



## MASTERING LEADERSHIP WITH EMOTIONAL INTELLIGENCE

**DATE:** May 22, 2017

**FEE:** PKR 12,500/- per participant

**VENUE:** IBP, M.T. Khan Road, Karachi

**TIMINGS:** 9:00 am to 5:00 pm

**5%**  
**DISCOUNT**  
on 3-5 nominations

**10%**  
**DISCOUNT**  
on 6+ nominations

**LAST DATE OF REGISTRATION:**  
May 19, 2017

**Course Facilitator:**  
**Dr. Hanif Mohammed**

### COURSE OVERVIEW

Great leaders move people and organizations by positive mindset. Our ability to deal effectively with our emotions at the workplace is critical to our success as leaders, managers and service providers. Emotional Intelligence (EQ) is increasingly critical as a skill set. Emotional Intelligence strategies combine with native intelligence, increase our ability to successfully manage the constant challenges from customers and our business associates. Through skill building exercises and group discussion, this one-day course will provide participants with the opportunity to identify challenges in maintaining positive environments and collaborative relationships as well as overcoming resistance and negativity. Participants will explore tools, techniques, skills and perceptions to perform their role and manage their emotions with confidence and positive results.

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The Institute  
of Bankers  
Pakistan



## LEARNING OBJECTIVES :

Learning objectives of the session are provided below:

- How to recognize and understand the five competencies for building Emotional Intelligence (EQ) and their use in leadership role
- Self-motivation and job satisfaction as factors that contribute to high performance of today's leaders
- Practical tools and skills for communicating effectively, assertively and collaboratively
- Influencing and partnering skills
- Communication approaches and skills for developing relationships and ownership for successful outcomes and follow through
- Skills for conflict management and dealing with difficult situations
- How to choose perceptions and behaviors that will lead to positive outcomes

## COURSE CONTENT:

- Define Emotional Intelligence (EQ)
- Science of emotions as key to success
- EQ as an Effective Leadership tool
- Identify the benefits of having higher EQ
- Learn the core skills required to practice EQ
- Define and practice self-management, self-awareness, self-regulation, self-motivation and empathy
- Successfully communicate with others in a non-verbal manner
- Verbally communicate with others with emotional awareness
- Interpret and manage your emotions in any situation
- Master tools to regulate and gain control of your own emotions
- Articulate your emotions using the right verbal and non-verbal language
- Balance optimism and pessimism for best outcomes
- Effectively impact emotional experiences of others

- Relate EQ to workplace situations
- Implement these concepts and techniques in the workplace

## WHO SHOULD ATTEND?

Individuals who are either leaders/ managers or who want to become leaders/ managers in future.

Any individual can be the target participant of this course, who wishes to accomplish the following:

- Increase deliberateness in making decisions
- Temper negative responses to distressing situations
- Improve conflict management and communication skills

## FACILITATOR:

### Dr. Hanif Mohammed

Dr. Hanif specializes in the areas of Strategy, Business Management and Human Resource Management. A PhD in Business Administration with specialization in Strategy from Switzerland and California, USA, he also holds MBA with Bi-Majors in HRM and Leadership. He is M. Phil from LUMS and McGill University, Canada. He is a Certified Manager in HRM with specialization in Training and Organizational Development from American Management Association. He has done various courses like Discussion Leadership, Case Study Conduction and Researches from Harvard Business School. As a Master Trainer and Corporate Trainer for LUMS, McGill University, Canada, British Council, School of Leadership, NIM, PSTD, TUSDEC, etc, Dr. Hanif has approx. 22 years of training and consultancies experience with companies in Pakistan, Canada and USA. He has also worked in full time positions from Manager to Director and as an Advisor and has extensive industry experience of serving at all levels from BODs, CEOs as well as the middle and junior levels of management.

## CONTACT DETAILS:

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**NOTE: Payment should be made on or before the course start date in the name of "THE INSTITUTE OF BANKERS PAKISTAN".**  
Please send nominations/requests for participation at least two days before the training date.