

spirituality. His articles on Psychology are based on his original thoughts and not based on books. His book "God in Two Minutes" is a unique, objective and "Scientific" analysis of God and Religion. Prem believes that his book will one day change the world. It will help explain the concept of religion and God and unite our world which is divided by religion. He believes that it will help usher in the next big revolution – the Spiritual Revolution.

Though these diverse areas of IT Management, Psychology and Spirituality may seem to be poles apart, most of his writings have two things in common – they are a study into the human psychology of change and they all try to bridge divides between people.

Prem Kamble is passionate about music and sports. You can find most of his articles at his website and also reach him by simply searching in Google on "Prem Kamble", "Mentomatics™" or "Behavioral IT™", (last two phrases coined by him. A Google search on them throws out references only to Prem's work).

Who Should Participate?

Participants can be individuals or professionals. Professionals can be CEOs, Entrepreneurs, CXOs, Business heads, Department Heads, Line Managers, etc. – in other words, managerial staff cutting across all functions.

More Seminars by Prem

Please visit the page <http://pukamble.tripod.com/seminars> to see details of Prem Kamble's other seminars for individuals and top managers.

Prem Kamble

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Knowing Your Inner Self (Relating Better with Others)

By Prem Kamble

B.Tech. (I.I.T), MBA (IIM)

More Seminars at <http://pukamble.tripod.com/seminars>

Why this Seminar?



This seminar can help you both in your professional and personal life. It can help you understand people around you - your subordinates and colleagues in office and your friends and relatives in personal life. You can understand other people well when you know yourself well. It can thus improve your people management skills at work and your interpersonal relations at work and outside.

A manager who empathises with his subordinates is the most respected manager. Understanding the rationale (or the lack of it) behind the human actions can help you as a manager to empathise with your employees. It can help you motivate your employees and to get the best out of them.

How do you understand your employees or subordinates better? Or, how can you understand others better? The key to understanding others is to know your inner self.

About the Seminar

We all think we know ourselves very well, right? We think our behaviour and actions are controlled. We may be far from truth when we say, "I have full control over my actions". You will be surprised to know that most of us have very little control on our actions. We are driven to do what we do, and we are not in control. Unbelievable but true. Prem Kamble tells you how and why.

Not all actions are results of our conscious decisions. This talk dwells on the conscious and the subconscious. Most of our actions are results of what Prem calls "Mental Reflex Actions™" on which we have little control. This insight can help us better understand people and improve relations both in our **personal** and **professional** lives.

“We all think we know ourselves very well, right? We think our behaviour and actions are controlled. We may be far from truth when we say, “I have full control over my actions.””

The seminar explains human behaviour in light of the controllable and the uncontrollable behaviour. It explains the meaning of subconscious mind, what goes in our subconscious mind, the unfathomable nature of what goes in the subconscious mind and how to know your

subconscious mind. Understanding your subconscious mind is the key to know yourself better.

Contents

1. What Governs our Actions and Decision
2. How Do we Decide
3. How Do we Act
4. Conscious and Sub-Conscious Decisions
5. What is the subconscious Mind
6. What is a Paradigm
7. Subconscious Rule Book – the source of all our actions
8. What is Mental Reflex Action™
9. What Goes in the Subconscious Mind
10. How to uncover what is there in the Subconscious Mind
11. How does all this impact our behaviour, our relations at personal and professional level
12. Empathising with your subordinates and colleagues - Understanding Self is key to understanding People Behaviour.

(*Note: The contents may vary depending on the duration of the talk)

Key Takeaways / Benefits

1. Better Personal and Professional Relationships
2. Better understand people and improve relations both in your personal and professional lives
3. Inner Peace and Strength
4. More Self Confidence & Self Esteem
5. Positive & Enthusiastic Personality
6. Higher Personal Motivation and Achievement
7. Motivate your employees and get the best out of them.

About Prem Kamble

Prem Kamble is a Management and IT Consultant, and author of an eBook titled “God in Two Minutes”. Prem Kamble has a bachelor’s degree in Engineering from IIT Bombay and post graduate degree in Management from IIM Calcutta. He has passed Advanced Management course called “Energio Cybernetic Strategy” with flying colours from a German institute. He has also attended self-development programs like Est, Forum and Vipassana meditation.

“Most of our actions are results of ‘Mental Reflex Actions™’ on which we have no control. This can help us better understand people and improve relations both in our personal and professional lives””

Last he was Vice President and Head of Global Software Infrastructure at Sutherland, a multinational BPO. He has been a CIO for over 20 years in manufacturing and service companies like Essar, Pidilite, etc.

in Mumbai. He has also worked as Software Delivery Head in SEI CMM Level 5 companies, where he created a unique record of delivering all projects on time. He attributes this success to his understanding of people and an insight into the psychology of change.

He has published articles on InfoTech management in the country's leading magazines. Most of the articles display an 'out-of-the-box' thinking and a knack to see what is not so obvious. He has also written on psychology and