



# Building High-Performance Teams

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Dubai / UAE

## Introduction

An essential part of leadership or management is to influence the people you manage so that they do what you want them to do. The influence of a leader will depend on a variety of factors including their personality and of those around them. The influence of a leader over his followers is often referred to as power. We will explore the different types of power a leader may have.

## Objectives

- Introduce the concept of leadership behaviors
- Discussion and debate about leadership
- Define beyond traditional leadership stereotypes
- Cement personal understanding
- Individual leadership qualities and strengths
- Clarify the way communication works
- Provide insight into communication by behavior
- The importance of attitude
- The power of changing what you do
- Leading by example

## Who Should Attend?

Leaders and managers in different aspects – Staff whom they are going to be promoted for leadership positions.

## Course Outline

### Day One

- Leadership and main requirement
- Know what you have to offer
- Being a team leader
- Leadership and power
- Dealing with the power

### Day Two

- Choosing to see, speak and act
- Assertiveness
- Strategy and tactics
- How to form a team
- High performance work team

### Day Three

- Resilience
- Compassion
- Anger and defiance

### Day Four

- Manager or leader?
- Motivation
- Learning to listen

### Day Five

- Developing a vision
- Taking on the system
- Public speaking
- Writing that leads

### 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 7" Tablet 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\*

- **3,950 USD**  
*\*VAT is Excluded If Applicable*

## المقدمة

جزء أساسي من القيادة أو الإدارة هو التأثير على الأشخاص الذين تديرهم حتى يفعلوا ما تريد منهم القيام به. سوف يعتمد تأثير القائد على مجموعة متنوعة من العوامل بما في ذلك شخصيتهم ومن حولهم. غالباً ما يشار إلى نفوذ زعيم على أتباعه كقوة. سوف نستكشف معاً مختلف أنواع القوة التي قد يمتلكها القائد.

## الاهداف

- تقديم مفهوم السلوكيات القيادية
- مناقشة ونقاش حول القيادة
- تحديد ما وراء القوالب النمطية للقيادة التقليدية
- صفات القيادة الفردية والقوة
- توضيح طريقة عمل التواصل
- تقديم نظرة ثاقبة في التواصل عن طريق السلوك
- أهمية السلوك
- قوة تغيير ما تفعله
- القيادة بالمثل

## الحضور

القادة والمدراء من جوانب مختلفة - الموظفون الذين سيتم ترقيتهم لشغل مناصب قيادية.