

State Bank Institute of Leadership, Kolkata
(An ISO 21001:2018 & 9001:2015 Certified & IGBC Platinum Certified Institute)

Assertiveness & Confidence Building

**3 Day Open Programme
for Senior Executives
(AGMs & above) in BFSI
Sector**



Date June 23rd -25th 2025

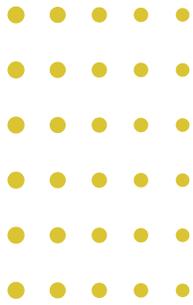


Location

**State Bank Institute of Leadership
Plot No. II F/2 Street No. 329, Action Area III
Newtown, Rajarhat, Kolkata PIN 700160**

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Assertiveness & Confidence Building

In the evolving landscape of banking, leadership excellence is not just about technical expertise; it is about influence, assertiveness, and the confidence to drive transformation. Today's banking leaders must inspire trust, navigate complex decisions with conviction, and lead teams with clarity. However, many professionals struggle with balancing assertiveness and adaptability, often facing challenges in decision-making, stakeholder management, and fostering high-performance teams.

Addressing the Leadership Imperative in Banking

To address these leadership challenges, the State Bank of India, in collaboration with VMentor.ai, presents an exclusive three-day open programme designed to equip banking professionals with the skills to lead with confidence, communicate with impact, and drive measurable excellence in leadership. This programme will focus on two critical dimensions:

- **Achieving & Measuring Excellence in Banking Leadership**– Developing a strategic mindset, enhancing leadership presence, and aligning personal effectiveness with organizational goals.
- **Assertiveness & Confidence Building**– Strengthening communication, handling high-stakes negotiations, and fostering the self-assurance needed to lead with authority.



Who Should Attend?

This programme is tailored for senior banking professionals in leadership roles (AGMs and above), who are responsible for driving strategic decisions, leading high-impact teams, and managing stakeholder relationships. It is ideal for leaders looking to enhance executive presence, build assertive communication skills, and lead with measurable excellence in a dynamic banking environment.



What's in It for You?

- 1. Master Strategic Leadership Excellence**– Learn how to measure and enhance leadership effectiveness, ensuring alignment with business objectives.
- 2. Develop Assertive & Impactful Communication**– Gain the confidence to articulate ideas with clarity, navigate high-stakes discussions, and influence key stakeholders.
- 3. Strengthen Decision-Making & Resilience**– Build the ability to make sound, data-driven decisions under pressure while fostering a culture of accountability.
- 4. Enhance Leadership Presence & Authority**– Cultivate executive presence, boost personal brand, and lead teams with conviction.
- 5. Practical, Hands-On Learning**– Engage in real-world case studies, role-plays, and structured leadership exercises tailored to the banking sector.

Meet Your Expert Facilitators



Mr. Jaydeep Apte

Jaydeep is a seasoned leadership mentor and training consultant with 25+ years of experience in sales, leadership development, and behavioral training across top FMCG firms like GlaxoSmithKline, Henkel-Spic, and Hindustan Lever. He specialises in executive leadership, stakeholder management, strategic communication, and negotiation, helping professionals enhance their influence and decision-making. Jaydeep has successfully designed and delivered high-impact leadership and behavioral training programmes for senior executives across industries.

Dr. Neil is a seasoned leadership facilitator with over 30 years of experience in coaching, organizational development, and driving high-performing teams. Having held CXO roles across multiple organizations, he specializes in HR strategy, business growth, and leadership training. He has designed and delivered capability-building programmes for senior leaders in PSUs and leading banks like RBI and SBI. Additionally, he has led operations, P&L, and employee engagement initiatives at renowned healthcare institutions, including Hinduja Hospital and Kokilaben Dhirubhai Ambani Hospital.



Dr. Neil Sequeira



Programme Structure & Key Takeaways

Day 1: Achieving & Measuring Excellence in Banking Leadership

- Understanding Leadership in Banking: Shifting from Operational to Strategic Thinking
- The Metrics of Leadership Excellence: How to Define and Measure Leadership Success
- Driving Organizational Impact: Aligning Leadership Vision with Business Objectives

Key Takeaways:

Develop a leadership mindset focused on measurable outcomes, enhance strategic decision-making, and align personal effectiveness with institutional growth.

Day 2: Assertiveness & Confidence Building for Banking Leaders

- The Power of Assertive Communication: Balancing Authority with Approachability
- Navigating High-Stakes Conversations: Handling Difficult Stakeholders and Conflicts
- Strengthening Executive Presence: Projecting Confidence in Leadership Roles

Key Takeaways:

Cultivate self-assurance, improve stakeholder management, and master assertive leadership for high-impact communication.

Day 3: Emotional Intelligence for High-Impact Leadership

- Leading with Conviction: Managing Uncertainty and Decision-Making Under Pressure
- High-Performance Culture: Fostering Accountability and Ownership in Teams
- Personal Leadership Growth Plan: Identifying Strengths and Areas for Development

Key Takeaways:

Apply assertiveness and confidence to drive results, enhance resilience in leadership roles, and create a structured action plan for sustained excellence.



Commercials

The charges are Rs.15,000/- per participant per day, which includes accommodation for participants on a single occupancy basis, meal charges, classroom and other facilities.

GST, as applicable, will be additional.

Contact Us

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