



Samsonite & Colorplus store - KVM

<i><u>In this Issue</u></i>	<i><u>Page No</u></i>
Recognition	2
CSR Activity	3
Article	4
Birthday Buddies	6
New Joiners	6
Target Achievers	7
Careers @ Europa Group	10
New Offers	10

Editorial Team

Sasikumar
Gomathy
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Recognition

Tata Capital, a member of the TATA group has recognized Europa Group as their Valued Customer. This award is in recognition of our promptness in payments as well as maintenance of high accounting standards. The award was handed over to our MD at the Taj Coromandal on 22.01.2010 by the Business Head of Tata Capital.

Credits to our **"Finance & Accounts Team"** for the job well done.



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CORPORATE SOCIAL RESPONSIBILITY

Europa's first CSR initiative triggered by WORLD OF TITAN - Kottivakkam team, conducted a voluntary blood donation camp on 8th February 2010, at Kottivakkam, LIONS CLUB of Velachery lends a hand for this camp. Europa's life saving activity carries out from Morning 9 o'clock to Afternoon 12 o'clock. The camp was inaugurated by our MD who started proceeding by donating blood. Totally 51 volunteers were participated in this camp including our staffs. Finally gift vouchers of WORLD OF TITAN - Kottivakkam and certificates were issued to all donors.

HATS OFF - WOT KOTTIVAKKAM Team



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ARTICLE

Play Hard – Sell Harder

Most times our daily morning meetings are filled with boredom and monotony. While store-managers are breathlessly discussing sales figures, SPTS , targets, BTL activities, Blue Book, promotions etc our team-members are either sleeping or thinking of the party they attended last night and every word vented out passionately by the manager goes above every one's head. How does one ensure that all team members are attentive enough and are geared up for the day's hard work?. In such situations nothing works as well as a good game or activity. Games and exercises help with stimulating the brain thereby improving retention of ideas, increasing fun and enjoyment. They also inspire people to see things differently, work as a team and use different thinking styles. Here are two games you can try out in your store meetings to keep boredom at bay. I am sure you will see a sea change in your team once you start trying different activities regularly.

Paper Tower Activity

A quick table-top exercise for individuals or teams

Issue a single sheet of paper to each group member (or one sheet per team if the exercise is to be played as a team game).

Instruction:

Using the sheet of paper only - no other materials - construct the tallest free-standing structure - in 5 minutes.

Points to review (by store manager):

Planning and timing - who planned and who ran out of time?

Pressure - what were the effects on people and performance from the pressure of time?

Innovation - what innovative ideas were devised?

Risk - what observations could be made about high-risk and low-risk methods/approaches?

Learning

Would each team/individual be able to improve their result at a second attempt? Discuss how and why, and the value of experience.

Variations that can be tried out

If the whole group were to be given the task to build a single tower what ideas would be combined, and what does this tell us about the power of collective ideas?

The exercise can be adapted to suit your situation, for example giving group members 15 minutes for the task and issuing an extra practice sheet of paper will increase the depth and complexity of the task and the review.

Drawing game

A quick flexible exercise for individuals and teams.

Equipment required: Pens/pencils and paper.

Split the group into teams of three.

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Instruction to group:

One person in each team starts by drawing a shape or outline.

The drawing is then passed to the next team member who must add to the drawing. And so on.

Time spent by each person in turn on the drawing is limited to 5 seconds. (The facilitator can shout 'change' when appropriate.)

No discussion is permitted during the drawing, nor any agreement before the drawing of what the team will draw.

The drawing must be completed in one minute.

After one minute of drawing each team must agree privately a description (maximum three words) of what they have drawn, and pass this to the store-manager, to be referred to later. Teams must identify their drawing with a team name.

The drawings are then passed around the group for each team to guess and write on the reverse of other team's drawings what they believe the drawing is or represents.

Teams are not permitted to look at the reverse of the drawings (at other descriptions guessed) until they have decided on a description.

Drawings are awarded two points for each exact correct description achieved, or a point for a partly correct description.

Teams are awarded two points for each correct description guessed, or a point for a partly correct description guessed.

If you score the exercise, ensure teams are instructed to put their team name on their drawing, and alongside their guessed descriptions on the reverse of all other drawings.

Final review by the store manager

- What factors enabled teams to produce recognizable drawings?
- What factors led to drawings being unrecognizable?
- Are 'drawing' skills especially helpful in this exercise, or are other capabilities more significant?
- What does this exercise demonstrate about mutual understanding and how to achieve it?
- What obstacles to understanding and teamwork does this activity illustrate?

Variations that can be tried out:

Teams can be told to agree what they are to draw at the beginning of the exercise.

Deduct ten points for teams drawing any of the following 'obvious' subjects: cat, house, car, man, woman, spacecraft, etc.

Award bonus points for teams drawing anything different and yet recognizable, especially if resulting from no prior discussion,

When the facilitator calls out 'team change', one person and the drawing must move to a different team, (which is similar to certain changes that happen in real organizational scenario).

Please try out these games and give me feedback on how it has affected (positively or negatively) your team-meetings and the attitude of the team as a whole.

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BIRTHDAY BUDDIES

Name	DOB	Designation	Location
R. LOGENDRA BABU	1st Feb	CSA	ADIDAS - VELACHERY
M. VARUN	1st Feb	AREA MANAGER-OPRS	CORP. OFFICE-RETAIL OPERATIONS
K. PRABHU	4th Feb	CSA	LEVIS - SPENCER PLAZA
R. RAJASEKAR	5th Feb	CSA	PETER ENGLAND - VELACHERY
R.J.MOHAMMED RIYAZ	6th Feb	AUTID ASSISTANT	CORP. OFFICE-AUDIT
JAYAKUMAR, T.	7th Feb	SR.STORE MANAGER	TITAN - SPENCER
VENKATESAN, K.	10th Feb	TAILOR	LEVIS-SPENCER PLAZA
E. AZEEMULLAH	21st Feb	CSA	ADIDAS-SPENCER
R. BALAKRISHNAN	22nd Feb	FRONT DESK EXECUTIVE	TITAN - VELACHERY
SANKAR GANESH, K.	25th Feb	CSA	EUROPA-NM ROAD

NEW JOINERS

NAME	DOJ	DESIGNATION	LOCATION
S. RAGURAMAN	04/01/2010	CSA	EUROPA - NANGANALLUR
K.DHANASEER	06/01/2010	CSA	ADIDAS-SPENCER
M.JAFAR BASHA	06/01/2010	CSA	ADIDAS - CITI CENTRE
K.SENTHIL KUMAR	09/01/2010	CSA	NARATANS-ADIDAS
P.DHAMODHARAN	10/01/2010	CSA	EUROPA - AMBATTUR
G.SATHISH KUMAR	10/01/2010	CSA	EUROPA - AMBATTUR
S.SENTHIL KUMAR	11/01/2010	CSA	EUROPA-NM ROAD
A.PERUMAL	11/01/2010	CRO	NARAYANS-TITAN
D.BALASUBRAMANIAN	11/01/2010	Sr. OFFICER -ACCOUNTS	CORP. OFFICE-ACCOUNTS
A.RIZVANUL JAMAN	12/01/2010	CSA	LEVIS-SPENCER PLAZA
AJEESH.P.K	14/01/2010	CSA	EUROPA - NANGANALLUR
S.SHANKAR	14/01/2010	CSA	ADIDAS-NBAKKAM
N.RAJAN	17/01/2010	CSA	EUROPA - AMBATTUR
R.J.MOHAMMED RIYAZ	17/01/2010	AUDIT ASSISTANT	CORP. OFFICE-AUDIT
G.BHASKAR	19/01/2010	TAILOR	EUROPA-NM ROAD

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JANUARY 2010 TARGET ACHIEVERS

STORE NAME	LOCATION
EBO	
FASTRACK	ANNA NAGAR
ADIDAS	SPENCER
ADIDAS	NUNGAMBAKKAM
ADIDAS	CHENNAI CITI CENTER
ADIDAS	VELACHERY
LEVIS	RK SALAI
LEVIS	PONDY BAZAAR
MBO2	
SAMSONITE	VELACHERY
SAMSONITE	KOTTIVAKKAM
MBO	
EUROPA DISCOUNT STORE	VELACHERY
EUROPA DISCOUNT STORE	AMBATTUR
EUROPA DISCOUNT STORE	VADAPALANI
EUROPA DISCOUNT STORE	NM ROAD
EUROPA DISCOUNT STORE	NANGANALLUR
EUROPA DISCOUNT STORE	KOTTIVAKKAM
JEANS FACTORY OUTLET	VELACHERY
PETER ENGLAND	VELACHERY

World Of Titan – Kottivakkam, have achieved a landmark sale of one Lakh in Service Dept for the month of January 2010.

All time high sale achievers enjoy the fruits of their hard-work (**Levis RK Salai, Fastrack Anna Nagar & Adidas Nungambakkam**).

On behalf the Management, We congratulate all the stores who have achieved their monthly target and wish them to continue the same momentum in the months to come.



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ADIDAS – CITI CENTER store has received CHAK DE PHATTEY certificate from “**ADIDAS – New Delhi**”. We appreciate the commendable performance of the team...the major highlight is the only store has achieved the Q-3 target among all the other stores in **south India**.

“Keep Rocking Guys”



This certificate is presented to

adidas exclusive store - Citi Center, Chennai [M/s Vashnavies]

for achieving the 'Chak de Phathey' Quarter III sales target of 2009.


Andreas Gellner
Managing Director


Neerendra Singh
Director Retail

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Careers @ Europa Group

Following are the vacant positions to be filled, please refer your friends/ acquaintance to get rewarded

- Customer Service Associate – Showroom Sales
- Showroom Manager

your
bright
future