

ART & CRAFT OF DISCUSSION LEADERSHIP
A Seminar on Participant-Centered Learning
 November 12- 14, 2010
 Mumbai, India

“As a result of the seminar, I am more confident in using this method and I look forward to preparing a case for a course I’ll begin teaching this semester.” - Recent Seminar Participant in the U.S.

Looking for ways to generate and guide an enriching classroom discussion? Join us for this 2 ½-day seminar designed to help teaching faculty fine-tune participant-centered learning in the classroom. The program will run from Friday, Nov 12th (3 pm onwards) through Sunday, Nov 14th

Faculty participating will gain higher levels of proficiency in leading case discussions. Attendees are assigned a number of cases in advance of the program so that they may experience the method in action and participate in facilitated discussions.

The seminar will address topics such as: establishing and reshaping the learning contract; questioning, listening, and responding; the teacher/student relationship; designing the teaching plan; and practicing the skill.

ABOUT THE FACILITATORS

Rohit Deshpandé is Sebastian S. Kresge Professor of Marketing at Harvard Business School where he currently teaches in the Owner/President Management Program and in other executive education offerings.

Professor N Ravichandran is co-founder of CRSI and is presently the Director of IIM Indore.

Additional facilitators to include renowned case teaching experts from Indian schools.

The program will be hosted by Hindustan Unilever Limited and offered in partnership by Harvard Business Publishing (www.hbsp.harvard.edu) and the Case Research Society of India (www.caseresearch.org)

Interested participants must complete the accompanying application form. Applicants must be full-time faculty with at least two years’ teaching experience at degree-granting schools or Corporate Training Centers. Applicants must have support and approval from the school dean or director. Seats are limited so please apply as early as possible.

Accepted participants are responsible for reserving and funding their own travel and hotel accommodations. Limited accommodations are available for outstation participants only, at no cost at the Gulita Training Center—where the seminar will be held—on a first-come, first-serve basis.

All applications must be received by November 7, 2010. For questions, please e-mail crsiahd@gmail.com or sjha@harvardbusiness.org or call Ms. Santhi Janardhanan (096300 20414) or Mr. Santosh Jha (098710955551) or Mr. K.M. Padmanabhan (0 98401 37740)

VENUE	COST
Hindustan Unilever Training Center 96 Gulita Worli Sea Face Worli, Mumbai – 400 018 Tel: 022 24949806 Contact: Mr Pravin (9987293339) or Mr. Sudhir (9987779920)	The academic registration fee of Rs 10,000 includes program materials and meals while the seminar is in session. The registration fee for non-academic participants is Rs 20,000. Limited accommodation at the Gulita facility is available for outstation participants at no cost on a first-come, first-serve basis. Others will need to make their own arrangements.