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بروجاكس للتدريب والتطوير  
Projacs Training and Development

# Developing and Qualifying Next Generation of Leaders & Managers

تطوير وتأهيل الجيل الجديد من القادة والمدراء

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Istanbul / Turkey



ProjacsAcademy.com



## Introduction

Did you ask yourself: What Skills do Professionals need in order to excel as they move into the next millennium? How can we best adapt to rapid change, and take on the new Challenges that come with changing Workforce and, new organizational Paradigms.

The goal s of the Course is to explore and apply specific tools to enhance your Leadership effectiveness, and to exchange ideas with your peers on Issues central to continued development.

Building on your current leadership strength, practicing new Skills, Whatever your role in your organization, you will grow professionally and personally from the contacts you make and the new information you acquire in this seminar.

## Objectives

- Master how to make people follow you
- Follow up Sequence of How to Extend your leadership skills
- Learn out from the writer 30 years of experience in leadership Implementing the 21 laws of leader ship on practical examples out of life , business , politics , sports, and conflicts
- Establish an effective Plan for commitment
- Master the Art of changing your life and the life of others.

## Who Should Attend?

- Anyone who wants to push his or her own leadership development in new directions or develop good leadership skills can benefit.
- Middle and senior managers from the private, public, and nonprofit sectors are welcome.
- Executives at all levels can benefit from the program.
- More experienced managers can test their existing decision processes, and newer managers can earn to structure their approach to business decisions.

## Course Outline

### Day One

#### **THE LAW OF THE LID,**

Leadership ability determine a person's level of effectiveness

- Success Without Leadership ( Macdonald Company )
- To Change The Direction Of The Organization, Change The Leader

#### **THE LAW OF PROCESS,**

Leadership develop daily, not in a day

- Leadership Is Like Investing-It Company's
- Leaders Are Learners
- The Four Phases Of Leadership Growth
  - Phase 1-I Don T Know What I Don T Know
  - Phase 2-1 Know What I Don T Know
  - Phase 3-1 Grow And Know And It Starts To Show
  - Phase 4-1 Simply Go Because Of What I Know
- Fighting Your Way Up
- No Overnight Success

#### **THE LAW OF NAVIGATION,**

Anyone can steer the ship, but it takes a leader to chart the course

- Navigators See The Trip Ahead
- Where The Leader Goes. . .
- Navigators Draw On Past Experience
- Navigators Listen To What Others Have To Say
- Navigators Examine The Conditions Before Making Commitments
- Navigators Make Sure Their Conclusions Represent Both Faith And Fact
- A Lesson In Navigation
- Charting The Course With A Navigation Strategy

#### **THE LAW OF INFLUENCE,**

The true measure of leadership is influence –Nothing more, nothing less

- The Emergence Of A Leader
- The Question Of Leadership
- Leadership Is Not. . .
- Five Myths About Leadership
  - The Management Myth
  - The Entrepreneur Myth
  - The Knowledge Myth
  - The Pioneer Myth

- The Position Myth
- Who's The Real Leader?
- Leadership Is . . .
- Leadership Without Leverage

## **Day Two**

### **THE LAW OF RESPECT,**

People naturally follow people stronger than themselves

- A Leader By Any Other Name
- A Leader Of Steel
- Increasing Respect
- A Test Of Leadership
- It S Not A Guessing Game
- A Respected Leader Steps Down
- How Many Will Follow?

### **THE LAW OF VICTORY,**

Leaders find a way for the team to win

- These Leaders Pursued Victory
- Great Leaders Find A Way To Win
- Three Components Of Victory
  - Unity Of Vision
  - Diversity Of Skills
  - A Leader Dedicated To Victory And Raising Players To Their Potential
- The Law Of Victory Is The Business

### **THE LAW OF MAGNATIZM,**

Who you are is who you attract

- People Like You Will Seek You Out
- Where Do They Match Up?
  - Attitude
  - Generation
  - Background
  - Values
  - Life Experience
  - Leadership Ability
- History Changes Course

### **THE LAW OF BUY-IN,**

People buy into the Leader, Then the vision

- Don T Put The Cart First
- You Are The Message
- It's Not An Either / Or Proposition

- When Followers Don't Like The Leader Or The Vision, They Look For Another Leader
- When Followers Don T Like The Leader But They Do Like The Vision, They Still Look For Another Leader
- When Followers Like The Leader But Not The Vision, They Change The Vision
- When Followers Like The Leader And The Vision, They Will Get Behind Both
- Buying Time For People To Buy In

### **Day Three**

#### **THE LAW OF SOLID GROUND,**

Trust is the foundation of Leadership

- It Wasn't The Decision sit Was The Leadership
- The Result Was Mistrust
- Trust Is The Foundation Of Leadership
- Character Communicates
- Character Communicates Lots Of Things To Followers
- An Inherited Policy Becomes, A Leadership-Shattering Problem
- First Trust, Then Support

#### **THE LAW OF E. F. HUTTON**

When the real Leader speaks, People listen

- What Could I Do?
- The Eyes Have It
- Will The Real Leader Please Stand Up?
- People Become Real Leaders Because Of.. . .

#### **THE LAW OF INTUITION,**

Leaders evaluate everything with a leadership Bias

- The Best Leaders Read And Respond
- It S Informed Intuition
- Leadership Is Their Bias
- Seeing Through A Leadership Lens
- Another Leadership Challenge
- How Leaders Think
- Leaders Are Readers Of .....
- What You See Results From Who You Are
- Three Levels Of Leadership Intuition
  - Those Who Naturally See It
  - Those Who Are Nurtured To See It
  - Those Who Will Never See It
- Leaders Solve Problems Using The Law Of Intuition

### **THE LAW OF TIMING,**

When to lead is as important as when to do and where to go

- The Timing Was Right For An Outsider
- Non-leaders Can T Always See It
- Timing Is Everything
- The Results Of Timing
- The Crucible Of War Displays The Law Of Timing
- Timing Missed, Opportunity Gone

### **THE LAW OF PRIORITES,**

Leaders understand that activity is not Necessary Accomplished

- The Three Rs
- Reordering Priorities
- Priorities Is The Name Of The
- Everything Had A Purpose Based On Priorities Game
- Refocusing On A Worldwide Scale

## **Day Four**

### **THE LAW OF CONNECTION,**

Leaders touch a heart before they ask for a hand

- The Audience S Best Friend
- The Heart Comes First
- Public And Private Connection
- Connect With People One At A Time
- It S The Leader S Job
- The Tougher The Challenge, The Greater The Connection
- The Result Of Connection

### **THE LAW OF THE BIG-MO,**

Momentum is the leader best friend

- Fighting A Tidal Wave Of Negative Momentum
- It Takes A Leader To Get Things Started
- Small Beginnings
- Two Keys: Preparation And Motivation
- It Starts With A Little Progress
- Momentum Breaker?
- No-Momentum Maker
- The Momentum Explosion
- Only A Leader Can Create Momentum
- Truths About Momentum
- Momentum Makes Leaders Look Better Than They Are
- Momentum Helps Followers Perform Better Than They Are

- Momentum Is Easier To Steer Than To Start
- Momentum Is The Most Powerful Change Agent
- The Greatest Momentum Challenge

#### **THE LAW OF THE INNER CIRCLE,**

A leader's potential is determined by those closest to him

- Three Phases To New Growth
- Taking The Organization To A New Level
- Every Organization Has An Inner Circle
- The Best Don T Always Do The Best
- The Value Of Raising Up The
- Right People In Your Inner Circle
- Never Stop Improving Your Inner Circle

#### **THE LAW OF EMPOWERMENT,**

Only secure Leaders give power to others

- Who S The Boss? (Ford Company)
- Barriers To Empowerment
- Desire For Job Security
- Resistance To Change
- Lack Of Self-Worth
- Leading By Lifting Up Others
- Finding Strong Leaders To Empower
- The Power Of Empowerment

### **Day Five**

#### **THE LAW OF RE-PRODUCTION,**

It takes a leader to raise up a leader

- How They Became Leaders
- Many Follow In Their Footsteps
- Raising Up Giant Killers
- We Teach What We Know Reproduce What We Are
- Take The Next Step
- See The Big Picture
- Attract Potential Leaders
- Create A Leader Environment
- The Impact Carries Over

#### **THE LAW OF SACRIFICE,**

A leader must give up to go up

- A Devastating Downturn
- Leader To The Rescue
- When All Else Fails, Make Another Sacrifice

- The Heart Of Leadership
- Counting The Cost Of Leadership
- You Have Got To Give Up To Go Up
- The Cost Of Leadership
- The Higher You Go, The More You Give Up
- The Law Of Sacrifice

#### **THE LAW OF EXPLOSIVE GROWTH,**

To add growth, Lead followers- To Multiply, lead leaders

- The Key To Growth Is Leadership
- Leader S Math Brings Explosive Growth
- A Leader Developed From Afar
- The Law Of Explosive Growth

#### **THE LAW OF LEGACY,**

A leader lasting value is measured by succession

- The Law Of Legacy
- Leaders Who Leave A Legacy Of Succession. . .
- Lead The Organization With A Long View
- Create A Leadership Culture
- A Legacy Of Succession
- Why Few Leaders Pass It On?
- Paradigm Shift
- The Success Continues



## Training Method

- Pre-assessment
- Live group instruction
- Use of real-world examples, case studies and exercises
- Interactive participation and discussion
- Power point presentation, LCD and flip chart
- Group activities and tests
- Each participant receives a binder containing a copy of the presentation slides and handouts
- Post-assessment

## Program Support

This program is supported by interactive discussions, role-play, case studies and highlight the techniques available to the participants.

## Schedule

**The course agenda will be as follows:**

- |                     |                  |
|---------------------|------------------|
| • Technical Session | 08.30-10.00 am   |
| • Coffee Break      | 10.00-10.15 am   |
| • Technical Session | 10.15-12.15 noon |
| • Coffee Break      | 12.15-12.45 pm   |
| • Technical Session | 12.45-02.30 pm   |
| • Course Ends       | 02.30 pm         |

## Course Fees\*

- **2,950USD**  
*\*VAT is Excluded If Applicable*

## مقدمة

هل تساءلت يوما ....ما هي المهارات التي يحتاجها القادة بهدف الوصول الى التميز اللازم للقرن المقبل؟ كيف يمكن لنا التكيف مع التغيرات المطردة و السريعة التي تحيط بنا؟ وكيف يمكن لنا خوض التحدي والوصول الى فرق عمل جديدة ومناخ عمل ملائم؟

والهدف من هذه الدورة التدريبية هو إتاحة الفرصة للمتدرب للارتقاء بفعاليته القيادية عن طريق استخدام احدث وسائل الادارة الى جانب اتاحة الفرصة للمتدربين لتبادل الاراء حول الموضوعات الهامة للتقدم المطرد.

## الاهداف

- اتقان كيفية جعل الاخرين يتبعونك
- متابعة الخطوات اللازمة للارتقاء بمهاراتك القيادية
- تعلم كيفية الاستفادة من خبرة الكاتب العريضة في ممارسة قوانين القيادة الواحد والعشرون من خلال امثلة واقعية منالحياة و دنيا الاعمال والسشياسة و الرياضة والصراعات العسكرية
- وضع خطة فعالة للالتزام
- اتقان فن تغيير حياتك و حياة الاخرين