



# MANAGING AS COACH IN NEW NORMAL

September 24,  
2020  
Mövenpick Hotel  
Karachi  
9:30 am - 5:00 pm

## How to get Best Performance from Employees

### PROGRAM OVERVIEW:

After Technology, COVID-19 has disrupted not only economies but business-management practices! it has led to huge uncertainty and we know uncertainty leads to anxiety! Employees have experienced a gigantic shift; now they are learning how to adjust in, what we call 'New-Normal'.

This new reality has created demand for managers to move away from push-control-fear practices to a new model in which managers can provide psychological safety, support, hope and guidance. The NEW role of the manager is becoming that of a coach! Hence, COACHING has become an essential competency for managers not only to deliver business results, but also to bring out the best in talent, provide mental wellbeing, unleash energy and foster commitment.

### PURPOSE:

This workshop will enable you to Gain the skills, 'how to get best performance from Talent through effective and inspiring coaching in New-Normal'

### WHO SHOULD ATTEND:

- Managers of all levels
- Line Managers with responsibility for leading, managing and developing people
- Anyone wanting to enhance their people leadership skills as part of their ongoing personal development plan



Course Facilitator:  
**SHIRAZ AHMED**

- Executive Coach, Facilitator, Author, Public Speaker and Business School Faculty
- Coached and trained on Global Leadership Development and Executive Coaching programs by **ICF, CIRRUS, Mercer-Oliverwyman, IFC-Business Edge and British Council.**
- Since 2016, he is associated with **CIRRUS** and has coached senior executives and potential CEOs of Standard Chartered Bank from 10 countries of **ASA, APAC and MENA regions.**

**Shiraz** is an Executive Coach and Leadership Development Consultant. He has worked with professionals from 20+ countries from ASA, APAC and MENA regions on different projects.

He has trained and coached numerous mid-senior executives and CEOs successors from Fortune-500 company. He is IFC-Business Edge & USAID trained trainer. **Recently, he has coached CRO-ASEAN region based in Thailand, who is now working as COO in global leading bank.**

He is the founder of BLC (Business Leaders Conference), which is attended by CEOs and Senior Executives. He is also an editor of business magazine and teaches in a leading business school. He regularly interviews leading CEOs for his upcoming book. He is doing PhD. in Leadership Development.

These days, Shiraz is coaching senior executives of Standard Chartered Bank from **UAE, Uganda, Zambia, Zimbabwe, Mauritius, Pakistan and Kenya** (MENA region).

**...only from Octara!!!**

### For Details:

Karachi: 021-34547141, 34520093, 34536306

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## How to get Best Performance from Employees

### LEARNING OUTCOMES:

- **ANALYZE** and improve your effectiveness by understanding the role of the manager as coach in New-Normal
- **EXPLORE** the latest coaching models and styles
- **LEARN** and apply coaching styles for different situations
- **EXPLORE** when and why people give their best performance!
- **APPLY** the skills used for Improve thinking
- **LEARN** and apply world-class practices to overcome ineffective behaviors
- **WHAT** managers must do to provide psychological safety in New-Normal

### LEARNING METHOD:

Based on the Neuroscience principles, 5-years research on 20+ CEOs and 4-years of coaching to Senior Executives and Future CEOs from Fortune -100 companies from 15+ countries in ASA and MENA region! This workshop is developed and designed to fulfill your needs by focusing on:

- Experiential Learning through case studies and presentations
- Individual and group coaching with Peer and coach feedback
- Reflective sessions and assessment

### COURSE AGENDA

#### Introduction | LM Role in Coaching

- New-Normal, Well-being and Engagement | concepts | Definition
- Reasons and Results of Engagement and psychological safety
- Role of Line Manager in coaching and Well-being
- Why and When People give their best performance
- Why and What is coaching
- Benefits | When Coaching works and don't works

#### What Coaching Managers do | Coaching Frameworks

- Introduction to different models
- Key principles of coaching | Coaching process
- Coaching types | Developing v/s behavioral coaching
- Neuroscience Coaching Principle and Techniques
- Practice and feedback sessions

#### Developing Skills set | Coaching Skills and Styles

- What makes a best Coach !
- Head and Heart of Coaching
- Techniques for Improve thinking and Psychological Safety
- How to conduct one-on-one coaching sessions
- How to conduct team coaching sessions
- Simulations | Practice and feedback sessions

#### INVESTMENT

PKR **14,500** +SST per participant

**Group Discount Available**

#### Fee Includes:

- 5 Star Hotel Venue for Training
- Course Material • Certificate of Attendance
- Lunch & Refreshments • Business Networking
- Post-Workshop Advisory Services
- Membership for TCS Octara WebMall+ (WhatsApp Group)
- Octara Loyalty Card\*
- \*Entitles card holder to 15% discount on all future Octara Trainings

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Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.  
Tel: 021-34520708, Cell: 0343 5940485

### Bring this program In-house at attractive discount

This workshop can be customized to suit specific needs of your organization which may lead to significant savings. Please contact Sarim Atique at [sarim.atique@octara.com](mailto:sarim.atique@octara.com) or call at 0345-8949470

#### For Registration & Details:

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