



# Emotional Intelligence for Leadership Excellence

October 16, 2019 - Karachi

## 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.

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 organizations forward.

The program 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.

## 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; 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 recognize the importance of people skills for outstanding performance

Course Facilitator:

**John Bentley**

Managing Director,  
PowerBase Consulting- Dubai



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 program.

Aligned with organizational 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.

## What Past Participants have said about John Bentley

“ John was very inspiring and excellent at getting the knowledge across. Overall the course was excellent  
**Khawar Feroz-GM Sales -MAL Pakistan**

John Bentley is an excellent trainer! Thank you Octara for conducting such a useful training session  
**Aneeq Khan- Area Manager- JAZZ ”**

## For Registration & Details:

Karachi: 021-34536306, 34547141, 34520093

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# Emotional Intelligence for Leadership Excellence

Develop the Critical Skills for Transformational Leadership

## 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 recognize 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 - Recognizing patterns which form obstacles to change
- ▶ Trust – Emotional building blocks for trust


### PERSONAL AND PROFESSIONAL DEVELOPMENT PLAN

### APPLYING EQ FOR SUCCESSFUL OUTCOMES EVERY TIME

### FEE INCLUDES:

EI Assessment, course material, certificate of attendance, lunch, refreshments & business networking

## 3 Easy Ways to Register

 021-34536306, 34547141, 34520093

 register@octara.com

 www.octara.com

### Payment:

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

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

Send your cheque in favor of **Octara Private Limited**  
To: **Umair Tariq** Admin & Account Executive  
Octara Private Limited - 1/E-37, Block-6,  
P.E.C.H.S., Karachi.  
Tel: 021-34520708, Cell: 0302-4599773

**PKR 36,500 + SST**  
(Fee per participant)

**NOTE: Inclusive of EI Assessment**

### 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 **Naveed Rahim** at [naveed.rahim@octara.com](mailto:naveed.rahim@octara.com) or call at **0334-3082767**