

Leading for Results

by Saadi Insha

Leadership is lifting a person's vision to higher sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations.

Peter F. Drucker, Management Guru

21st October 2009, Sheraton Hotel & Towers, Karachi | 23rd October 2009, Pearl Continental Hotel, Lahore | 10:00 am to 5:30 pm

Introduction

It has been said that organizations today are over managed and under led. The ability to lead, though a critical managerial skill, remains vastly undeveloped. There is a dearth of individuals who can generate a willing commitment in their teams to achieve organizational goals and can inspire them to constantly push the envelope and become their best. As a result most organizations fail to realize their true potential.

The world's best companies on the other hand, relentlessly focus on developing leaders at all levels. They understand that leadership is not a title but a way of life, it is an attitude of mind as much as a set of skills - both of which can be acquired and improved with practice.

Leading for Results is an exciting workshop that unravels the attitudes which provide a foundation for leadership, teaches the specific behaviors demonstrated by outstanding leaders and perhaps most importantly, inspires participants to unleash their own dormant leadership potential.

Workshop Coverage

- ✓ What is leadership?
- ✓ Debunking common myths
- ✓ Difference between management & leadership, and the importance of both
- ✓ What do people expect and respect in a leader?
- ✓ Using power and influence positively
- ✓ Hidden opportunities for leadership in everyday activities
- ✓ Leadership style self assessment
- ✓ Developing the flexibility to match style to situation
- ✓ Building collaboration, teamwork and trust
- ✓ Focusing on 'doing the right things'
- ✓ Improving critical people skills

Methodology

This is a valuable learning experience that engages the participants throughout the day in various group based activities, role plays, self assessment exercises, open discussions and a high energy presentation by the facilitator.

Who Must Attend

This workshop is highly relevant for anyone who is responsible for driving or delivering results through people. The program content can be immediately applied by any leader including team supervisors, managers, junior executives and all emerging leaders or high-potential candidates.



Course Facilitator Saadi Insha

"I enjoyed the workshop. Saadi speaks with a lot of passion and it was good to hear it coming from the heart."
Chevron Pakistan

Being a trainer, seminar leader and motivational speaker, Saadi is passionate about helping people reach their highest potential and become their best selves.

Corporate participants throughout Pakistan 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. Amongst all, he is known for communicating with a zest and energy that is highly contagious.

Since 2001, Saadi has trained several corporate executives of leading national and multinational organizations. He has provided training services to his clients that include GlaxoSmithKline, Pakistan State Oil, State Bank of Pakistan, United Bank Limited, Bank Alfalah, Habib Bank Limited, MCB, Pakistan Petroleum Limited, Engro Polymer and Chemicals Limited, International Power Global Developments Ltd., Aga Khan University Hospital and Emitac (Dubai).

He has also been invited as a Guest Speaker by various universities and professional forums.

Saadi is an MBA and a Gold Medalist from the Institute of Business Administration. 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 MCB where he was the Training Manager to work as an independent Trainer. He now conducts public workshops and in-house trainings for organizations that wish to inspire, energize and empower their teams to reach new heights of achievements.

Workshop Investment

PKR **7,999/-** per participant

10% Group Discount on 2+ nominees

Course material, Octara certificate, lunch, refreshments & business networking

Registration & Payment Options

- E-mail or Fax your nomination(s) to:
E-mail : register@octara.com
 : octara@gmail.com
Fax : 021-4520708, 021-4546639
- Send us your:
Name, Designation, Organization,
mailing address, phone, fax and e-mail
- Send your cheque in favor 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

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

Registration Note

Participation will be confirmed subject to receipt of payment.

Octara Cancellation Policy

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 48hours 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.

Upcoming Programs Book your seat TODAY!

Powerful Public Speaking and Presentation Skills

Hassan B. Rizwan
13 October 2009, Karachi
16 October 2009, Lahore

Mastering Business Continuity Practices

Jim Truscott
23 October 2009, Karachi

The HR Balanced Scorecard

22 October 2009, Karachi
05 November 2009, Lahore

Creating ROI on HR Initiatives

23 October 2009, Karachi
06 November 2009, Lahore
Paul Walsh

Effective Business Writing

Moazzam Khan
November 2009, Karachi

Integrated Procurement and Supply Chain Management

Dr. Dermot Carey
November 2009, KHI & Lhe

Course |
**Creativity and
Innovation for Business**
November 2009, KHI & Lhe

Course ||
**Winning & Retaining Customers
in Tough Times**
November 2009, KHI & Lhe
Sandra Reeves

Appreciative Relationship Building
Baseer Sami
November 2009, KHI & Lhe

Effective Key Account Management
Ian Ruskin Brown
November 2009, KHI & Lhe

**IT Leadership Development
Program**
David McKean
November 2009, Karachi

**Salary Survey and
Job Evaluation Methodologies**
Rahim Shirazi
November 2009, Karachi

*Octara reserves the right to change courses,
dates, content or method of presentation.

Logistics Partner



Technology Partner



Strategic Partners



Partners



BRING In-house

Leading for Results

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact Mohsin Rahim at mohsin.rahim@octara.com or call at 0321-2133409 for more details