

Essential LEADERSHIP SKILLS FOR MANAGERS

Tue, 25 February, 2020 | Karachi Marriott Hotel

Thu, 27 February, 2020 | Faletti's Hotel, Lahore

09:00 am - 05:00 pm

COURSE OVERVIEW:

The program on "Essential Leadership Skills for Managers" has been exclusively designed keeping in mind the challenges faced by managers.

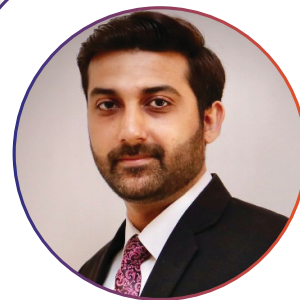
In this program they identify their own leadership style along with the introduction to "Blue Ocean Leadership". The Blue Ocean Leadership grid consists of the following four steps:

1. **Focus on acts and activities**
2. **Connect leadership to market realities by engaging people**
3. **Distribute leadership across different management levels**
4. **Pursue high-impact leadership acts and activities at low cost**

Communication with team is vital for the goals and tasks to be completed on time and the outcome should be the one expected by the managers. For this, WHWW model (What, how, who and why) has been introduced in the program and the participants will learn and practice this model through role plays and group discussions.

It has been observed in the corporate world that feedback culture often backfires, demotivates employees and disturbs the working relationship among colleagues. The challenge is not giving or receiving feedback but, the way it is given and received. For this, Cloud model is introduced in this workshop and will be explained through story telling technique. Also, participants will understand the difference between observation and inference and will be filling a questionnaire to see where they stand.

A manager's behaviour has a very lasting impact on the organisation's culture and its employees. We will discuss on how to manage unconscious bias and will also discuss and share examples on unconscious bias in corporate world.



MOHSIN AHMAD BHATTI
Learning & Organizational development
Certified Corporate Trainer
Rotarian | Toastmaster | Entrepreneur

COURSE FACILITATOR

Training Methodology:



Questionnaire



PowerPoint slides



Flip Charts



Videos



Exercise / Activity



Group Discussion/
Brainstorming

Who Should Attend:

Management positions that will benefit from this workshop are newly appointed line managers, team leaders or junior managers or those in existing management positions looking to build their confidence. The size of the team that reports into the role can be anywhere between one and fifty. For team leaders attending, this course helps you recognise your skills in an organised and professional way.

Learning Outcomes:

- Understanding own leadership style
- Understanding Blue Ocean Leadership Grid
- Understanding what, how, who and why communication style
- Learn the difference between Observation & Inference
- Learning and applying Cloud Model
- Managing Unconscious Bias
- Understanding AAA Model (Acknowledge, Appreciate, and Advise)

Course Outline

- Introduction, objectives, and overview of the program
- Ice breaker
- **Leadership Style**
 - A Portrait of a leader
 - Questionnaire - Identifying different leadership style
 - Blue Ocean Leadership
 - The Blue Ocean Leadership Grid
- **Communication**
 - How do leaders communicate?
 - Cross culture communication**Communication Styles: A Self-Assessment Exercise**
 - ...What
 - ...How
 - ...Who
 - ...Why

- **Feedback**
 - Effective feedback statements
 - Observations V/s Inference
 - **Questionnaire**
 - Cloud model (developed by Mohsin Ahmad Bhatti)
- **Unconscious Bias**
 - Discussion on what is Unconscious Bias?
 - How do we develop it?
 - **Video**
 - Managing Unconscious Bias
- **Closing Exercise: Applying AAA Model**

About Course Facilitator:

Mohsin Ahmad Bhatti is a Management Consultant & Certified Corporate Trainer. Mohsin has worked on various value adding assignments for clients like: Novo Nordisk Pakistan, S & P Global, Indus Motors Company (Toyota), Syngenta Pakistan Ltd, Transworld, Telenor group, GroupM, Beacon house school system, British tobacco Company, Port Grand, Pakistan Tele-Communication Ltd (PTCL), Higher Education Commission Pakistan & USAID.



Mohsin has studied and worked in United Kingdom (UK) for eight years and was associated with various firms that includes; Costa Coffee, Planet Organic Ltd, British Gas, and Shaz Consultants. He graduated from University of Wales, having majors in business management. His voluntary experience includes, conducting sessions in SZABIST Karachi, ILMA University, PAF KIET, Muhammad Ali Jinnah University, Sindh Agriculture University Jamshoro, Dow University of Health Sciences and fund raising campaign with Red Cross (UK). Mohsin is also an entrepreneur and has a startup by the name of "Markhor Events" –an event management company.

REGISTRATION DETAILS

Regular Tuition Fee: **Rs. 25,000**+GST per participant
Includes courseware, certificate, lunch, refreshments and business networking.

Group Discount: ***10% Discount**
on 2 or more nominations from the same organization
(For larger groups, please send us a note at info@terrabilzgroup.com)
***15% Discount** for the members of ICAP, IIA, ICMAP, and MAP
Last date to avail any discount is Thursday, February 20, 2020

For registration(s), send us your
Name, Designation, Organization, Mobile, E-Mail and Postal Address to register@terrabilzgroup.com

Further information please call
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Mobile: 0300 213 3849 **Phone:** (021) 3480 1888 / 3483 3775
Email: register@terrabilzgroup.com

Terrabilz Cancellation Policy: For cancellations made in the 7 working days to the workshop, no refunds will be given. Cancellations must be confirmed by email. Substitutions may be made at any time.

On-site & in-house training

Get these courses delivered how you want, where you want, when you want – and save up decent amount! If you have 10+ employees seeking training on the same topic, please talk to **Mohammed Phaysal** at +92 300 213 3849 or send an email at phaysal@terrabilzgroup.com