

FAI/NR/TP
27th December, 2022

Dear Sir,

**Sub: FAI-NR Training Programme on
“Improving Professional and Personal Effectiveness” at Jodhpur**

FAI-Northern Region is organising a residential training programme on "Improving Professional and Personal Effectiveness" during February 27 to March 2, 2023 at Hotel Zone by The Park, “Jawahar Tower” 29, Light Industrial Area, Tiraha, Jodhpur, Rajasthan.

2. The programme is designed for the officers working in various disciplines including Marketing, Finance, Production, Promotion, Material Managements, Logistics, Agricultural Services, Public Relations, Secretarial, HRD and Information & Communication Technology.

3. To take advantage of this unique learning opportunity, kindly arrange to send the nominations from your organisation. We would appreciate to receive your nomination(s) by 14th February, 2023. A copy of the programme brochure containing the details is attached.

Thanking you,

Yours faithfully,



(Arvind Chaudhary)

Encl: a/a

FAI-Northern Region
Training Programme
on
Improving Professional and
Personal Effectiveness

February 27– March 2, 2023

Jodhpur, Rajasthan



THE FERTILISER ASSOCIATION OF INDIA
NEW DELHI

INTRODUCTION

Fertilizer sector is vital for Indian agriculture sector. Use of farm nutrients improves farm productivity and farmers' income. Professionals of various disciplines are involved in entire chain of production/import and supply of fertilizers. There are various disciplines for making fertilizers available upto the farmer level. These disciplines *inter-alia* are related to management of raw materials and production; import of raw materials/finished fertilizer products; logistics; marketing; extension services; finance; quality of fertilizers; human resource; development; etc. There is a need for upgradation of knowledge and skills of personnel engaged in all these functional areas.

This training programme has been specifically designed to provide suitable opportunity to the officers to update with recent developments in the areas of pricing and subsidy policies, production technology, logistics, marketing, use of new fertilizer products, FCO, etc. Programme also includes topics on improving soft skills for personal effectiveness. It is expected that the executives after undergoing this programme will be able to discharge their duties more efficiently.

In this context, **FAI-Northern Region** is organising a residential training programme on "**Improving Professional and Personal Effectiveness**" during **February 27 – March 2, 2023** at Zone by The Park Hotel, **Jodhpur**, Rajasthan.

TRAINING APPROACH

The training approach aims at stimulating individual thinking through presentations by experts and participative discussion. Case studies, group discussions and role playing are some of the techniques that will be used to stimulate and sustain the interest of the participants.

PROGRAMME CONTENTS

- An update of Pricing and Subsidy Policies for the Sector
- Fertilizer and Raw Material Scenario in India
- Salient Features of iFMS/DBT in Fertilizer Sector
- Improving Logistics Operations
- Fertilizer Marketing Strategies in the Changed Environment
- Development Strategy for Brand Equity
- Importance of Water Soluble Fertilizers in Indian Agriculture
- Role of Organic-based Fertilizers, Bio-fertilizers and Bio-stimulations in Indian Agriculture
- Nano Fertilizers in Agriculture and Marketing Strategy
- Prominent Features of FCO 1985 and Recent Developments
- International Trade and Port Operations
- Improving Productivity of Ammonia - Urea Plants
- Improving Productivity of Phosphatic Plants and Cost Optimization
- Soft Skills for Success
 - *Interpersonal Skills*
 - *Time Management*
 - *Effective Leadership*
 - *Team Building*
 - *Stress Management*

FACULTY

Faculty will consist of resource persons from the Fertilizer Industry, Government of India, the FAI and the Management/Professional Institutes.

TARGET AUDIENCE

The programme is designed for officers of the Marketing, Finance, Production, Material Managements, Logistics, Agricultural Services/Promotions, Public Relations, Secretarial, HRD and Information & Communication Technology in order to enhance their professional and personal skills related to this vital sector of the Indian economy.

DATES & VENUE

The dates for the residential training programme are **February 27 – March 2, 2023**. The venue of the programme is:

Zone by The Park Hotel

“Jawahar Tower” 29 (2-A), Light Industrial Area, Shakun Motors, Tiraha,
Jodhpur, Rajasthan

Mobile: 7230082330

Website: <https://www.zonebythepark.com/jodhpur-hotels/zone-by-the-park-jodhpur>

The participants can check-in in the hotel on the 27th February, 2023 after 1200 hours and will be required to check out on the 2nd March, 2023 by 1100 hours. Participants desiring to stay in the hotel before 1200 hours of 27th February, 2023 and or after 1200 hours of 2nd March, 2023 will be required to pay directly to the hotel as per the tariff rates agreed between the hotel and the concerned participants.

REQUEST FOR NOMINATIONS

We trust your organisation will be interested in nominating the officials to this important programme. Being a residential programme, we need to be very specific with the hotel about the number of participants. It is, therefore, requested that your nominations should reach us **latest by 14th February, 2023**. Early decision on nominations will also facilitate the participants to make their travel plan well in advance.

REGISTRATION

The registration fee is Rs. 21,500/- per participant on double occupancy basis and **Rs. 26,500/-** per participant on single occupancy basis. GST @ 18% will be applicable on the given rates. **Registration form** duly filled in along with the fee by Demand Draft / Bankers' Cheque in favour of **The Fertiliser Association of India** may please be sent to:

Mr. Harinder Kaushik

The Fertiliser Association of India – Northern Region
FAI House, 10, Shaheed Jit Singh Marg, New Delhi - 110 067
CIN U85300DL1955NPL002999

Mobile: 9818918688 • *Phone:* 011-46005226, 26567144 • *Fax:* 011-26960052, 46005213
E mail: nr@faidelhi.org, fainr2@gmail.com • *Website:* www.faidelhi.org

The payment can also be made by NEFT/RTGS transaction through Canara Bank; Branch: Jit Singh Marg, New Delhi; Saving Bank A/c. No.: 1484101006029; SWIFT / IFSC / RTGS: CNRB0001484 under intimation to us. FAI GSTIN: 07AAACT0097M1Z3

The registration fee for the participants covers programme fee, conference facilities, registration kit, reading materials, boarding & lodging. Expenses on room services are not the part of the package and the meal items in room, laundry charges, telephone calls, etc., will have to be paid by the participants themselves directly to the hotel before check out.

ADDITIONAL PERSON

Additional person(s), if any, staying with the participant will have to pay directly to the hotel for all the expenses to be incurred for such stay. The room availability is likely to be very tight during the programme. Therefore, participant intended to bring any additional person(s) is requested to inform us well in advance to enable us to make necessary arrangements and avoid any inconvenience.

ABOUT THE HOTEL

The historic sun city, with its golden sunsets and blue houses and many an adventure waiting in the wings welcomes you. What better place to be than the Zone, where we put you at the centre of everything that matters. The centre of work and play. And plenty in between.

Zone by The Park is just where you would need it - the nerve center of the city - with 90 guest rooms known as comfort zones, completely wired with distinctive amenities and plenty of creature comforts. As we say, social by design.



ABOUT THE CITY

Jodhpur, the second largest city in Rajasthan, is popularly known as the Blue City. The name is clearly befitting as most of the architecture – forts, palaces, temples, havelis and even houses are built in vivid shades of blue. The strapping forts that tower this magnificent city sum up to a spectacle one would not want to miss. The mammoth, imposing fortress of Mehrangarh has a landscape dominating a rocky ridge with the eight gates leading out of the fortress. The new city is located outside the structure. Jodhpur is also known for the rare breed of horses known as Marwari or Malani.

Jodhpur marks its origin back to the year of 1459 AD. The history of this prosperous city revolves around the Rathore clan. Rao Jodha, the Chief of Rathore Clan is credited with the origin of Jodhpur in India. The city is known to be built in place of the ancient capital, Mandore of the state of Manwar. Hence, the people of Jodhpur and surrounding areas are commonly known as Marwaris. Also, it is believed that the relics of Mandore can still be witnessed in the Mandore Gardens.

CONNECTIVITY

By Air - Daily flights available from all major cities.

By Rail - Jodhpur is well connected by rail mode.

By Road - Rajasthan State Road Transport Corporation runs comfortable deluxe & air conditioned buses from Delhi, Jaipur, etc. The roads are good and fairly comfortable.

WEATHER

Weather in Jodhpur during February-March is normally pleasant. Temperature can be between **15 °C** to **28 °C** and light woolen clothes may be required.



Mehrangarh Fort



Umaid Bhawan Palace



Jaswant Thada

**FAI-Northern Region Training Programme on
Improving Professional and Personal Effectiveness
February 27 – March 2, 2023, Jodhpur, Rajasthan**

Tentative Programme

Date & Time (hrs.)	Topics
27th February, 2023 (Monday)	
1300-1400	<i>Lunch</i>
1430-1500	<i>Registration</i>
1500-1600	Inaugural Session
1600-1630	<i>Tea</i>
1630-1730	An Update of Pricing and Subsidy Policies for the Sector
1730-1830	Fertilizer and Raw Material Scenario in India
1900-2200	<i>Dinner</i>
28th February, 2023 (Tuesday)	
0900-1000	Salient Features of iFMS/DBT in Fertilizer Sector
1000-1100	Improving Logistics Operations
1100-1130	<i>Tea</i>
1130-1230	Fertilizer Marketing Strategies in the Changed Environment
1230-1315	Development Strategy for Brand Equity
1315-1400	<i>Lunch</i>
1400-1445	Importance of Water Soluble Fertilizers in Indian Agriculture
1445-1545	Role of Organic-based Fertilizers, Bio-fertilizers and Bio-stimulations in Indian Agriculture
1545-1615	<i>Tea</i>
1615-1700	Nano Fertilizers in Agriculture and Marketing Strategy
1900-2200	<i>Dinner</i>
1st March, 2023 (Wednesday)	
0900-1000	Prominent Features of FCO 1985 and Recent Developments
1000-1100	International Trade and Port Operations
1100-1115	<i>Tea</i>
1115-1215	Improving Productivity of Ammonia - Urea Plants
1215-1300	Improving Productivity of Phosphatic Plants and Cost Optimization
1300-1400	<i>Lunch</i>
1430-1800	<i>Sight Seeing</i>
1900-2200	<i>Cocktails & Dinner</i>
2nd March, 2023 (Thursday)	
0900-1030	Soft Skills for Success
	<ul style="list-style-type: none"> • <i>Interpersonal Skills</i> • <i>Time Management</i> • <i>Effective Leadership</i>
1030-1045	<i>Tea</i>
1045-1215	<ul style="list-style-type: none"> • <i>Team Building</i> • <i>Stress Management</i>
1215-1300	Valedictory Session
1300	<i>Lunch</i>

ADVISORY FOR PARTICIPANTS REGARDING COVID-19

- 1. Government of India/State Government guidelines of COVID-19 to ensure health & safety of the participants will be adhered to in every respect. Participants are required to adhere to the Guidelines to ensure safety & health of their own and fellow participants.**
- 2. Participants must maintain social distance starting from point of check-in the hotel till his/her check-out from the hotel.**
- 3. Participant must bring their own mask, gloves, hand sanitizer.**
- 4. The temperature of participant will be checked at the entry (check-in) to the hotel and conference hall (daily) via Thermo Gun. Further, if any participant has cough, fever, breathing problem, etc. he will immediately inform reception staff of Hotel and staff of FAI.**
- 5. Participants need to follow directions given by the hotel/organisers during the programme.**
- 6. Participants will be required to wash their hand frequently with soap and also with hand sanitizer before entry in conference hall/restaurant. Hand sanitizer will be available at various locations in the hotel.**

REGISTRATION FORM

Mr. Harinder Kaushik

The Fertiliser Association of India - Northern Region

FAI House, 10, Shaheed Jit Singh Marg

New Delhi – 110 067

CIN U85300DL 1955NPL002999

Mobile: 9818918688, Tel.: 011-46005226; 26567144 Fax: 011-26960052, 46005213

E-mail: nr@faidelhi.org; fairn2@gmail.com

Dear Sir,

Please register following officers from our organisation for FAI – NR Training Programme on **“Improving Professional and Personal Effectiveness”** to be organised during **February 27 – March 2, 2023** at Hotel Zone by The Park, “Jawahar Tower” 29 (2-A), Light Industrial Area, Shakun Motors, Tiraha, **Jodhpur**, Rajasthan.

S. No.	Name	Designation	Occupancy (Single/ Double)	Mobile/ Phone	E-mail ID	Address
1.						
2.						
...						
...						
10.						

Enclosed please find a banker's cheque / draft No.dated for Rs.in favour of **The Fertiliser Association of India**, payable at New Delhi towards registration fee.

NEFT/RTGS details: Bank Name: Canara Bank; Branch: Jit Singh Marg, New Delhi; Saving Bank A/c. No.: 1484101006029; SWIFT / IFSC / RTGS: CNRB0001484

Registration Fee is as below:

- (i) Double occupancy @ Rs. 21,500/- plus 18% GST per participant
- (ii) Single occupancy @ Rs. 26,500/- plus 18% GST per participant

Details of Nominating Officer:

Name & Designation: Signature:

Organisation:

Address:

Mobile / Phones:

GST No.:

E-mail ID:

Photocopies can be used, if additional forms are needed.

You may also e-mail the filled in Registration Form to **nr@faidelhi.org; fairn2@gmail.com**