

What can the OMP do for you?

- Gives you the time and tools to take a pause and reflect on the business.
- Creates a rich discussion oriented environment to closely look at the real issues hidden behind your problems.
- Distills the most effective management ideas prevalent across the world into simple, practical frameworks.
- Helps you work on removing the obstacles that stop your business from reaching its full potential.



Learning with **CIAM**

OMP Owner Manager Program

A management program for entrepreneurs

Are you?

- The owner of a small/medium business ?
- An entrepreneur ?
- In a family owned business ?
- Scaling up an existing business ? Or
- Starting something new in the existing business ?

Entrepreneurial Learning and Growth
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CONTACT DETAILS

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Owner Manager Program (OMP)

It is lonely being an entrepreneur!

Often best efforts do not work, making you wonder what can be done differently!

CIAM's experienced facilitators help to get new ideas, figure out the root causes of problems, and leverage the most effective management tools - all through discussions and workshops. Owner Manager Program sessions create an environment of learning and growth for the participants in an atmosphere of trust.

The OMP is a management program for Business Owners / Stakeholders / CEOs from diverse industries. With a deep focus on increasing self awareness in the context of business issues, OMP participants explore Leadership, Strategy, Finance, Marketing and HR from different angles. Past participants have achieved significant business breakthroughs by focusing on self growth, OMP focuses on:

- understanding and developing critical leadership competencies
- building and sustaining teams aligned to the organization's vision and mission
- finding answers to entrepreneurial challenges by sharing in the group and getting diverse perspectives.



Putting it all together...

Leadership Competencies - Negotiation Skills, Coaching Skills, Communication Skills, Change Management, Decision Making, Managing Self

Generic Strategy - Business Model Analysis, Value Creation, Setting the Objectives of Business, Developing Implementation Strategies, Balanced Scorecard

Financial Strategy - Develop insights on how to plan the financial strategy to meet the needs of the business, Develop Business Acumen

Marketing Strategy - Understand Strategic Marketing Models, Product Launches, Market Penetration

HR Strategy - Explore Strategic HR Models, Create a Climate for Results, Develop the Compensation Policy of the Organization

Features

Facilitation by a group of successful entrepreneurs, dedicated trainers / coaches and practicing managers committed to excellence in group learning

Year-long engagement with the participants for effective implementation of learning

Workshop format - interactive and intense sessions which enable customization to the specific needs of participants

Learning by applying - know, apply and share for the most effective learning experience

Network - meet, work with and learn from the business leaders of today

Coaching - to assess, challenge and set goals for yourself

Facilitators:

The programs at CIAM are facilitated by a group of entrepreneurs

Core Facilitators

Darshan Bhat : Passionate about inter-disciplinary integrated education, Darshan is a unique blend of experience in industry, academics and entrepreneurship. He is the Managing Director, Creatnet Services Ltd. and Course Director, CIAM. Darshan leads the workshops on the Design and Strategy of Business in the OMP.

Rattan Chugh : Founder, Cornerstone Wealth Management and ex-CEO of Fidelity Investment's Business in India, Rattan has extensive experience in building and leading large businesses. He facilitates the workshops on Execution and Management of Self and shares key insights with the participants on scaling up businesses.

Rachna Chawla : Experienced faculty and executive coach, in the OMP Rachna facilitates a deeper understanding of the self and links this awareness to the styles adapted by entrepreneurs. An alumnus of IIM(A), Rachna's experience includes coaching and consulting in diverse sectors.

Creatnet Institute of Applied Management (CIAM) is an educational organization and a collaborative network of leaders, enabling learning and growth for entrepreneurs.

CIAM is involved in:

- research and practice of education for entrepreneurs
- conducting a pioneering group learning program for entrepreneurs
- creating a network of extraordinary people and institutions
- incubation and support for entrepreneurs/ ideas in applied education

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About **CIAM**

Testimonials

I have a better understanding of my organization. The concern about scale is now gone! Awareness of personality types has given insights into various types of people. The team is more self motivated, which is a huge achievement for a small organization. We have become an ownership-based organization. People are showing more leadership, and taking responsibility.

Ambrish Arora, Lotus Design Services

"I have gained a lot from Darshan's sessions. I have realized time plays a big role in negotiations. I used to be always in a hurry earlier, now I have all the time in the world."

Sundeep Mohindru, Mynd Solutions Private Limited

"OMP sessions allow me to think about what I do at work; it's a time for reflection, on the company and how it is being run. The sessions help me deal with the issues I face and help in identifying and bridging gaps. The program duration ensures successful implementation of learning."

Vivek Sahni, Vivek Sahni Design

"OMP has not only given me access to some fantastic facilitators, but also to many other entrepreneurs who also believe in sharing their insights freely. I have a lot more clarity in business now. OMP helps you progressively unlock your potential which then starts reflecting on the business too. As you grow, the business does as well."

Suma E P, Knowiz Solutions Private Limited

"Slowly realized that if I delegate and put trust in the team it empowers the team. Am thankful to the group and the facilitators for sharing the experiences each one of us brings to the class."

Sumeet Prakash, Emarson IT Solutions (P) Ltd