

Maynardleigh- Business Development Meeting

SPIN Sheet

1. Name of the Company: Fidelity

2. Contact Name: Diya Malhotra

Designation: LED

Contact Details: Batra

Email Address:

3. Inquiry on/ Stated Need: General

4. Meeting Mode: One-to-One / Telephonic / Video Chat or SKYPE

5. Date and Time:

6. Brief about the business (OPR):

(Building Team)
25

4. → Exec coach

7. How does this company serve the "Basic human need"?

→ open workshop
Design → Filtering!
Superstition → Bias

8. The Business Model:

"December" Live Theatre
Empowerment thru learnt

9. Where are they mainly based?

Simple discipline issue.

10. Employee strength:

→ Slightly soft and he can be a little harsher

11. Turnover:

→ soft landing

12. Training Budget:

→ Diagnostic did not

add any value
Validation: -

→ Finish →

i. Who are the target audience

200 people. [60 women : 40 men ratio]

Sr. Managers and above.

ii. Job Profile (understand how they contribute to Basic Human Need : try and take a simplified approach to how they serve this world)

iii. Age , Qualification – (grade of collegesA or B or C), Experience in years

iv. Span of control (do they lead people , or , are individual contributors)

v. What is the expectation from them – desired state (knowledge, skill, attitude and habit)

Printed and not applied
feel empowered and accountable - Empowered.

vi. What is the current state

→ ~~stating that keep of faith forward that one~~

Decisions are taken, and not feeling involved

→ of Decision taken

1. Speak Up

2. Share Knowledge

3. Don't feel threatened

4. Take on more

Hi Vivek
It was great meeting you last week. As discussed, sharing some themes/thoughts we have around the diversity session we would like delivered for around 200 people on 8th March, where we would like to leverage theatre based learning:

- Taking that leap of faith forward that one has the knowledge, skills, etc and should appear confident and comfortable in one's skin
- Empowered to be accountable and responsible for decisions
- Stepping out of one's comfort zone and trying something new, may just be a mind-set change
- Overcoming fears, obstacles
- Ability to take an independent decision which would make one feel empowered, ability to own the decision also
- Not getting impacted by external circumstances which would have otherwise dissuaded you from what you could do

All of the above would help in unleashing one's potential.. how does knowledge translate to action, its only through the power of the mind and confidence in being able to do something. Furthermore, from an outcome perspective, we would like each person to feel empowered to take certain actions (and feel more within the circle of influence rather than circle of control).

Let me know what further information you require to take this forward. Also, look forward to discussing next steps around the group coaching intervention.

Regards
Diya

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Fidelity

200

Thanks Jigyasa. as discussed with Varun, sharing the top 3 takeaways/expectations from the session

- Letting go of fears and hesitations
- Operate from a position of not feeling threatened in the organization
- Proactively take on more responsibility

For us to see a detailed plan/script and methodology by Monday, can you let me know when and how many diagnostic calls the team would like to do? (also tentative time slots)

Regards
Diya