

**“Emotions drive people and people drive performance”**

Emotional Intelligence(EQ) is a critical skill for organizational leaders and contributors to develop and sustain. Multi-national organisations such as American Express, Schlumberger, L’Oreal and Sheraton Group have all used EQ Learning and Development Program with outstanding results in increased sales, customer and employee satisfaction.

It is fair to say that now, more than ever, Post COVID Emotional Intelligence is critical for Leadership Excellence.

# Emotional Intelligence for Leadership Excellence

November 3, 2020 | Marriott Hotel, Karachi | 9:30am -5:00Pm



**Course Facilitator  
John Bentley**

## Course Overview

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, particularly in challenging times.

**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.**

## 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

## 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 framework to deal with the uncertainties 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

### Exclusive Offer:

Participants will get complimentary six seconds EI assessment before the workshop (Mandatory Pre-req of Workshop)

### Workshop Investment

**PKR 34,500/-**  
**+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\***
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# FACILITATOR'S PROFILE

## 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.



### John has trained Clients from following organizations:



## Agenda

### ● EQ Leadership Overview:

- The Post-COVID environment and the Business Case for EQ
- 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 - Recognising patterns which form obstacles to change
- Trust - Emotional building blocks for trust

### ● Personal and Professional Development Plan applying EQ for successful outcomes every time

### 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 Details & Registration contact

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