



GLOBAL ACTION FOR TRANSFORMING INDIA

Global Entrepreneur Fellowship Program

GATI PROGRAMME PROSPECTUS

Supporting the social enterprise sector with learning leadership & development

- ▣ Combine work based practice with accredited qualifications
- ▣ Developed and delivered by social entrepreneurs and specialists
- ▣ Adaptable, practical and creative learning approaches
- ▣ Baseline programmes that are responsive to local needs

LEADERSHIP | ENTREPRENEURSHIP | LEARNING | SOCIAL IMPACT



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GLOBAL ACTION FOR TRANSFORMING INDIA

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**GLOBAL ACTION FOR
TRANSFORMING INDIA**
Global Entrepreneur Fellowship Program

IN COLLABORATION WITH :-

ASU Lodestar Center
for Philanthropy & Nonprofit Innovation

ARIZONA STATE UNIVERSITY

ASU is #1 in the U.S. for Innovation

<https://lodestar.asu.edu/content/lead-india-foundation-social-impact-measurement-certificate>



GATI SOCIAL FELLOWSHIP ACADEMY

WELCOME

People stepping forward to affect social change need support. It is hard work that can be inspiring but challenging, and energising but stressful

Whether person is leading an organisation, a team or a project, there are enormous gains in clarity, ability and confidence from exploring their situation through learning and development programmes.

We often hear that they have transformed the way people work and relate to others.

By learning from each other, people creating and supporting social change are finding new ways to overcome challenges and move themselves and their organisations forward.

They are building on their strengths, using new tools to tackle problems and are developing greater self-awareness. They use this to find insights and solutions to continually develop themselves and their teams, creating stronger, healthier organisations able to make greater social change.

We're here to help charities and social enterprises make more of their most vital assets- committed people doing brilliant things - so that communities everywhere can benefit even further.

3



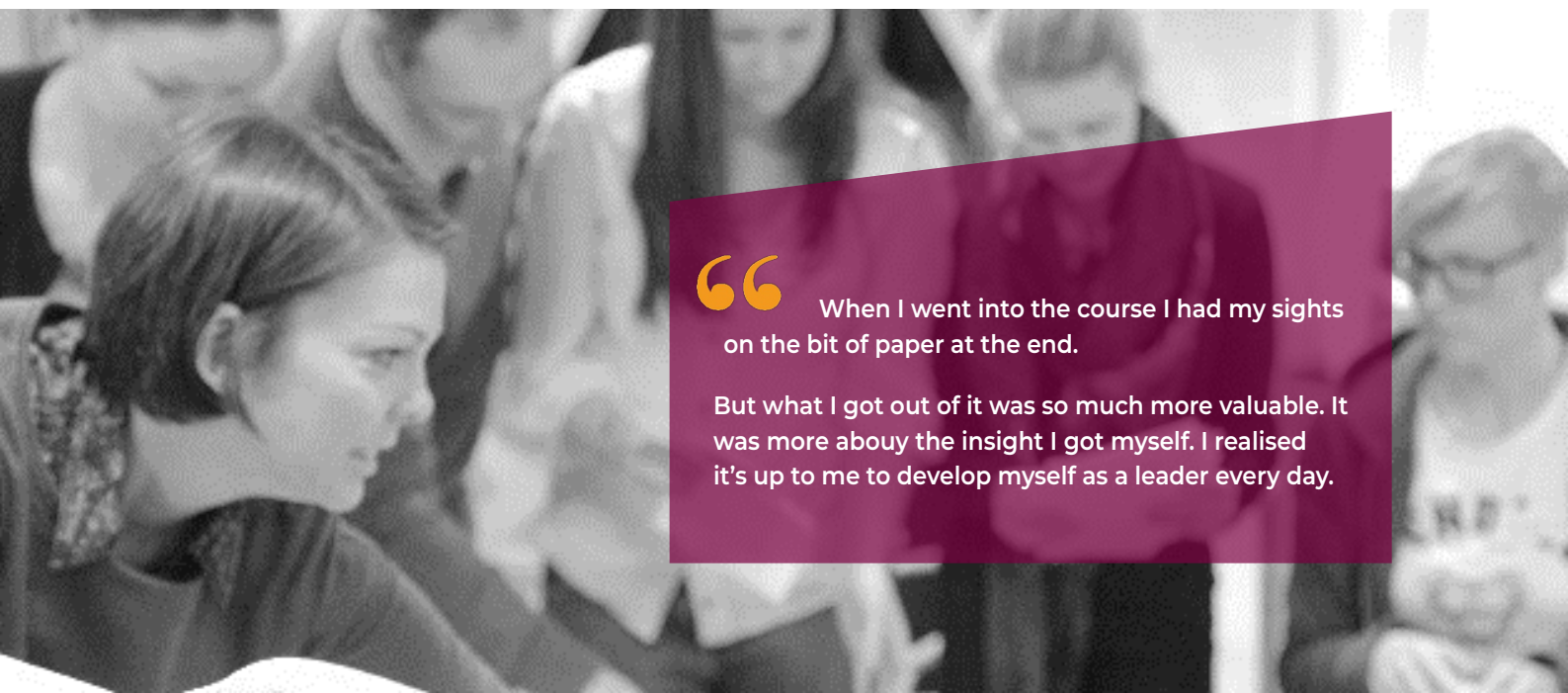
neil Mclean

Chief Executive



When I went into the course I had my sights on the bit of paper at the end.

But what I got out of it was so much more valuable. It was more about the insight I got myself. I realised it's up to me to develop myself as a leader every day.



LEARNING OUTCOMES & IMPACT

Our programmes help people do things differently.

They take time and space to reflect, plan and act. they share experiences with peers, and find support, learning and insight in return.

Leathers often report that their experience on our programmes has been transformation-for themselves, their teams, their organisations and the focus of their work.

Our approach is designed to help people achieve increased:

- Understanding of their value and strengths and how to act on them
- Clarity about their challenges and potential
- Confidence to grow or change their organisation
- Ability to get the best from others and lead change

Through this they develop their knowledge, skill and personal qualities.

It takes people through a process, a journey of change that starts with an experience of practical and shared learning but leads to much greater impacts within their organisation and ultimately their community.

Learners discover the power of reflective thinking and develop a growth mindset through:

- Learning from their action and experience to gain new insights
- Challenging their assumption through reflection and critical questioning
- Creating mutual benefit from sharing their experience a group
- Being open to the support and questioning of colleagues
- Finding courage to try new ways of working and thinking

Qualifications

Many programmes are also accredited by the institute of Non Profit Leadership and NLM, ASU, USA management (NLM) which means that learner can gain International recognised qualification. ILM prioritises workplace learning and continuous professional development, with assessments completed as reports reflecting in the practical application of learning and funding for achieving their future goals



LEARNING BY DOING

Our approach rewards people who put their learning to use by finding new insights and ways of working.

Traditional learning is usually rewarded by memorising knowledge and coming up with the ‘right answer’.

We use action learning, where real life experiences are the basis for learning, facilitated by a tutor who has been chosen for their relevant experience and compatibility with the group.

Learners discuss and collaborate with each other but also take time to reflect. It’s an energising environment that generates creative, productive thought and action.



Facilitation

Our network of highly experienced, local social entrepreneur and specialist tutors from world renowned universities like ASU, AU, Rutgers, NYU, Harvard through coursera.com or edu.com are central to making programmes really succeed.

They guide learners through a proven approach that uses the experience and insights of everyone in the room. They make it a safe place to share thoughts and issues, and provide essential space to let ideas develop and grow.

What learners experience:

| | |
|-----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Learning <i>not training</i> | We focus on the context of the participant, their personal development and the impact it has on them, rather than simply instructing or telling them about concepts and theories. |
| Tutoring and facilitation <i>not teaching</i> | We create a learning environment where participants can bond with their peers to build on each other’s experience and strengths. |
| Programmes <i>not courses</i> | Courses are a fixed entity, whereas we provide programmes, that are a collection of modules and experiences responsive to learner’s needs. |
| Learning & development <i>not education</i> | We are part of a workplace process of continuous improvement that is practical and applied, rather than a formal education structure. |

After the successful completion of the program all the participants will be awarded with a certificate of completion from GGF, LIF and ASU or Coursera

LEADERSHIP PROGRAMMES

Introduction to Leadership

Half or 1 day Programme

This is a general introduction to the concepts of leadership and is an opportunity for learners to start thinking about its relevance to their work and life.

ACTIVE LISTENING

1

Introduction to Leadership

- Leadership Styles
- Leadership Roles
- Self Leadership
- Motivation



PGP-DLM
(1 Year Program in USA)

POST GRADUATE PROGRAMME IN DEVELOPMENT LEADERSHIP AND MANAGEMENT

You can also obtain for a PGPDLM Course from SDU, USA

AWARD IN LEADERSHIP

4-6 DAY MODULAR PROGRAMME 3 TO 6 WEEK GAP BETWEEN MODULES ILM LEVEL 5 AWARD

6 This is a versatile programme that provides a through introduction to leadership, giving Participants an understanding of motivation & leadership roles and theories.

| ACTIVE LISTENING | CO-COACHING | LEARNING STYLES |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>1 2</p> <p>LEADERSHIP ROLES & THEORIES</p> <ul style="list-style-type: none"> ■ Learning Styles ■ Leadership Styles ■ Leadership Qualities ■ Personal Objectives ■ Situational Leadership | <p>3 4</p> <p>EMOTIONAL INTELLIGENCE & SELF LEADERSHIP</p> <ul style="list-style-type: none"> ■ Emotional Intelligence ■ Providing Feedback ■ Crucial Conversations ■ Motivational Teams ■ Mentoring & Coaching | <p>5 6</p> <p>WINNING & MAINTAINING COMMITMENT</p> <ul style="list-style-type: none"> ■ Delegating Influencing ■ Maintaining Commitment ■ Reviewing The Leadership Journey |



“ I started the Programme as a manager and finished it as a leader.”

“

JUST ENTERPRISE

AWARD IN LEADERSHIP

MARIA NARANJO, MIND'S WELL

“Thanks so much, it has been pivotal in my journey to become a social enterprise leader.”

Certificate in Leadership

8-12 Day Modular Programme | 1 or 2 month gap between modules | ASU Level 5 Award

This is an in depth exploration of leadership aimed at people in middle, senior and executive management positions. It includes more modules than the Award in Leadership and involves action learning, coaching and psychometric evaluation.

Active Listening | Co-Coaching | Learning Styles | Action Learning Sets | Psychometric Insights | Reflective Practice

| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|
| Introduction to the Leadership Journey <ul style="list-style-type: none"> ▪ Learning Styles ▪ Introduction to action learning ▪ Personal objective | | Leadership Roles & Theories <ul style="list-style-type: none"> ▪ Leadership roles & styles ▪ Managing risk ▪ Action learning | | Emotional Intelligence & Self Leadership <ul style="list-style-type: none"> ▪ Managing relationships ▪ Value ▪ Negotiation ▪ Resolving conflict | | Setting & Communicating Direction <ul style="list-style-type: none"> ▪ Strategic direction ▪ Communication ▪ Managing change | | Winning & Maintaining Commitment <ul style="list-style-type: none"> ▪ Motivational factor & theories ▪ Delegation ▪ Mentoring & review | | Reviewing the Leadership Journey <ul style="list-style-type: none"> ▪ Presentations ▪ Action learning ▪ Evaluation & review | |

Advanced Leadership

7

1 Day Workshop Series

These are ideal for people that have completed the Certificate in Leadership and are a way to build on and embed what they have learnt into their working practices.

Reflective Practice | Coaching

| 1 | 2 |
|-------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| Strategic Leadership <ul style="list-style-type: none"> ▪ Leadership & strategy ▪ Communication & change | Operational Leadership <ul style="list-style-type: none"> ▪ Motivation ▪ Emotional intelligence ▪ Communication |

PGP-DLM
(1 Year Program in India)

LEARN MORE TODAY

Post Graduate Program and Development Leadership in Management



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ENTERPRISE PROGRAMMES

Introduction Social Enterprise

1 Day Programme

A broad introduction to the ideas and concepts of social enterprises and their potential application. Ideal for individuals and organisations that are new to the model.

Active Listening

1

Introduction to Social Enterprise

- Value & purpose
- Definitions & context
- Social aims

CPNA
(1 Year Professional & Job Oriented)
PROGRAMME

LEARN MORE TODAY

CERTIFICATE IN PROFESSIONAL NGO ADMINISTRATION (CPNA)

“ UNDERSTANDING SOCIAL ENTERPRISE

Sandra Gamer, ICV

“The programme has let me think about what needs to be done first with my business and given me the confidence that the ideas I have are good and can be a success.”

8

Understanding Social Enterprise

2 Day Programme | ASU Level 5 Awards

An exploration of the different types of social enterprises and what they do, as well as a practical look at how a more enterprising approach could benefit individuals, organizations and their communities.

Active Listening | Reflective Practise

1

Introduction & Overview

- Values & purpose
- Triple bottom line
- Legal & organisational structures
- Finance & planning

2

Social Enterprise in practice

- Study visit/speaker
- Opportunities & challenges
- Support structures
- Action planning

CPFR
(1 Year Professional & Job Oriented)
PROGRAMME

LEARN MORE TODAY

CERTIFICATE IN PROFESSIONAL FUND RAISING (CPFR)



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Start Your Social Enterprise or Develop Your Social Enterprise

4-8 Day Modular Programme | ASU Endorsed

A highly practical, immersive programme that provides all the essentials for individuals and organisations either starting a new enterprise or growing and established organisation (DYSE). It is highly adaptable and responsive to the growth stage and experience of learner and their organisations.

Active Listening | Co-Coaching | Learning Styles | Action Learning Sets | Psychometric Insights | Reflective Practice



Advance Enterprise

2 Day Workshop Series

These bespoke modules can be adapted to specific organisational needs and delivered on their own or incorporated as part of a longer programme. They are designed to fit with key stages of growth and can be used as introductions to concepts or as practical development workshops.

Active Listening | Reflective Practice



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LEARNING PROGRAMMES

Action Learning

4 Day Programme | 3-6 week gap between sessions

Action Learning is a process to help individuals or groups explore an important, sometimes difficult, issue and view it from different perspectives and thinking in order to progress it. This programme equips learners with understanding and experience of Action Learning and ideas for using and embedding it in an organisation or meetings.

Active Listening | Action Learning | Reflective Practice

1

Introducing Action Learning

- Principles
- Experiential learning
- Action learning sets
- Active listening

2

3

Practicing Action Learning

- Reflective practice
- Effective questioning
- Action learning facilitation

4



“ CHANGESWRKS COACHING PROGRAMME

Aino Inkinen, Changeworks

“It raised awareness of my own behaviour and approach and highlighted ways to manage project teams, clients and myself in a much more constructive way”

10 Coaching

2 to 4 day Programme

A programme to develop understanding and application of different coaching models. It Strengthens and develops listening and questioning techniques to increase a learner’s range of management and leadership behaviour. It is highly interactive and participative with the opportunity to practice the coaching approach.

Active Listening | Reflective Practise | Co-Coaching

1

Introduction & Overview

- About coaching
- Coaching mindset
- Listening & questioning GROW model

2

Coaching in Practice

- Coaching practice
- Coaching & leadership
- Using GROW and other coaching models

3

Workshops: Using Coaching

- In difficult conversations
- In team meetings & team development
- In support & supervision
- For problem solving & creative thinking
- In appraisals



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Facilitation

2-4 Day Programme

This provides a practical experience and insight in to the theory, tools and techniques of facilitating learning between peers. It builds on previous experience and encourage ongoing reflective practice to continue personal development.

Active Listening | Learning Styles | Reflective Practice

1

Introduction & Overview

- Principles & values
- Learning styles
- Effective group learning
- Active listening

2

3

Practicing Action Learning

- Effective questioning
- Reflective practice
- Facilitation practice

4



Peer-Led Learning Exchange

4 Day Programme | ASU Endorsed Programme

A highly responsive programme that covers a range of facilitation, coaching and learning skills, tools and techniques. Learners will build on their previous knowledge through reflective practice and gaining practical experience in stimulating and structuring the exchange of learning between peers.

Active Listening | Learning Styles | Reflective Practice

1

The Learning Process

- Learning cycle
- Learning approaches & environments
- Learning styles
- Action learning

2

3

Peer Learning

- Co-coaching
- Learning in practice
- Impactful learning
Reflective practice

4



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SOCIAL IMPACT PROGRAMMES

Measuring

1 day Programme

An exploration of the purpose and benefits of measuring the impact of an organisation's work and the different approaches that can be used.

Active Listening

1

Measuring Social Impact

- Principles & values
- Purpose & benefits
- Different approaches

“SOCIAL ACCOUNTING & AUDIT
Stacy Martin, Alisa Horizons
“I feel I can now start the process of carrying out social accounts - I have a much better understanding of each step”



Social Accounting and Audit

2 day Programme | ASU Endorsed

Explores a flexible framework that organisations can use to account for their social, environmental and economics impact, and report on performance to stakeholders.

12

Active Listening

1

Introducing SAA

- Principles & values
- Prove, Improve, Account
- Stakeholder analysis
- Impact mapping

1

Practicing SAA

- Collecting information
- Consultation techniques
- Participatory appraisals
- Proving impact



Social Return on Investment

2 day Programme | ASU Endorsed

Provides in depth support for using quantitative measures of the social returns from financial investment in organisations and activities.

Active Listening

1

Introducing SROI

- Principles & values
- Mapping outcomes
- Evidence outcomes

1

Practicing SROI

- Valuing outcomes
- Establishing outcomes
- Calculations & evidence



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TRACK RECORD

KEY CLIENTS



CASE STUDY: BIELD HOUSING & CARE

Between 2014-2017 we delivered 12 day bespoke leadership programmes for all 120 managers including the CEO and Senior Directors (10% of all staff) of Bield Housing & Care.

Delivered in 8 cohorts over two years, the programme was co-designed based on our ASU Certificate in Non-Profit Leadership. Its purpose was to enable staff to manage strategic and operational changes, improve management and leadership competence and increase team collaboration.

Significant business improvements as a director consequence of the programme, including:

- An ideas bank and assessment panel was established, driving service innovation
- A new project management process, improving project quality and efficiency
- A new approach to managing difficult conversations, with issues being confidently tackled rather than ignored
- Bield commissioned the leadership programme after receiving an investor in People Bronze level award in 2009. In 2012, they achieved a Silver award, and a key strength was noted to be the leadership programme and its impact across departments.



The programme has been hugely well received and appreciated by staff. The feedback on the style of learning, quality of tutors and workplace impact has been universally positive.

It has fostered much stronger cross-departmental working, has improved awareness and application of management and leadership tools and has equipped the organisation with the right skills for the delivery of its most expensive change programme ever. We expect Bield to reap significant benefits for many years to come."

Brian Logan, Chief Executive, Bield Housing & Care



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PROGRAMME SUMMARY

| | LEADERSHIP | ENTERPRISE | LEARNING | SOCIAL IMPACT |
|--------------|-----------------------------------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------|
| INTRODUCTORY | Introduction to Leadership Half or 1 day | Introducing / Understanding Social Enterprise 1 or 2 days ASU Level 5 Award | Action Learning 2 or 4 days | Measuring Social Impact 1 day |
| INTERMEDIATE | Award in Leadership 4 or 6 days ASU Level 5 | Start Your Social Enterprise 4 or 6 days ASU Endorsed | Coaching 2 or 4 days | Social Accounting & Audit 2-days ASU Endorsed |
| EXPERIENCED | Certificate in Leadership 10 or 12 days ASU Level 5 | Develop Your Social Enterprise 4-days ASU Endorsed | Facilitation 2 or 4 days | Social Return on Investment 2 days ASU Endorsed |
| ADVANCED | Strategic & Operational Leadership 1 or 2 days | Advanced Social Enterprise 2 to 6 days | Peer-Led Learning Exchange 4+ days ASU Endorsed Award | |

14 Important Dates:

| | Selection process | September Intake | December Intake | February Intake | April/ May Intake | July/ August Intake |
|---|-----------------------------------------|-------------------------------|-----------------|-----------------|-------------------|---------------------|
| 1 | Apply Online | July 31 | Oct 31 | Dec 31 | Feb 25 | May 31 |
| 2 | Online Entrance tests | Within 15 Days of Application | | | | |
| 3 | Telephonic Interview | Within 7 Days of OET | | | | |
| 4 | One Day Assessment and Group Discussion | Within 7 Days of TI | | | | |
| 5 | Admission Announcement | 10th Sept. | 15th Dec | 10th Feb | 25th April | 25th July |
| 6 | Program Starts | 15th Sept | 20th Dec | 15th Feb | 1st May | 10th August |

YOUR PROGRAMME

We would welcome the opportunity to work with your organisation to develop your own programme. All of the programmes outlined in this prospectus are based on flexible content that can be tailored to the specific needs of your team, network or membership.

Please get in touch for an informal discussion to see if we're right for you.

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Important Notice:

Please note that only the application accompanied with application fee will be considered for further action. We accept only the following mode of payment. In order to confirm your application you need to apply with the Payment. International applicants may contact us through email before doing the payment so that we can send them the wire transfer details. You can send the Application Fee to the LEAD INDIA account or to the CAREERNEXXT account which is our sister concerned company to manage the courses.

Application Fee

Application Fee (non-refundable): For Indians: INR 699, For Others: USD 150

Please send a scanned copy of the bank receipt after transferring your application fee. Also, send us the color photograph of the fee deposit receipt for the completion of application process along with the applicant's detail. Please note that if you are not paying the Application Fees or submitting the required documents your application will be cancelled automatically. In case of any difficulty please mail to info@leadindiafoundation.org. Please note that all application fee is nonrefundable

Programme Fee

The fees for the entire programme is Rs. 7, 61,200*, including a contribution to the alumni fund that can be accessed by fellows who are in need of funds after the completion of the programme. During the 18-month practicum, the programme will provide a fixed maintenance allowance of INR 10,000 per month. The fellows will be supported in solving five organizational challenges of the enterprise during the practicum. On solving each challenge, the fellow can earn an additional INR 10,000. Including the fixed and variable components, the fellow can earn INR 2.4 lakhs during the practicum

Fellows outside India need to pay a non-Indian fellowship nonrefundable fee of USD 14,850.00

| Details | Cost |
|-------------------------------------------|-----------|
| Programme Fee | 4,25,500 |
| Logistic & Travel Fee | 1,24,000 |
| Accommodation & Food Facilities (2 years) | 1,92,000 |
| Alumni Fund Contribution | 20,000 |
| Total | 7,61,200* |

Note: *GST will be charged as per the GoI mandate prevailing at the time of payment. Fee will be payable as per the instalments scheduled during the offer of admission. Early Applicants may be eligible for 50% Scholarship in the program fees.

* In case of obtaining tax exemption, the service tax amount will be refunded



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OUR OTHER PROGRAMMES

PGP in Development Leadership Management (USA & India)



PGP-DLM
(1 Year Program in USA)

91% of alumni will be hired into a new position or will receive a raise

100% would recommend the program to others interested in LIID and PGP-DLM


POST GRADUATE PROGRAMME IN DEVELOPMENT LEADERSHIP AND MANAGEMENT

Certificate in Effective Grant Proposal Writing



LEARN TO IMPROVE QUALITY, SPEED, PRODUCTIVITY AND REDUCE COST OF YOUR NON PROFIT BUSINESS WITH HIGH-END RESULT

Certificate in Professional Fund Raising




CPFR
(1 Year Professional & Job Oriented) PROGRAMME

WHO SHOULD ENROLL

- Earn upto 1.2 lakhs while studying
- Get the package of 5 lakh p.a after studying
- Online and offline teaching facility
- Get placement in great funding agency
- Get experience certi while learning
- Get scholarships & educational
- Give a dashing dimension to your prof. vision

Certificate in Professional Non-Profit Administration and Management



CPNA
(1 Year Professional & Job Oriented) PROGRAMME

WHY SHOULD ENROLL

- Earn upto 1.2 lakhs while studying
- Get the package of 5 lakh p.a after studying
- Online and offline teaching facility
- Get placement in great funding agency
- Get experience certificate while learning
- Get scholarships & educational loans
- Give a dashing dimension to your professional vision

Certificate in Social Media Management



Certificate in Digital Media Management



CERTIFICATE PROGRAM IN DIGITAL MARKETING FOR NONPROFIT

Certificate in Immigration Consultancy Management



Immigration Services

Migration Agents Registration Authority

PASSPORT

Certificate in Tour Management & Visa Administration



PASSPORT



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