

Presents



THE CHANGE GAME

Gaining Essential Change Management Skills

Based on International Bestselling Book "Who Moved My Cheese?"

23 February 2010

Ramada Plaza - Karachi

22 February 2010

Royal Palm Golf & Country Club - Lahore

Timings: 9:00 am to 5:00 pm

Facilitated by **Sohail Zindani**



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Overview

'The Age of Change' may be an overworked phrase, but it couldn't be truer. Predictability exists only in dictionaries. Managing change and coping with change isn't the issue. Embracing change is the issue: thriving on it, becoming comfortable with it and helping other becoming comfortable with it is the real Demand.

'The Change Game' is based on international bestselling book 'Who moved my Cheese?' which is a concept, created by Dr. Spencer Johnson. It gives you the change concept in form of an insightful parable. The Cheese Experience is a fun and insightful program that addresses the importance of dealing with change without fear by focusing on the positive aspects of change. Organizations around the world are turning to this unique program to help facilitate change.

Key Learning Outcomes

- 🕒 Provide a new and positive way to look at change so it works to your advantage.
- 🕒 Create a fun language and method of thinking that will accelerate your individual and organizational ability to change.
- 🕒 Explore a reliable way to win by doing what works in changing times.
- 🕒 Examine the role of Personal Accountability in coping with, and embracing change.
- 🕒 Develop individual strategies and action plans to be more resilient in today's changing environment

The Story / The Workshop

The workshop is based on the best selling book, Who Moved My Cheese? & - simple parables that reveals profound truths. It is an amusing and enlightening story of four characters who live in a "Maze" and look for "Cheese" to nourish them and make them happy. Two are mice named Sniff and Scurry. The other two are "Little people" with complex brains. Their names are Hem and Haw. "Cheese" is a metaphor for what you want to have in life - whether it is a good job, a loving relationship, money, a possession, good health, or spiritual peace of mind. "The Maze" is where you look for what you want - the organization you work in, or the family or community you live in. In the story, the characters are faced with unexpected change. Eventually, one of them deals with it successfully, and records ***"The Handwriting on the Wall"***.

Workshop Contents

This one day workshop is designed to cover the following contents:

- 🔒 Understanding Change and its dynamics
- 🔒 Confronting the Change Fear
- 🔒 Examining Personal & Professional Change using '3-stages of life' model
- 🔒 Studying the external forces of Change
- 🔒 Power of Conditioning
- 🔒 Factors for Change Receptivity in Organizations
- 🔒 Who Moved my Cheese? – *The Video*
- 🔒 Handwritings on the Wall
- 🔒 Character Analysis and Personal Affiliation – Sniff, Scurry, Hem, Haw
- 🔒 Stages of Loss & Stages of Gain

The workshop promises to get participant focused, as the day goes ON.

Skills Gained

🔒 Anticipating Change

- Noticing smaller changes early to predict what is likely to happen next

🔒 Taking New Actions Now

- Doing something new, evaluating the results, and adjusting quickly

🔒 Moving Beyond Fear

- Realizing when fear or comfort holds you back, and moving past it

🔒 Imagining Real Success

- Creating a realistic, believable picture of success that could come from change

Workshop Features

- 🔒 Who Moved my Cheese? – Video
- 🔒 Relevant movie clips
- 🔒 Change Receptivity Questionnaire
- 🔒 Business Games
- 🔒 Relevant Presentation
- 🔒 Debates & Discussion
- 🔒 Change Demonstration Exercises

Workshop Outcomes

- 🔒 Morale will rise
- 🔒 Excitement will return
- 🔒 People will understand the changes
- 🔒 Desire to remain in the company will increase
- 🔒 People will be less anxious and more enthusiastic



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TerraBiz
Training | Conferences | Exhibitions | PR

We are a business information firm, having managed and organized events of various callbers during the last 2 years of our operations. Among our more recent events was the Conference on Corporate Innovation and Entrepreneurship09, Karachi in November 2009 in collaboration with MITEFP & OPEN. We also managed the MAP Conference in November 2009, Lahore with high appreciation from all over the country.

Memon Professional Forum also engaged us for Entrepreneurship 09 Conference in August, we did the Human Capital Management Conference in Karachi and Lahore in April09 and July09 this year respectively, Compensation & Benefits Day in June '09, the Women in Leadership & Business Conference (WIBCON '09) in collaboration with Pakistan Society for Training & Development in March and others.

We also organized the 11th Convention of the Management Association of Pakistan in December last year in Karachi. MAP convention has become the benchmark against which all business conferences are measured.

Terrabiz organized the first ever conference on Digital Marketing in Pakistan titled Marketing 2.0 which saw the confluence of the top three names in the world of digital marketing - Google, Yahoo and Microsoft, represented by their senior executives from abroad. Global Head of Mobile Marketing P&G was also one of the speakers. www.marketing2.com.pk Terrabiz also organizes frequent events with Google Pakistan.

Terrabiz is responsible to produce a series of highly successful road shows on the promotion of investment in Pakistani capital markets in different cities. These bi monthly events are jointly hosted by Central Depository Company (CDC), SECP and Karachi Stock Exchange. As part of our operations, we also facilitate international trainers to conduct public workshops in Pakistan. A few of them were 'Six Thinking Hats' with Dr. Sunil Gupta, Life Time Master Trainer of Edward de Bono Tools, HR Balanced Scorecard with Alan Fell; Employer Branding with Dr. Olga Kampaxi, and many others.

Our recent training workshop participants list includes SSGC, OGDCL, KESC, KAPCO, Pakistan Security Printing Corporation, State Bank, National Bank, MCB Bank, ABN AMRO Bank, HSBC Bank, Saudi Pak Bank, Allied Bank, NIB Bank, Mobilink, Ufone, Zong, Wateen Telecom, Telenor, Siemens, Haleeb Foods, National Foods, Cadbury, Getz Pharma, Sanofi Aventis, Novartis Pharma, GSK, PharmEvo, Macter Pharma, Sight Savers, Syngenta, Engro, Coca Cola Beverages, Central Depository Company, HUB Power Station and Aga Khan University.

In March 2010, Along with the Pakistan CFO Forum 2010 we will be organizing the Marketing Conference in which BTL & ATL marketing firms will be showcasing their services and products, along with top-most corporate speakers from the sector sharing their thoughts and ideas on various aspects of marketing activities.

Meet Your Course Facilitator:

Sohail Zindani

International Speaker, Trainer and Consultant



With a diverse training experience, coupled with his knowledge, enthusiasm, and understanding of organizational dynamics, Sohail Zindani creates powerful and positive changes in organizations.

Sohail is a compelling and sought-after motivational speaker and facilitator. Competent, energetic, fun, and enthusiastic are words commonly used by audiences to describe his presentations.

Sohail currently is engaged as Founder and Chief Learning Officer at Learning Minds! – A Corporate Learning Solution Company, based in Pakistan. He is able to speak to an audience and communicate with each person as if they were alone and talking one-on-one. His unmatched art of story-telling and unsurpassed sense of humor makes him an absolute speaker of choice.

As a trainer, he has an extensive exposure of training in almost every industry including Banking and Financial Institutions, Pharmaceuticals, Media, Agro Science, Chemical, Textiles, Oil and Gas (Exploration and Marketing), Hospitality, FMCG, Cellular and Telecom, Automobiles, Industrial Engineering and IT. With more than 70 loyal clients in 5 different countries and above 18,000 participants trained, Sohail continues to contribute in the national and international learning arena. Sohail have presented motivational and thought provoking sessions and keynotes on various national and international platforms like Asia HRD Congress – Indonesia and Malaysia, HR Summit Bangalore, HR Summit Singapore, Human Capital Management Conference, Pakistan... to name few.

Moreover, under his dynamic leadership, Learning Minds! have also developed some key business relationship in the USA, India, Singapore, Malaysia and Middle-East.

Sohail lives in, and travels from Karachi, Pakistan.

Participation will be confirmed **subject to receipt of payment.**

Substitutions are welcome. Please notify us in writing at least two working days prior to the event. All cancellations must be sent in writing, and will carry a 15% cancellation fee, once a registration request is received and acknowledged by Terrabiz.

Workshop fees must be paid in full. No refunds will be given if a written cancellation occurs within 10 working days prior to the workshop. Same applies for delegates who don't attend the workshop without cancellation. Workshop materials will still be couriered to them. However, if you have paid your workshop fee in full and you wish to attend any other workshop from Terrabiz within 6 months of the initial registration, you will only be invoiced for 15% of that workshop fee. Please note that you can transfer only once. In the event of unforeseen circumstances, Terrabiz reserves the right to cancel or postpone the event.

Workshop Investment: Rs. 9,500/- per participant

***Early Bird Discount: Rs. 8,500/-** per participant
Before 10th February 2010

*Group Discount

Every 4th participant from the same organization is Free

**Discounts are mutually exclusive*

Includes course ware, Terrabiz certificate, lunch, refreshments and business networking.

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