



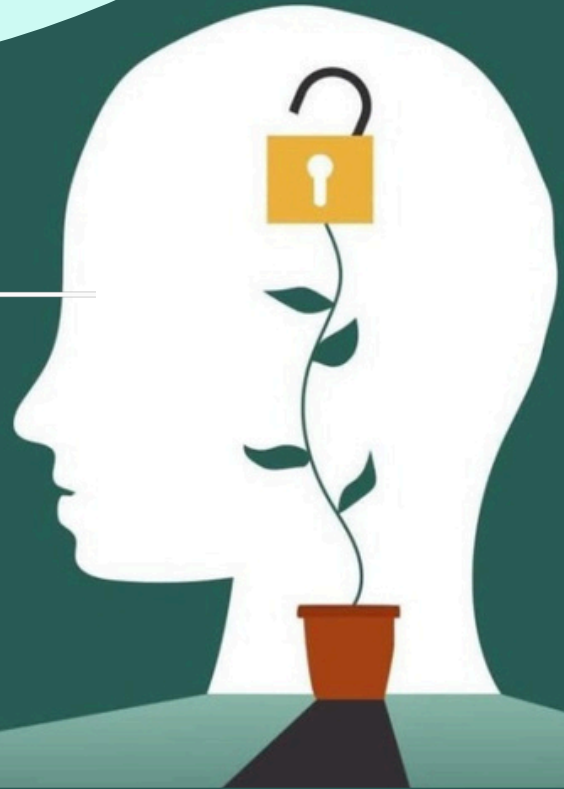
**TKM INSTITUTE OF
MANAGEMENT**



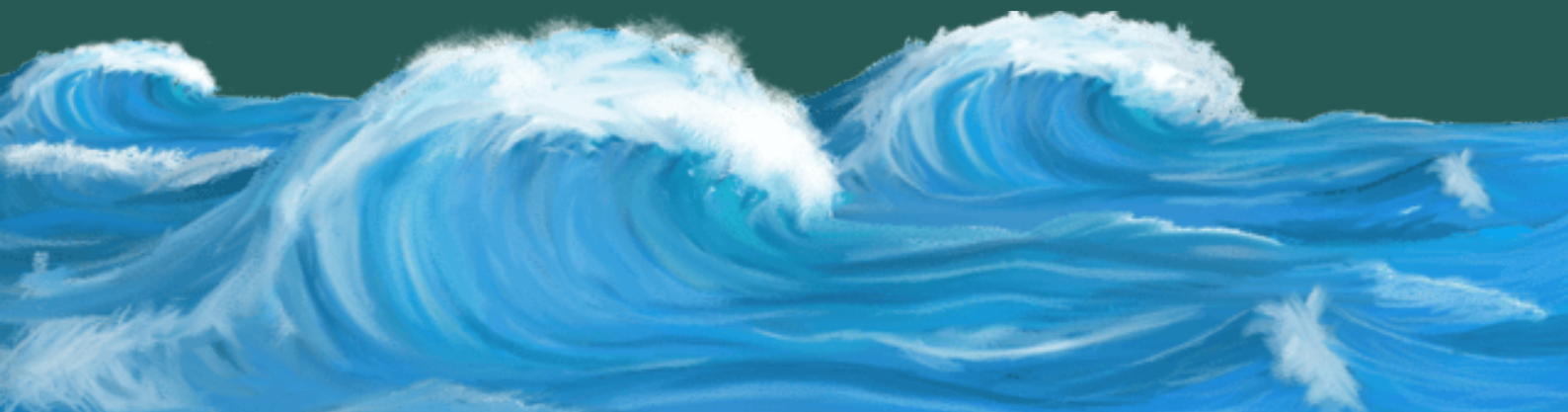
Management Development Programme

Unlock your Potential : An introduction to Neuro Linguistic Programming

8th November 2025



Neuro Linguistic Programming (NLP) is a powerful and practical approach to personal change and a new technology of achievement. It is about how the brain works, people think, feel, learn, motivates themselves, interact with others, make choices and achieve realistic goals. It helps in developing a better and healthier relationship and meaningful communication with the unconscious self and explores its unlimited resources with which one can live his life worth fully





TKM INSTITUTE OF MANAGEMENT

TKM Institute of Management (TIM), located at Musaliar Hills, Ezhukone, near Kollam, is one of Kerala's premier B-schools. For over three decades, TIM has built a distinct reputation in management education through strong academics, industry linkages, placements, research, and community initiatives. Its MBA program, affiliated with the University of Kerala and approved by AICTE, has earned continuous NBA accreditation for three cycles. TIM has consistently nurtured competent professionals who hold key positions in leading organizations across India and abroad. The institute is one among the eight prestigious institutes coming under the Thangal Kunju Musaliar Trust established in the year 1956.



CENTRE FOR PROFESSIONAL DEVELOPMENT AND CONTINUING STUDIES

The Centre for Professional Development and Continuing Studies at TKM Institute of Management is a vibrant platform for continuous learning, professional excellence, and industry engagement. It offers Faculty and Management Development Programs on emerging topics for professionals across regions, along with certificate programs delivered independently or through collaborations with centres of excellence. By forging MOUs with institutes and professional bodies, it enables joint initiatives of mutual benefit. Its activities—guest lectures, TIM Talks, seminars, workshops, and applied projects—foster industry interaction, skill enhancement, and networking. With expert guidance and strong partnerships, the Centre empowers professionals to thrive in a dynamic world.

PROGRAMME OBJECTIVES

- Understand and produce positive change in your life and others around you. Explore your hidden potential and get aligned with the larger self.
- Re-engineer the map/model of reality created by yourself, rewrite your mission and visualize a new world.
- Be aware of more and more choices and possibilities, get motivated and fulfill your desires.
- Perform effective mind reading and understand the feelings/behavioral patterns of others for effective people management.
- Eliminate your fears and phobias and build more self-confidence and self-appreciation.
- Learn unique therapies like Anchoring, New Behavior Generator, V-K Dissociation, Positive Message Programming and much more... which can be applied to yourself and others.

CONTENTS OF THE PROGRAMME (TOPICS COVERED)

- Introduction to NLP
- Presuppositions of NLP
- Accessing Cues
- Anchoring
- New Behavior Generator
- Visual-Kinesthetic Dissociation
- Positive Message Programming

BRIEF PROFILE OF THE RESOURCE PERSON (FACULTY PROFILE)

Dr. Santhosh VA is an accomplished academic administrator, professor, trainer, psychotherapist, and author. A Ph.D. holder from the University of Kerala with over 15 years of post-doctoral experience, he has guided five research scholars to their PhDs and published extensively in reputed journals, edited volumes, and conferences. He authored the book *“Hallucinations of Differently Abled Living Beings”*, co-edited two volumes, and contributed several scholarly chapters.

His expertise in behavioural science is enriched by mentorship under globally renowned experts. He is a Master Practitioner in Neuro Linguistic Programming (NLP), trained and certified by Dr. Richard (Dick) P. McHugh, and completed advanced NLP programs *“The Tools of the Spirit”* and *“The Health”* under him. He also earned the title of Master Trainer in NLP from Dr. Robert Diltz. Additionally, he is a certified Tai Chi Instructor, mentored by Dr. Paul Lam, and received training in Promotive Interventions for Youth and Cognitive Behavioural Therapy (CBT) from NIMHANS. Dr. Santhosh conducts training in diverse behavioural areas including Emotional Intelligence, Transactional Analysis, Stress Management, NLP, Enneagram, Time Management, Psycho Cybernetics & Goal Setting, Leadership Development, Team Building, Interpersonal Relationship, and Time Line Therapy.

His academic background includes a postgraduate degree in Counselling and Psychotherapy, a PG Diploma in Marketing Management, UGC-NET qualification, and certifications as an Accredited Management Teacher and Certified Management Trainer from AIMA, New Delhi. With over a decade of leadership experience, he has served as Associate Dean, Dean, and currently, Director of TKM Institute of Management.

TARGET AUDIENCE

This program is recommended for Trainers, Managers, Executives, Teachers, Consultants, Lawyers, Doctors, HR Professionals, Sales People, Entrepreneurs and Housewives.

METHODOLOGY

- Instruction Modeling
- Role Play
- Experiential learning
- Reflective Practice



DATE & TIME
8th November 2025
10.00 AM to 04.00 PM

REGISTRATION FEES
Rs. 2000/-
Discount Policy for MDP/FDP
10% Discount for registrations done
before 31st October 2025.

Contact Details :
Dr. Santhosh V.A
9447716071
director@tkmim.ac.in

FDP & MDP CALENDAR 2025 - 2026



1	UNLOCK YOUR POTENTIAL: AN INTRODUCTION TO NEURO LINGUISTIC PROGRAMMING DR SANTHOSH V. A	08-11-2025
2	BRAND BUILDING: THE MANTRA FOR SURVIVAL DR. THOMAS MICHAEL	29-11-2025
3	FUTURE READY SCHOOLS: FOSTERING ENTREPRENEURSHIP AND INNOVATION PROF. AZHAR BASHEER	06-12-2025
4	PROCESS INNOVATIONS FOR BUSINESS EXCELLENCE IN A RAPIDLY CHANGING ENVIRONMENT DR. A. VISWANATHAN	17-01-2026
5	BUILDING COMMUNICATION COMPETENCY: FDP ON INTERPERSONAL COMMUNICATION & NON-VERBAL CUES PROF. KARTHIKA. M	31-01-2026
6	QUANTITATIVE DATA ANALYSIS TECHNIQUES USING IBM-SPSS STATISTICS PROF. ALEX KOSHY	14-02-2026
7	ENHANCING SALES SKILLS IN MODERN ERA PROF. ANIL KUMAR. R	28-02-2026
8	FINTECH INNOVATIONS & BEHAVIOURAL SHIFTS: THE FUTURE OF FINANCE PROF. NISHA. S	14-03-2026
9	EFFECTIVE TEACHING USING CASE METHODOLOGY PROF. T. ABDUL KARIM MUSALIAR	28-03-2026
10	TIME SERIES ANALYSIS FOR BUSINESS APPLICATION PROF. MILAN SAM MATHEW	11-04-2026
11	MASTERING PERSONAL FINANCE; BUDGETING, SAVING & SPENDING SMART PROF. RINCY RAJU	25-04-2026
12	ESG INTELLIGENCE: THE FUTURE OF RESPONSIBLE FINANCIAL RESEARCH. DR. ANJALY. H	06-06-2026
13	GAMIFICATION IN EDUCATION: TRANSFORMING TEACHING INTO AN ENGAGING EXPERIENCE PROF. CHANDINI DEV	20-06-2026
14	PROGRAMMING AND POWER BI PROF. ARATHY. A	11-07-2026
15	REDESIGNING CLASSROOMS: A HANDS-ON FDP ON DESIGN THINKING & EXPERIENTIAL TEACHING PROF. SHAJIN. P	31-01-2026

**MDP & FDP
Co-ordinator**

**Dr. Thomas Michael Professor &
Dean, TKMIM.
+91 9443441979
thomas.michael@tkmim.ac.in**

For more details scan

