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## JUICE: Join us in creating energy



Creating an environment of collaboration and trust with top leadership at Maxhealthcare  
Approach note- 20<sup>th</sup> September 2017

# An Idea



What makes an outstanding team deliver exceptional performance? In this workshop we explore the ACE teams concept. This is based on research of high-performing teams both in the performing arts and in business.

This workshop draws heavily on the way theatre teams work. These teams come together, need to gel and produce outstanding performance. Often the team members have to overcome their biases of ways of working, trust each other, align and keep focus on the over all performance of the ensemble

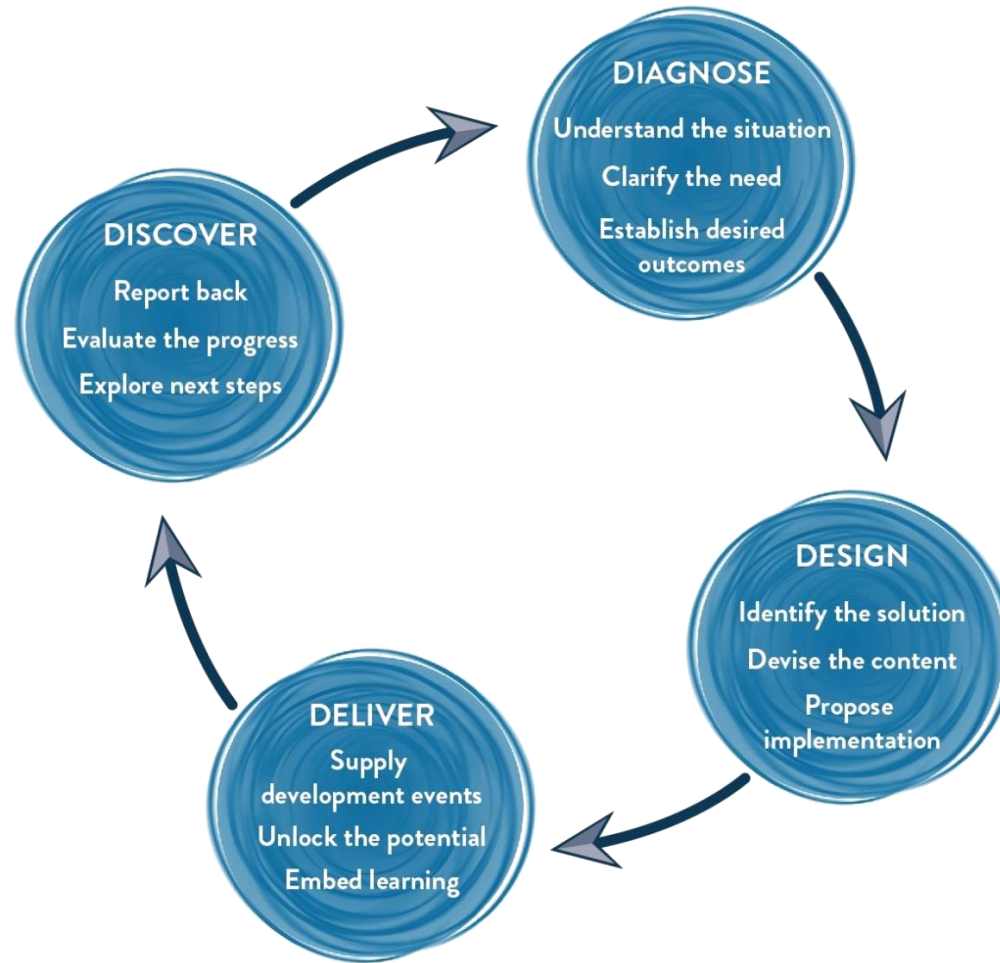
MaynardLeigh Associates for the last 25 years, using experiential methodologies have enabled many leadership teams to adapt a peak-performance culture !!

This culture includes Connected, Engaged, Empowered, Proactive, Collaborative & fearless team members.

Your expectation is to build trust as well as a spirit of collaboration between the members which would enable them to have open and trustworthy communication.

This is a total shake-up, wake-up and creative challenge for the teams.

# Our Approach



## Methodology

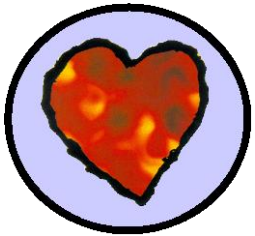
We use Interactive theatrical exercises along with Psychological and L & D tools

# Tentative Learning Objectives of the Workshop



## Think :

- I can make a bigger impact when I collaborate in my team and use strengths of others.
- I will talk to people and not about people
- There is great power in synergy
- My perceptions can limit my interactions with people



## Feel:

- **Bonded** to work & collaborate in a more exciting way
- **Excited** with what potential lies ahead
- **At ease and relaxed** around team members



## Be more able to:

- Leverage strengths and growth opportunities across teams for individual's and team's benefit.
- Support others to perform outstandingly
- Build productive, long-term mutually beneficial partnerships with each other
- Build an enabling environment that leads to better organizational performance

# Tentative Design I Max 25 participant per batch per consultant

Narrative	Session	Session details	Methodology
Starting a day in a state of play helps one to consider and connect with new ways of doing things more readily	Introduction	Welcome and a warm up, setting the context, Maynardleigh & facilitator	Theatre exercise
Getting to know each other.	Brief Encounters	A series of questions are asked which participants share the answer in pairs. An “informal looking” discussion to touch upon the aspects of the workshop.	Centrally trainer led activity
To be able to collaborate with each other, and build positive relationships, we need to check the behaviors around how everyone is currently working together.	Team DNA: Blood Test	To create a highly engaged atmosphere where leaders/team members can gauge their current state & then talk about key excellence, leadership and cross-functional team co-ordination attributes like communicating to increase co-ordination, strategizing for effectiveness, planning, cascading vision, building an internal service culture, being proactive and focusing on process orientation for implementing goals.	A high adrenalin team game, to check team's behaviors'.
What can we do differently at work to promote this culture at work ? As the senior most leaders what do we need to be doing to promote this behaviour organization wide	Principles of Collaboration	Participants learn tangible tools of Yes Anding and Yes Let's to be able to build a culture of creative collaboration: Make other's shine, take risks,	Experiential learning
Sometimes we want to collaborate but our perceptions about others holds us back from going any further? Why do these perceptions get formed? How does impact work? Can we talk to people and not about them	SPY	Teams will be competing with each other. Job is to replicate the model that has been kept in the cupboard in 12 minutes. Powerful way to uncover that we live in assumptions and our subjective reality may be guided by our perceptions. A total shake up experience for participants.	Interactive team game, one of our most loved experiences with teams to shake and wake up leaders.
Every working relationship works when there is TRUST in it. How does one build people's trust in themselves? Is it even possible? Credibility is something that you have been hired for. Reliability, intimacy and self-orientation have to be worked upon in every new space that we enter.	TRUST Formula	The foundation of any new relationship is trust. How does one build a solid foundation?	Individual plus Team Activity
Anchor Learning's from the workshop.	Trust Contract	Team democratically vote and choose the top 3 behaviors that they will live and demonstrate together for at least a year.	Summarizing the learning

# Room Layout



The Setting



We love alternative ways of setting up a workshop! Creating an atmosphere where the participants feels absolutely comfortable and yet challenged. In this workshop, the use of theatre, team games and experiential methodologies are essential ingredients, hence we'd require ample place to move around and make noise.

Please book a space with ample natural light (Yes, we want sunlight streaming in) and no fixed furniture for the participants to work with one Maynard Leigh consultant. The hall should be big enough to accommodate 120 people

# Things Required at the Venue

For the workshop, we will need the below mentioned:

- **LCD projector** and projection screen
- **UPS Power Back-up** for Laptop, LCD projector & Laptop speakers
- **External speakers** (for laptop connectivity). The external speakers should be loud enough to play music for the team.
- **White board** & White board markers (2 blue, 2 black, 2 green)
- **Flip chart** and Flip chart stand with suitable clips
- **Colour pens** (Normal sketch pens - about 130)
- **Notepads and pens** (for participants)
- **Blu Tac** (This substance is used to stick things, posters or paper on the wall)
- 130 A4 Size normal and **drawing sheets**
- 2 tables for the consultant( one will be used for the projector and the other for keeping the handouts)





# Your Investment- 6<sup>th</sup> January

<u>Diagnose &amp; Design (For the whole Intervention) – ONE TIME COST</u>		
Two Day Diagnostic Interviews	INR 1,32,000/-	
One day Design ( creating report, customizing design, presentation of design)	INR 66,000/-	
<u>Delivery (for 125 participants)</u>		
<u>Activity</u>	<u>Investment</u>	
Professional fee for delivery for half day JUICE workshop	INR 66,000 per day per consultant X 1 day X 5 consultants	INR 3,30,000 /-
Learning Material, certificates and folders	INR 100 per participant X 125 participants	INR 12,500 /-
Trust Contract ( optional- depending on the design)	INR 3000 /-	Optional
Total Investment for journey covering 125 Participants		INR 5,40,500/-



# Your Investment- 7<sup>th</sup> January

<u>Diagnose &amp; Design (For the whole Intervention) – ONE TIME COST</u>		
Two Day Diagnostic Interviews	INR 1,32,000/-	
One day Design ( creating report, customizing design, presentation of design)	INR 66,000/-	
<u>Delivery (for 125 participants)</u>		
<u>Activity</u>	<u>Investment</u>	
Professional fee for delivery for half day JUICE workshop	INR 75,000 per day per consultant X 1 day X 5 consultants	INR 3,75,000 /-
Learning Material, certificates and folders	INR 100 per participant X 125 participants	INR 12,500 /-
Trust Contract ( optional- depending on the design)	INR 3000 /-	Optional
Total Investment for journey covering 125 Participants		INR 5,85,500/-

# Your Investment-6<sup>th</sup> and 7<sup>th</sup> January

<u>Diagnose &amp; Design (For the whole Intervention) – ONE TIME COST</u>		
Two Day Diagnostic Interviews One day Design ( creating report, customizing design, presentation of design)	INR 1,32,000/- INR 66,000/-	
<u>Delivery (for 125 participants)</u>		
<u>Activity</u>	<u>Investment</u>	
Professional fee for delivery for half day JUICE workshop ( 6 <sup>th</sup> January)	INR 66,000 per day per consultant X 1 day X 5 consultants	INR 3,30,000/-
Professional fee for delivery for half day JUICE workshop ( 7 <sup>th</sup> January)	INR 75,000 per day per consultant X 1 day X 5 consultants	INR 3,75,000 /-
Learning Material, certificates and folders	INR 100 per participant X 125 participants	INR 12,500 /-
Trust Contract ( optional- depending on the design)	INR 3000 /-	Optional
Total Investment for journey covering 125 Participants		INR 9,15,500/-

# Commercial Terms & Conditions

- ❖ Client is responsible for providing venue, conference facilities, AV equipment.
- ❖ Travel outside Delhi NCR - Air, stay & airport/ venue cab transfers to be taken care by the client.
- ❖ Travel inside Delhi NCR - at Rs. 12.00 Per Km.
- ❖ Not inclusive of applicable taxes (GST@ 18%)
- ❖ A commercial contract will be signed before the execution of the project.
- ❖ 50% of cancellation fee will be charged on any cancellation or postponements that occur within 20 working days of the confirmed date of delivery.
- ❖ 100% of cancellation fee will be charged on any cancellation or postponements that occur within 0 to 2 working days of the confirmed date of delivery.
- ❖ The above commercials are valid till the 31<sup>st</sup> March, 2018
- ❖ Contracts, legal & accounting paperwork (including billing & payments) will be in the name of “Life Strategies Humancare Pvt. Ltd.”

# Program Timelines

Date, Day	Activity
Friday, 8 <sup>th</sup> December 2017	Diagnosis
Friday, 14 <sup>th</sup> December 2017	Design
Tuesday, 19 <sup>th</sup> December 2017	Presentation to Rajit

# Next Steps



- **Book:** Let us block the dates for the Diagnosis and Design right away so that we have consultants available for you.
- **Contracting and PO:** Once we close on the commercial, let us work on the contract and PO

**Let's work in partnership to create impact & unlock potential**



For further information please connect with:

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