

# Emotional Intelligence for Leadership Excellence

February 21, 2017 - Karachi  
9:30 am - 5:00 pm

## Key Benefits

Through a blend of discussions, activities and case studies, participants will:

- ✓ IDENTIFY personal levels of Emotional Intelligence
- ✓ EXPLAIN the meaning of "Emotional Intelligence" and adopt a model for using the concept in personal and work lives
- ✓ APPRECIATE how Emotional Intelligence improves leadership effectiveness, decision-making, influence, relationships and career status
- ✓ INCREASE self-awareness by learning about emotions and patterns; the ability to act with intention; and the power of purpose
- ✓ IDENTIFY ways to leverage strengths / develop in areas for improvement
- ✓ DEVELOP a Professional and Personal Development Plan for improving and applying EQ on the job and in life generally

## Who Should Attend

- Leaders at all levels – experienced, as well as new managers
- High Value Individual Contributors and Team members who recognise the importance of people skills for outstanding performance

Course Facilitator:  
**John Bentley**



**PowerBase** Consulting  
Management & Leadership Consultancies



John has over 30 years of sales and general senior management experience, leading teams in Europe, the Middle East and Africa for multi-national companies including IBM, Hitachi Data Systems and Hewlett Packard.

He blends his extensive commercial experience with a passion for developing leaders and teams. His belief is that Emotional Intelligence is critical for sustainable success and this theme runs through his workshop and coaching programmes. The overall aim is to develop leaders who are able to create a context of trust in order to:

- Inspire deep motivation
- Achieve smooth execution
- Create effective teamwork
- Transform resistance in readiness for change

Aligned with organisational objectives and vision, John has assisted executives and senior managers across industries to improve their insight into leadership effectiveness by focusing on the 4 main areas of: Influence, Efficacy, Design and Direction. Similarly, he has worked with a range of professional teams focusing on Satisfaction, Business Agility, Results and Sustainability.

...only from Octara!!!

For Registration & Details:

Karachi: 021-34534261, 34536306, 34520092

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## Course Overview

Most managers have high levels of expertise on the technical side of their work, but significantly fewer have substantial training in the human side of the job – that is, dealing with people. This becomes vital when we consider that 80 – 85% of decisions are based on emotions; therefore, Emotions Drive People and People Drive Performance.

This stimulating workshop provides insights into the power of Emotional Intelligence and the tools which are essential for transforming managers into true leaders. The major focus is on the vital drivers of performance, balancing the operational and the people side and the outcomes required to move themselves, teams and organisations forward.

The programme is designed to provide participants with best-in-class leadership education and knowledge with a solid foundation of emotional intelligence and the latest research in neuroscience.

## Course Agenda

### EQ LEADERSHIP OVERVIEW:

- ▶ The business case and introduction to the EQ competencies which outstanding leaders possess

### THE EMOTIONAL INTELLIGENCE MODEL:

- ▶ Know Yourself: Increase self- awareness and develop the ability to decode the language of emotions and recognise how basic patterns can undermine or assist performance
- ▶ Choose Yourself: Increase the ability to assess options, build energy, optimism and the capacity to handle complexity and stress
- ▶ Give Yourself: Build relationships through empathy; develop a personal vision which motivates and engages

### WORKSHOP INCLUDES: DRIVERS OF PERFORMANCE

- ▶ Motivation - accessing internal energy
- ▶ Teamwork – increasing engagement
- ▶ Execution – Consequential thinking for effective decision making and operational efficiency
- ▶ Change- Recognising patterns which form obstacles to change
- ▶ Trust – Emotional building blocks for trust

### PERSONAL AND PROFESSIONAL DEVELOPMENT PLAN APPLYING EQ FOR SUCCESSFUL OUTCOME

## Workshop Investment

PKR 25,000

+ SST per participant



### FEE INCLUDES:

Course material, Certificate of attendance, lunch, refreshments & business networking

## 5 Easy Ways to Register



**Karachi:** 021-34534261, 34536306, 34520092

**Lahore:** 0302-8614556, 0302-8614628, 0315-8220416



**Fax:** 92-21-34520708



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## Payment:

A confirmation letter/e-mail and invoice will be sent upon receipt of your registration form.

**Note: Full payment must be received in advance to confirm enrollment.**

Send your cheque in favor of **Octara Private Limited**

To: **Muhammad Imran Anwer**

Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.

Tel: 021-34534261, 021-34536315, Cell: 0321-2670041

### Bring this program In-house

This workshop can be customized to suit specific needs of your organization which may lead to significant savings & avoiding pitfalls. Please contact **Jason D'souza** at [jason.bosco@octara.com](mailto:jason.bosco@octara.com) or call at 0332-2422732