



ARTISTIC MANAGEMENT

Overview

ReInvent Software Solutions

ARTISTIC MANAGEMENT OVERVIEW

Artistic Management is designed to empower Managers and Executives with these skills:

1. Dynamic Problem-Solving

- a. Ability to solve problems and make decisions at run-time, based on an accurate perspective of the situation.
- b. Ability to identify multiple “solution objectives” for a situation that allows evolution of a rounded solution rather than a narrow-minded solution.
- c. Ability to identify and solve the “problems” rather than “symptoms”.
- d. Ability to design a solution that “actually works” rather than imposing a solution that “should work”.
- e. Ability to communicate the “solution” effectively to other stakeholders in the matter and generate constructive agreements.

2. Unstoppability / Thinking Out of the Box

- a. Ability to generate creative and innovative ideas to handle situations.
- b. Learning not to get stopped by circumstances, but finding a new way out.
- c. Being in action towards the goal, even when everybody else has given up.
- d. Ability to work with constraints effectively rather than against them.

3. Powerful Communication

- a. Ability to elicit the desired response from others.
- b. Ability to create alignments and compliance with ease.
- c. Ability to negotiate powerfully and close deals.
- d. Ability to inspire.
- e. Ability to dissolve resistance in others.
- f. Ability to evoke creative ideas and powerful solutions from others.

4. Execution

- a. Ability to design a strategy for executing a solution
- b. Ability to identify sub-tasks for a task. E.g. Many managers may resist an idea, howsoever meritorious, because of potential negative implications with employees. This can be handled by separating the situation into multiple sub-tasks: generation of an idea, communication of the idea, handling repercussions, etc and deal with each of them as separate problems.
- c. Ability to put the execution plan into action.
- d. Ability to take periodic feedback checks and take corrective actions.

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5. Personal Mastery

- a. Be effective and successful while being authentic and genuine
- b. Lead from the heart
- c. Feel more confident, self-assured and unstoppable
- d. Be an effective goal-getter and a consistent Achiever
- e. Be fully self-expressed

The Guided Missile Analogy

A good thinker/problem-solver can be compared to a guided missile. A guided missile knows its targets absolutely well. However, it doesn't have the complete information of the trajectory it should take; nor does it have the freedom to provide an excuse "I hit the wrong target because a heavy wind carried me away".

The missile does an approximate computation of its trajectory and takes off. Every so often, it does a feedback check with respect to its target. For sure, it finds it is on the wrong track. So it corrects its course. This is not the ultimate correction. It either over-corrects or under-corrects itself. After a while, it does yet another feedback check and a course-correction. The process continues till the target is hit.

Interestingly, till the target is hit, the missile has been going wrong 99% of the time.

Yet, it hits the target accurately.

What makes it so accurate is:

- It knows its target without a trace of doubt
- It is willing to act on incomplete data
- It does a periodic feedback check
- It does a course correction as soon as it knows it's in the wrong path
- IT DOESN'T MAKE ANY EXECUSES. It has to hit the target, no matter what

The Artistic Management program is designed to help the managers/executives be as accurate, as effective, as dynamic, as adaptive and as powerful as the guided missiles.

An Artistic Manager will hit the targets with 100% accuracy every single time.

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Target Audience

The course will be beneficial to individuals with the following responsibilities:

- Project Planning and Execution
- Managing, Interacting with and Influencing people
- Sales, Customer Relationships and Negotiations
- Business Development
- Innovation, New Idea Generation
- Designing of Organizational/Departmental Vision, Strategy and Milestones

Course Schedule

The course will be offered as a 2-day workshop.

2 follow-up sessions scheduled at a periodic interval of 1 month will be offered to provide post-workshop support.

Ongoing support through web-based discussion forums, networking with other participants, etc. will be provided.

Artistic Management is fully committed to helping all participants completely absorb the essence of the workshop and be able to effectively implement it in their personal and professional lives. Appropriate support, even additional to the ones mentioned above, will be worked out to ensure this happens.