newson .	Name of the Party
7	Ganesh G. Kamble	100	Chamble	(C) comale.	(2) Carmidal	Gramble	Cample	Domble	Gearmold
15	_	Redde	Gulde	Shabe	Jan Jan	A CO	Ballye	Bushe	Rudie-
<u>6</u>	1.	The same	These	- Massal	The second	No.	一大學	No. and	NA PARTIES
tt		THE STATE OF THE S	The state of the s	4	4	1	+	\	+
. ∞	マ	amore	tempor.	Transle !	No Parties	NO PE	and a	X TO	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
					Co		>		5



Dr. Babasaheb Ambedkar Marathwada University, Aurangabad Internal Quality Assurance Cell / Training & Placement Cell Attendance for Value Added Course

1 oursism

Department: -

808	-4	Afternoon	- Charlos	A	A STATE OF THE PROPERTY OF THE	AND THE PARTY OF T	杨朝	Brake	Soffmed	Harot.	Chalse	SHoore	Ampaton	A CONTRACTOR OF THE PARTY OF TH	S S	3/	7	Sept of the sept o	A	Thomas .
\$1.030 A	Day -4	Moring	- (Hessy)	4	A PARTY	STATE OF THE PARTY	Palay	12000 C:	(Miloset	Love the	Golde	marghes	Burpaper		E.	81	1	878	+	To the second
2018	Day -3	Afternoon	Sienboth.	AO	AND.		4 Say	- Joseph	Mineral	Hospite	- Seales	Mese	Ampater		Se la	Des.	7-	NASS.	A	- Trook
28.02	Da	Moring	-Chalass	Jan	を見る	d d	Quy.	Jest le:	Mose	- Ave	(alkpisse)	2 Home	Amplask			300	م داد	87-78	V	1
2018	Day -2	Afternoon	Sportesh	Jan 1.	· Carrier		机场	1800 RE.	Control of	* North	CHERC	Hone	A master		ACISN.	Codo		A A	Charad	The state of the s
27.02.	Pa	Moring	Lanlash	Glast	Salley.		A) a	. : apaco	Danie of	Hanson	Colors	Advase	Ampater	() () () () () () () () () ()	W.	MOD	7	A STATE OF THE PARTY OF THE PAR	Carkered	Top
6.02.2018	Day -1	Afternoon	Spolush	6/m	A Magic	2000	Sal de	18 role:	Minrat	Jares .	Sestatory.	t	Donotov	4	NA PARTIES	Bolo	4	A CONTRACTOR OF THE PARTY OF TH	Rollerood	The state of the s
26.0	Pa	Moring	Span bash	Coloud	A STATE OF THE PROPERTY OF THE	200	रुद्भ	2850le 2	Collegest	torot.	Adasse	1	1 rapidary	E C	B	Sala	1	A Company	But know	Start.
	Name		Santosh No Kados	Gokul Gr. Choteker		THE. GONESH N. Kloghmane	Ajay Asholteno Haene	Kedan. S. Borde	Aniket M. Thosat	Ashitsch. T. Bancade	Grignan, N. Kalasare		A Kash Millind Patrave	Akash S. furme	2		Almod albanilah amen	Yashir C. Sahlo	Small T. Galkund.	Niebaut S. Swlane.
	Sr. No.		19	20	7	22	22	243	25	26	24)	100	29	8	31.	35	7.7	34		8



Dr. Babasaheb Ambedkar Marathwada University, Aurangabad Internal Quality Assurance Cell / Training & Placement Cell

Department: - Son maken Added Course

2018	Day -4	Afternoon	Rodden	Saltho.	1	DayBargoo								
01.08.2018	۱۵۹	Moring		S. Beller)	gantranson								
02.2018	Day -3	Afternoon	(Bueldum	Marchu.		paymous gantranous	d		4					
28.02	Day	Moring	Rech los as			Pari Bayack pay Bandonte Man Parisacie	A							
2018	Day -2	Afternoon	Rocheleuns Budeland	A Bod Khe		Pavillahout								
27/02/2018	Da	Moring												
2018	Day -1	Afternoon	Buchchain	Bodene Boden		Parthanaca								
26 02	Day	Moring	Buldan	Bod the		Many Kamara	•							
	Name		Saddam (Thethele	Archana Nikam	2001 Page 1	Pari Anchalos a Barsodo Cantonina) }							
	Sr. No.		97)	188	68	160								



Dr. Babasaheb Ambedkar Marathwada University, Aurangabad Internal Quality Assurance Cell / Training & Placement Cell Attendance for Value Added Course

Department: -

Day -1 Day -2 Day -3 Day -4 Moring Afternoon Moring Afternoon Afternoon Afternoon Moring Afternoon Afternoon Afternoon Moring Afternoon Afternoon Afternoon Afternoon Afternoon Afternoon <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th>									
Afternoon Moring Afternoon Moring Afternoon Moring Afternoon Moring		Da	y -1	Da	y -2	Da	y -3	Da	y -4
	Š	oring	Afternoon	Moring	Afternoon	Moring	Afternoon	Moring	Afternoon



Dr. Babasaheb Ambedkar Marathwada University, Aurangabad Internal Quality Assurance Cell / Training & Placement Cell Attendance for Value Added Course

Department: -

	no no									
4	Afternoon									
Day -4	Moring									
-3	Afternoon									
Day -3	Moring									
2	Afternoon									
Day -2	Moring									
-1	Afternoon									
Day -1	Moring									
Name										
Sr. No.										

