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del Sacro Cuore

The Human Side of Business

PROF. BRIAN GROVES

Area of study:	Business and Economics
Area Code:	IB/CM360
Method of Instruction:	In-person

Description

“Playing small, hiding our potential, for fear of failing or even fear of succeeding in some cases, does a disservice to both ourselves and our role. Work gives us an opportunity to stretch out towards our desired goals and many times actually reach them.” Brian Groves, *Personal performance potential at work*.

Spotlighting personal performance while exploring aspects of potential, the course focuses on the human side of business, so often ignored in more traditional business courses, for the sake of understanding how we can live our potential in the world of work.

Course objectives can be synthesized as follows:

- Be aware of the positive, and profitable, impact ‘being human’ at work can bring;
- Develop an understanding of the passion economy;
- Examine aspects of business from a perspective of collaboration rather than competition;
- Explore and enhance personal potential;
- Prepare and present an example of one’s personal potential lived to the full.

Course contents

- Adding value to organizations by ‘being human’
- Colleagues as family
- Excellence of performance
- Living one’s potential in the world of work
- Soft skills as hard business practices
- The Passion Economy as defined by Adam Davidson
- Three mini case studies: Antica Pasticceria San Biagio snc, FAS SpA, and Olivetti SpA

Prerequisites

The course is an introduction to the human side of business and does not require any previous knowledge of the material to be covered. Curiosity towards ‘living one’s potential’ will be a facilitating factor in obtaining the most from the sessions.

Method of instruction



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Together with traditional front-of-room lectures coupled with MS PowerPoint input, the learning process is supported by stimulating experiential learning and interactive coaching exercises, short videos, small group work, pair work and group discussions.

Course requirements

Students are required to:

- a) Attend in class and actively participate in the class lessons;
- b) Create, in MS PowerPoint, a five-minute end-of-course presentation, highlighting an example of their personal potential being lived to the full (from the world of study, work, or life in general). The presentation should be submitted for viewing during the scheduled 'Class presentations' lesson(s);
- c) Take an end-of-course two-part (open book) written exam during the scheduled 'Final exams' lesson.

Credits

6 ECTS

Grading

Engagement with the lessons	10% of final grade
Class presentation	30% of final grade
Final written exam	60% of final grade

Course readings and materials

Essential reading list:

Groves Brian, *Personal performance potential at work* (EDUCatt publication).

Material for the coaching exercises and the course slides will be available on Blackboard.

Instructor bio

Brian Groves DipM FCIM Chartered Marketer, CTI-trained Co-Active Coach, Freelance Trainer and Author has supplied to date over 15,900 hours of professional and personal development to a portfolio of corporate and individual clients.

Past clients include: ARCA SGR SpA, Compaq Computer SpA, Credit Suisse First Boston, Dell SpA, Escada Italia Srl, Fideuram Capital SpA and Luxottica Group SpA.

As an Adjunct Professor, in addition to the course *Personal marketing: performance skills at work*, Brian teaches the Università Cattolica's International Curriculum graduate courses *Leadership coaching: bringing potential to the stage of work* and *The human side of business*, plus the course *Mentoring success: the stage of work*, being part of the Università Cattolica's International *Internship Program*.

Between 2009 and 2018, he taught the postgraduate interfaculty (Arts and Philosophy, Economics) course *Training through drama and coaching for work* as part of the Università Cattolica's Corso di Laurea Magistrale CIMO offering. In 2012, as a Visiting Professor, he taught his course at the Pontifical University of John Paul II in Krakow, Poland.



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Born in Brighton, England, he started his career in the corporate worlds of London and Brighton working in finance and banking. Putting aside the suit and tie, he then experienced a different perspective of life as a kibbutz volunteer, based near Haifa, Israel, for six months.

After residing in Milan for many years, he currently lives in Modena, Italy. A passion for music, sport, and the theatre, examples of channelling the power of preparation and practice into peak moments of performance, have accompanied him throughout his journey to now.

To date, he has published 27 books uniting coaching, performance and work, plus more recently, inspirational and haiku poetry. A keen blogger, Brian's 1,325+ postings regarding professional and personal development can be read at <http://bgdtcoaching.wordpress.com> and feel free to connect with him on Instagram and Twitter: @bgdtcoaching

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