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### **CGN ties up with TPI**

Special Correspondent

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- *Focus on performance enhancement techniques*
  - *Curriculum will comprise seminars, workshops*
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CHENNAI: CGN & Associates of the U.S., a business performance consulting company, has tied up with Seattle-based The Pacific Institute (TPI) to introduce the latter's performance enhancement techniques in India. The TPI curriculum will focus on aligning human operating systems to an organisation's business systems. This will be achieved by unifying and integrating the organisation's mission, vision, goals and people practices. The two have formed a new entity in the name and style of TPI-India, which will function in close co-ordination with the Indian operations of CGN.

The curriculum will comprise seminars and workshops on performance enhancement techniques. The programmes are aimed at improving 'people performance' and are based on research in cognitive psychology and social learning theory, says a release.

The Pacific Institute India will have Kris Arvind as its Managing Director. TPI India will have a 20-member team in Chennai. The first organisation to offer the TPI curriculum in India is the Indian Institute of Public Administration (IIPA), which has signed a memorandum of understanding to run the curriculum in the 12 IIPA centres. Companies such as HP and NTPC have also shown interest in the TPI curriculum.

"The conventional methods of improving the performance are unlikely to yield results in today's competitive business environment. TPI feels that employees must be helped to grow in the organisation the way they want. This will ensure that they remain a part of the company and perform better," says Seshadri Guha, Chairman of CGN & Associates, Inc. (TPI-India's parent company).

In an interaction with this correspondent, he said, CGN Business Performance Consulting was well positioned to help the Indian businesses innovate and compete in the global marketplace.

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