

POWERFUL LEADERSHIP AND MANAGEMENT

AN INTENSIVE AND HIGHLY PRACTICAL
— 3 DAY COURSE —

*"The key to successful leadership
today is influence, not authority."*

- Kenneth Blanchard

*"This is a very dynamic and
valuable course."*

- Ghana Aids Commission

To enquire about the date of
the next public course:

Email Us: info@ismdubai.com

Call Us: 04 4573814



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*Advance your career...
achieve your goals*



ISM Training

ISM Training provides the most comprehensive range of learning and development solutions to meet the needs of individuals and companies. ISM Training helps clients achieve significant behaviour changes leading to improved productivity and increased competitive advantage in today's increasingly complex markets.

Leadership and Management Introduction

This course will provide experienced and new managers with new skills and approaches to develop their leadership, management and team skills. This is a challenging and highly participative programme that is designed to give manager the opportunity to experience proven, effective management techniques, team building skills and motivation boosting methods so that they can immediately benefit from these on completion of the course.

Purpose of this course

On this course you will learn to identify and appeal to likely buyers of your product in order to guide the success of your marketing strategy. You will master the latest market research tools in order to gain insightful information into your market, product, audience, competition and more from a global perspective.

*Such a worthwhile course,
and thoroughly enjoyed
being a part of it.*

Harry – Supreme Group

On successful completion of the course delegates will be able to:

- Understand a leader's responsibilities.
- Develop and maintain a dynamic, efficient, effective and intrinsically motivated team.
- Strengthen your techniques for managing team performance.
- Improve your ability to communicate and execute strategic objectives with your team.
- Solve conflict issues with confidence.
- Maximise your team or organizational performance through an understanding of human behavior and focusing on core needs.

Key areas covered

01 ▶ Effective leadership styles.

02 ▶ Methods and styles of team empowerment.

03 ▶ How to improve personal effectiveness.

04 ▶ Solving conflict issues with confidence.

05 ▶ Delegation of tasks with confidence.

06 ▶ Understanding collective working.

07 ▶ Working in defined time schedules.

08 ▶ Setting goals and measuring performance.

09 ▶ Effective motivational techniques.

10 ▶ Integrating individual and team goals.

11 ▶ How to improve meetings, delegation and worklife balance.

12 ▶ Solving problems and meeting deadlines with less stress.

“It is indeed an eye opener for me, as to what I need for the job to be done right.”
Jimmy – GSK

Who should attend?

Ideal for the more recently appointed managers and leaders who are seeking to further enhance their skills by clarifying their understanding, exploring a range of leadership attributes and helping them make the most of their own skills.

Participants

The course will have a maximum of 18 people who will be selected based on the type of business they are in and their job role to ensure a thorough mix of industries, ideas and experience.



Course Leader : John Hill

John is a seasoned and multi disciplined business professional, with a background in blue chip sales, marketing, business development, and international sales, which includes a number of start-ups.

He has delivered significant success in delivering growth, equipping, motivating and managing both internal and external sales functions. A key focus on underlying revenues and profitability have underpinned success in a number of different challenging markets globally.

A natural communicator, who can understand and articulate complex and technical concepts from the shop floor to the board room has enabled him to lead from the front and motivate employees, partners, distributors and stakeholders alike. He is widely travelled and has significant experience in achieving results internationally.

John is currently completing a Diploma in Coaching Psychology and is a member of the International Society of Coaching Psychology.

"A whole load of new skills and information all very practically based and delivered superbly"

*- Hisham A Jalil Matter
Al Aweer*

COURSE REGISTRATION FORM

Leadership and Management



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Telephone: + 971 4 457 3814, Facsimile: + 971 4 457 3999 Email: info@ismdubai.com

01 CHOOSE YOUR PACKAGE

1 Delegate: 6,450 Dhs

2 Delegate: :12,256 Dhs (5% discount)

3 Delegate: 17,415 Dhs (10% discount)

4 Delegate: 20, 640 Dhs (20% discount)

Registration fees include expert tuition, comprehensive course documentation, workshop materials lunch & refreshments and your official ISM framed Certificate documentation, workshop materials lunch & refreshments and your official ISM framed Certificate

02 ATTENDEE DETAILS - Please complete in block capitals

No	Full Name	Job Title	Tel (inc country code)	E-mail
01				
02				
03				
04				
05				

03 COMPANY DETAILS - Please complete in block capitals

Organisation Name:	<input type="text"/>	Industry:	<input type="text"/>
Address	<input type="text"/>	Postcode:	<input type="text"/>
Country:	<input type="text"/>	Email:	<input type="text"/>
Tel:	<input type="text"/>	Fax:	<input type="text"/>

Authorized Signature' (Mandatory):

Authorising Signature' Name:

By signing this form I have read and agreed to ISM's terms and conditions listed below

04 INVOICE CONTACT AND PAYMENT - If different from above

Note: Payment is required BEFORE the course date. Course details will be sent to you once payments are received.

Contact person for invoicing	<input type="text"/>				
Tel:	<input type="text"/>	Fax:	<input type="text"/>	Email	<input type="text"/>

05 TERMS & CONDITIONS

ISM reserves the right to change dates, venues, topics and trainers due to unavoidable circumstances.

Cancellation: If you cannot attend personally, a substitute delegate is welcome to join this course in your place - for no extra charge. Should you (or a substitute) be unable to attend, we will promptly refund your fee less a service charge of 10%. As spaces are strictly limited, we regret that registration received less than 30 days before the start date of the course may incur a late booking surcharge of USD50

Condition: You must inform us in writing 30 days or more before the start date of this course. No refunds are possible for cancellations received less than 30 days, before this course. Instead you will be issued with a 50% Discount Training Voucher, which entitles you (or a nominated colleague) to attend a public course arranged by ISM

Find us in Social Media

or please fax this form to + 971 4 457 3999
to receive your confirmation and delegate pack.



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