



Training | Conferences | Events | Publications

Karachi
April 23, 2007
Marriott Hotel, Karachi

Timing
9:00 am to 5:00 pm

POWER TALK

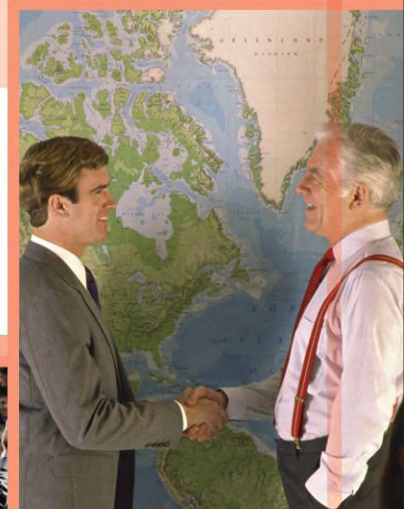
Make things go **YOUR** way!

A one-day workshop that will take
your persuasion skills to a whole new level.

Facilitated by Saadi Insha

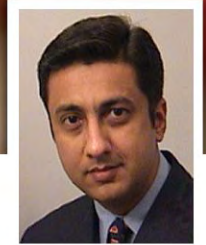
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Saadi Insha

Your Course Facilitator



A leading trainer and motivational speaker, Saadi is passionate about helping people reach their highest potential and become their best selves. Corporate participants have described his workshops as 'superb', 'inspirational', 'thought provoking' and 'outstanding'. He packs his trainings with rich, result oriented content, engaging activities and topical humor and is known for communicating with a zest and energy that is highly contagious.

Saadi's acclaimed public workshops, Maximize Your Potential, Breakthrough Thinking and Powertalk, have been attended by hundreds of managers of leading national and multinational organizations. He has conducted training sessions for Siemens, GlaxoSmithKline, Pakistan State Oil, Bank Alfalah and MCB Bank and has been invited as a Guest Speaker by various universities and professional forums.

Saadi is an MBA and a Gold Medalist from the IBA. A firm believer in continuous learning, he has attended numerous personal and professional development programs including training as a Trainer and Facilitator at the Singapore Institute of Management.

In February 2007, Saadi left a leading financial institution where he was Training Manager. He now works with organizations that wish to inspire, energize and empower their teams to reach new heights of achievement.

What previous delegates have said about **Power Talk**

Very useful and beneficial. Introduced new modern techniques specially on relationship building ..and product selling
MCB Bank Ltd.

Has opened up so many new avenues for me to concentrate and improve myself. Thank you very much Saadi for a fantastic workshop
Bristol-Myers Squibb Pakistan (Pvt) Ltd.

Simply amazing. I not only learned that words have a great amount of power built in them but also the manner to use this power in my social life
Agriauto Industries Limited

Dynamite!... Contents are remarkable!
Siemens Pakistan Engineering Co. Ltd

A remarkable workshop ... presenter had an aura of confidence and motivation in harmony with the workshop's theme ... very interactive ... felt that touch of individual attention. Wonderful job!
The Institute of Mind Sciences

It was superb! Lots of insights into how people can be influenced
British Council Management Development Services

Power Talk

Karachi: April 23, 2007
Marriott Hotel

About the workshop

Persuasion is the skill of the prosperous—our professional success, our personal relationships, our leadership potential and our income, all depend on our ability to persuade and influence others.

In today's competing corporate world, for managers to achieve their goals, they must be able to influence the behavior of their clients and their own client handling teams, through the Power of Persuasion.

This workshop, a fascinating tour of the inner workings of the human mind, peels away the mystery surrounding the psychology of influence and reveals how the world's most persuasive politicians, advertisers, sales people and spin doctors work their magic.

Participants will discover some of the most intriguing principles governing human behavior and will be equipped with simple yet massively powerful communication strategies to win people over to their point of view.

Key Points You Will Learn

- ✓ Maximize the impact of verbal and non-verbal messages
- ✓ Build instant rapport with anyone you meet
- ✓ Have people trust and like you instinctively
- ✓ Gain willing cooperation from others
- ✓ Lower resistance to your proposals
- ✓ Apply six powerful principles of successful persuasion
- ✓ Detect deceit, change a person's mind or control any situation through a series of simple techniques and tactics
- ✓ Avoid being taken advantage of or manipulated
- ✓ Influence and motivate anyone to your way of thinking

Course Outcomes



By the end of this course, you would have equipped yourself with the interpersonal skills required to obtain the optimum support / business from your internal / external customers.

**Make your proposals
IRRESISTABLE!**

For executives
who wish to
wield persuasion in
business & society

Who Should Attend

All
leaders
& managers
who would like to greatly
enhance their ability to
influence and persuade others.
Specially useful for those
working in Sales, Marketing,
HR and Public Relations.

Book Today!
Turn over for fee &
registration details



BRING
Power
Talk
In-house

Please contact
Muhammad Arif at
marif@octara.com or
call at 0300-8275091
for further details

Master persuasion techniques most people don't even know exist! Influence people in every area of your life.

Registration & Payment Options

- E-mail or Fax your nomination(s) to:
E-mail: register@octara.com
Fax: 021-4520708
- Send us your:
Name, Designation, Organization,
mailing address, phones, fax and e-mail
- Send your cheque in favour of
"Octara Private Limited" to:
Rizwan Ahmed Khan
Octara Private Limited
2/E-37, Block-6, P.E.C.H.S., Karachi.
Tel: 021-4534261, 021-4541353
Cell: 0300-8275351

Registration Note

Participation will be confirmed subject to receipt of payment.

Cancellations at least 10 working days prior to the course will be refunded in full. If a booking is cancelled 10 to 7 working days before a course, a Cancellation Fee of 25% of the course fee is payable. For cancellations made within 7 working days, no refunds can be given. Cancellations must be confirmed by letter, fax or email. Substitutions may be made at any time. Notwithstanding the above, delegates may transfer to another course to be run within 12 months

In the event of unforeseen circumstances, Octara reserves the right to cancel or postpone the event.

To receive this flyer by e-mail drop us a line at info@octara.com

To view reports on our past training workshops and events logon to www.octara.com

WORKSHOP INVESTMENT

1-3 nominees Rs. 6,500 per participant

4+ nominees Rs. 5,900 per participant

Includes course material, Octara certificate, lunch, refreshments & business networking



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Octara Private Limited is an independent enterprise and a Business Information Management company

of the Tranzum Group specializing in Corporate/Management Training & Workshops, Seminars & Conferences, Event Management, Publications and Public Relations.

Octara has to its credit events such as the landmark 10th Management Convention of Management Association of Pakistan, the 10th General Meeting of the Asia Pacific CSD Group, the Asia Pacific Telecommunity International Symposium, Valuing the People Factor Conference, Excellence Award Ceremonies of CFAAP, ITU World Telecom Day Conference, first international OHSE Conference, and numerous workshops and seminars with world-class speakers in Dubai, Karachi, Lahore and Islamabad.

In the UAE, Octara has partnered with organizations like Etisalat Academy for international and regional events. As a strategic partner to Leading Minds, Octara marketed in Pakistan the 2005 & 2006 edition of the annual event "Leaders in Dubai".

Octara manages TCS Private Limited's acclaimed flagship publication CONNECT, SHV Energy Pakistan's newsletter AATISH and other designing and publication requirements of clients.

Octara is about YOU, so help us help you find and nurture your inner strengths and realize your business ambitions today.

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فندق أبراج مكة هيلتون



Makkah Hilton & Towers

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Partners

Official Carrier



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Technology Partner

