

**Personal Strategy Seminar
How to become better influencers
and
more effective at making change
happen**

**29th November between 12.30 and 2.30 pm
Barclays Bank, 1 Churchill Place, London E14 5HP**

The logo for SpinLondon, featuring the word "spinlondon" in a blue, lowercase, sans-serif font. Below it, the tagline "PROMOTING SUSTAINABLE EXCELLENCE" is written in a smaller, blue, uppercase, sans-serif font. The entire logo is contained within a light gray rectangular box with a thin border.

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PROMOTING SUSTAINABLE EXCELLENCE

Presenter: Viren Lall

In today's dynamic environment with economic pressures to be more effective, we will find ourselves either running change programmes or be at the receiving end of one.

Whereas most business models of economics, and strategy deal with human beings as rationale entities the reality is far from it as evidenced from recent research on how we choose, how we are influenced, and how we can use this to generate better outcomes. This seminar, grounded on latest thinking on human behaviour, shares top techniques of individual influence, actively affecting people's choices, and affecting change in large programmes by making changes easier to adopt.

Presenter Profile:

Viren Lall

Viren is Director of Technology & Management Practice. He is Secretary of the Benefit Management Special interest Group (BM SIG) of the Association of Project Managers (APM). He is an Executive MBA from London Business School. He holds MSc in Advanced Computing from King's College London and a BSc degree In Computer science from IIT Delhi .



Agenda

Time	Duration	Activity	Speakers
12.30 – 12.45	15 mins.	Registration	
12.45 – 12.55	10 mins.	Welcome & introductions	Vinay Gulati
12.55 – 1.55	1 hr.	Personal Strategy	Viren Lall
1.55 – 2.15	20 mins.	Q & A Session	Viren Lall
2.15 – 2.25	15 mins	Closing remarks	Vinay Gulati
2.25 – 2.30	05 mins	Closing remarks	Aman Sood

Aman Sood, Founder and Director, TMotions Global Limited

Tmotions is a privately held; 11-50 employees; Information Technology and Services industry

May 2004 – Present (8 years 7 months) London, United Kingdom

- Founded a start-up company providing consulting services to corporates in the UK seeking offshore delivery options.
- Assisted UK client with analysis and assessment of offshore opportunity in India, and entry strategy.
- Assisted a UK based telecom provider setting up offshore IT infrastructure for telesales and fulfilment.

Program Concept & Chair

Vinay Gulati, Accenture

Vinay has worked in innovative ways within large corporates, social entrepreneurial organisations and communities bringing new ideas to fruition. In the last 15 years, his work has focused on improving business performance and productivity, organizational maturity and process capability whilst ensuring legal and policy compliance. He is currently working for Accenture, as the UK&I Information Security Lead. Prior to this, Vinay led the Delivery Innovation and Industrialisation Program for Accenture's Delivery Centres in UK.

He is the founder and chair for not-for-profit organization called Spinlondon Network Ltd. He has a passion for supporting local charities. He has worked with schools on voluntary educational projects for children. Trained by Al Gore (Ex-Vice-President of USA), as a volunteer for the climate project (www.tcp.org), he is helping drive the environmental and global climate agenda. He graduated from IIT, Kanpur with a Bachelor's Degree in Computer Science & Engineering.



Spinlondon Network Ltd.

Spinlondon is an active community of professionals who share their successes and challenges with an aim to improve organisational performance, excellence and contribution to the society. Members include corporate professionals representing various local and global firms, independent contractors and SMEs (Subject Matter Experts), including academics.

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