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present

# Mind Openers for Managers



...turning ideas into action

by Haseeb T. Hasan CEO, Intek, UAE

## Key Benefits

- Develop skills by finding opportunities, within problems
- Sharpen Instincts and Intuition
- Enhance Creative /Analytical skills
- Deal with "Uncertainty" better
- Learn to overcome "Obstacles"
- Learn to see things "The Right Way" and eliminate "Stop signs"
- Avoid stagnation and take charge proactively at workplaces
- Be motivated and assume ownership of responsibilities
- Lead others effectively
- Re-ignite that inner motivation and fire in the belly

5 August 2008

Marriott Hotel  
Karachi

7 August 2008

Pearl Continental Hotel  
Lahore

Timing:

9:00 am to 5:30 pm

Register Online [www.octara.com](http://www.octara.com)

Tel: +92-21-4534261, +92-21-4536315, Cell: 0300-8275351, Fax: 021-4520708, 021-4546639, E-mail: [register@octara.com](mailto:register@octara.com)



## Hear what past participants have said about Haseeb Hasan



I believe each one of us contain school of thoughts hidden in us.

Some of us, who are aware of these thoughts, discover them and are able to express their thoughts and ideas completely as it is said a diamond is just an ordinary stone before being chiseled and these sort of trainings provide us with platform for chiseling and grooming ourselves.

Burgmann Middle East, UAE

This type of training should continue in future as well as they have a very positive effect on the organizational behavior

Mobilink, Pakistan

I have started collecting Mind-opener exercises from various sources and share them with my team to stimulate their minds and make them think out-of-the-box. Another thing which I am practicing from this workshop is to focus more on Value adding activities and stay away from time wasters.

Qatar Petroleum, Qatar

The entire session has added a lot of value, high standards, keenness and basic ethical principles in myself. Beside an obvious participation of entire team, the elegance of presenting slides and providing specifics appeared to be quite professional

GASOS, Abu Dhabi

Powerful interactive presentation. 1st half set the ground breaking fundamentals followed by role-plays to highlight execution of the skills learnt

Hub Leather, Pakistan



Your course facilitator

## Haseeb T. Hasan CEO, Intek, UAE

Educated in U.S.A. and having worked for almost two decades in Pakistan and Singapore; Haseeb is the driving force behind Intek with intense dedication towards improving personal and organizational performances. Haseeb brings with him extensive experience with organizations such as British American Tobacco, LU Biscuits and the Merrill Lynch, and is now considered amongst the new breed of dynamic “Management Trainers” blending practical concerns.

Driven by his mission in life, Haseeb embarked on establishing Intek, and imparting his techniques and skills to several fighting survivors of the corporate world. With a nine year track record, Intek [www.intekworld.com](http://www.intekworld.com) is a well established name in the area of Corporate Management Consultancy and Training with offices in Dubai, Singapore and U.S.A. Haseeb holds a wide portfolio of clientele with over 500 multinationals, private and government companies. Besides this, Haseeb also works on Life Skills development and has benefited numerous CEOs, politicians, celebrities, actors and singers with this training.

Being a Doctrate in Business Administration from U.S.A., Haseeb now resides in Dubai with his wife Zaufyshan (who is also a partner in training) and three teenage children.

## FEW TOP GLOBAL CLIENTS

Nestle

Gillette

Unilever

Ford (DXB)

ABN AMRO

GSK

Qatar Petroleum

Dupont

Siemens

Burj Al Arab

Coca Cola

Mashreq Bank

ICI Pakistan

GM Motors

Barclays Bank

Dubai Investment

Sony

Pepsi

Deutsche Bank

Bayer



# Mind Openers for Managers



Karachi : 5 August 2008, Marriott Hotel / Lahore : 7 August 2008, Pearl Continental Hotel

## Course Overview

Re-ignite that inherent 'creative spirit' with a bit of your 'inner motivation' and reap the rewards in the years to come. Many of us have drifted in a comfort zone due to our past successes and would like to "get back in action" with the same fervor that kept us abreast of others, once. Such is the inspiration behind this program. This workshop is a blend of Personal and Professional Excellence and will certainly add to the quality of life of the people who attend this interesting learning experience!

## Course Objective

- Management means "Action" - Not re-action
- The Status Quo - It's not good enough, anymore!!!
- Difference between "Creativity" and "Innovation"
- **How Creative are you in implementing your ideas? (Exercise based Session)**
- How to identify "What needs improvement"?
- Understanding the "Operational" vs "Innovation" cycle
- Values/Behaviors that support Innovation
- 5 Tests of initiative
- **Creative Growth Games**
- Obstacles to innovation and how to overcome them
- Controlling "Perception" to nurture a creative environment
- Managing Risk and Capacity to Experiment
- Dealing with "Uncertainty" and the "Unknown"
- "Problem Solving" and "Decision Making" skills
- "Mind Mapping Techniques" to enhance Creative abilities
- Cultivating IMAGINATION...
- Motivation - The key to your Success - Understand the De-Motivators
- Laws of Motivation, Internal vs External Motivation

### Additional topics to be covered:

Mind Mapping for Managers, Innovation, Imagery -- The key to Success, Intuition, Stress Release, Creative Thinking, Overcoming Obstacles.

## BRING In-house

# Mind Openers for Managers

These workshops can be customized to suit specific needs of your organization at significant savings! Please contact Muhammad Arif at [marif@octara.com](mailto:marif@octara.com) or call at 0300-8275091 for more details

The workshop focuses on the following seven mind sets that hinder creativity and innovation, in the shape of fun learning games called "Mind Openers"

### Mind-Set # 1

"There's nothing in that Idea" (Believing the obvious)  
How to see beyond the obvious (Exercises)

### Mind-Set # 2

"Can't see how it can be done" (Finding no way out)  
Removing self-imposed barriers (Exercises)

### Mind-Set # 3

"There's only one way to look at it" (Developing short sightedness)  
How to identify alternatives and options (Exercises)

### Mind-Set # 4

"Judgment on fact says it won't work" (Facts affecting judgment)  
Question whether facts are facts (Exercises)

### Mind-Set # 5

"It won't work if you do that, this happens" (Pattern Breaking)  
Breaking pre-conceived notions (Exercises)

### Mind-Set # 6

"It won't work when it comes to detail" (Too Complex)  
Ignoring the details to stay focused (Exercises)  
Taking a step back -- a bird's eye view

### Mind-Set # 7

"It's just impossible" (Negative biases)  
Finding ways to make it work (Exercises)  
You don't know what's possible until you try

## Who Should Attend

This Program is well suited to all functions and levels of management as it primarily deals in developing creative problem solving skills of participants and improving the quality of decisions thereof.

- Executives who wish to refresh their perspectives
- Business Development Managers seeking breakthroughs
- Marketing / Sales personnel who wish to excel in a highly competitive environment
- Managers who are constantly exploring deadlines and "Getting things done"
- Technical people with strong logical orientation who wish to enhance creative skills
- HR, Production, Financial, Commercial and R&D personnel desiring to improve processes



# Mind Openers for Managers

# Upcoming Courses:

## Registration & Payment Options

- E-mail or Fax your nomination(s) to:  
E-mail: [register@octara.com](mailto:register@octara.com)  
Fax: 021-4520708, 021-4546639
- Send us your:  
Name, Designation, Organization,  
mailing address, phones, fax and e-mail
- Send your cheque in favour of  
"Octara Private Limited" to:  
Muhammad Imran Anwer  
Octara Private Limited  
2/E-37, Block-6, P.E.C.H.S., Karachi.  
Tel: 021-4534261, 021-4536315, Cell: 0321-2670041

To receive this flyer by e-mail drop us a line at  
[info@octara.com](mailto:info@octara.com)

To view reports on our past training workshops  
and events logon to [WWW.octara.com](http://WWW.octara.com)

### Registration Note

Participation will be confirmed subject to receipt of payment.

### Cancellations

Our Cancellation Policy is activated as soon as an invoice is received by the client. Due to any reason if the client is not able to attend the workshop/conference, they may inform Octara Sales/Finance department in writing within 48 hours of the receipt of the invoice. In case of no intimation from your organization we reserve the right to claim the invoiced amount. Cancellations made 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.

## Workshop Investment (Per participant)

# Rs. 12,500/-

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

## 10% Group Discount

on 3 or more participants

Logistics Partner



Technology Partner



Official Carrier

**airblue**

Strategic Partner



Partners



*Culligan*



### Improving Sales Performance Through Effective Sales Leadership

Jerry Brown, UK

21 - 22 July 2008, Karachi



### Enhancing Peak Performance for Administrative Professionals

Zaufyshan Haseeb, UAE

5 August 2008, Karachi  
7 August 2008, Lahore



### Sell More, Sell Smarter

11 August 2008, Karachi

### How to Manage, Motivate and Lead a winning team

12 August 2008, Karachi

Michael Podolinsky, USA



### Towards Leadership

Paul Walsh, UK

18-19 August 2008, Lahore  
20-21 August 2008, Karachi



### Strategic Marketing Planning

Ian Ruskin Brown, UK

18-19 August 2008, Karachi



### Effective and Efficient Basel II Implementation

Tariq Ali, Bahrain

18-19 August 2008, Karachi



### Crisis Response & Communication Management

Jeremy Parsons, UK

29 August 2008, Karachi



### Creativity & Innovation for Business

20 November 2008, Lahore  
21 November 2008, Karachi

A Tony-Buzan Certified Program

### Coaching Skills for Improving Performance

17-18 November 2008, Karachi

Sandra Reeves, Singapore

\*The information in this calendar was correct at the time of publication but may be subject to change. Octara reserves the right to change the course, dates, content or method of presentation.