

# Workshop On Facing Competition

Competition fetches ideas whereas monopoly takes them away

## **DESCRIPTION:-**

Mr. Aggarwal himself has successfully established a business for 14 years and knows the Ups and downs of business very closely. He has been marketing consultant to many business houses and corporates and has always given innovative ideas to face competition.

This workshop intends to take care of the fear of the employees of the corporate, in facing Competition from other corporate employees in this era of cut throat competition. The Trainer looks to the fact that the students of the workshop benefit immensely from this workshop in coping up with the competition and being able to strive for success ahead in terms of Personal and professional accomplishments. It motivates them to work for the common Mission of the company



## **Designed for:**

Managers, leaders and everybody in the rat race.

## **Duration:**

One day workshop (6 and a half hours excluding breaks)

## **Contents:**

- ◆ Success is not in thoughts, but in thoughts
- ◆ Build image first, profit will follow
- ◆ Predict the unpredictable
- ◆ Don't sell what you want, give what the customers want
- ◆ Competition encourages the ablest and discourages the unable
- ◆ Competition fetches ideas where monopoly takes them away
- ◆ Competition promotes a good product
- ◆ Never burn your hut by seeing your neighbour's bungalow
- ◆ It's not the competition but the "I can't do it" attitude that makes you quit.
- ◆ We are more worried not by our failures but by others achievements
- ◆ Never never never give up

## **Methodology :**

- \* Motivational Training (no lectures or monologue)
- \* Role plays and exercises.
- \* Sharing live examples. (Experiential Learning)
- \* Inviting participants on stage to share their experiences.
- \* Games related to the topic to make learning easy and fun.
- \* Power point slides and video clips.
- \* Question-Answers at the end of every session.

## **Before Workshop**

- \* Participants can send their problems and questions,
- \* if any, two days in advance at [info@anuragaggarwal.com](mailto:info@anuragaggarwal.com)

## **After Workshop :**

- \* Participants can take Mr. Aggarwal's personal email & mob. no. and can get their problem solved.
- \* How to develop confidence
- \* How to start a talk
- \* How to close a talk
- \* How to make the middle body of the talk
- \* How to talk in terms of your listener's interests
- \* Making the talk to convince
- \* How to speak with contagious enthusiasm
- \* How to make impromptu talks
- \* How to organize longer talks
- \* Voice modulation
- \* How to introduce speakers
- \* How to improve your diction
- \* Platform presence and personality
- \* Body language
- \* Group discussions

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