

# GULF INSTITUTE



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TRAINING INSTITUTE IN THE GULF

# Organizational Culture Leadership

## INTRODUCTION

- Are you making your leadership position count to get great results from individuals and teams? How do you build a high-performance culture as a leader? How do you introduce change that 'sticks'?
- It is well-documented that the best leaders have greater self-awareness and can use their skills and internal strengths to influence the direction of others. This training course enables participants to develop their passion and power and become more self-aware of their own leadership style; as well as developing strong strategies to master their leadership impact.
- Undertake this unique and individual leadership journey to develop your passion, power, and influence to build a high-performing culture.

This training course will highlight:

- A clear understanding of leadership through personal self-awareness
- Harnessing and developing your passion and personal power
- How to introduce change and build a lasting culture of achievement
- Skills to lead through interpersonal and influencing techniques

## OBJECTIVES

By the end of this training course, you will have learned to:

- Develop the critical interpersonal skills essential for leading others
- Discover and develop further your intrinsic leadership qualities
- Embrace emotional intelligence techniques to get results from people
- Use personal power and influence methods to get things done
- Introduce and build organizational change

## WHO SHOULD ATTEND?

This training course is suitable for a wide range of professionals at all levels of organisations, but will greatly benefit:

- Managers
- Leaders
- Prospective managers and leaders

## Course Outline

### Understanding and Mastering your Preferred Leadership Style

- Defining the characteristics and competencies of effective leaders
- Emotional Intelligence and its impact on leadership
- Leadership through inner mastery

### Leading and Inspiring People to be Great

- Use the concept of “Shadow of the Leader” to lead
- Giving powerful feedback for greater performance
- The skills of performance coaching for optimum employee performance

### Mastering the Art of Influence and Motivation

- Applying the principles of influence and persuasion
- Powerful behavioural motivation techniques
- Empowering others in the right way to achieve successful results

### Culture

- What is organizational culture?
- How to build an organization culture of self-reliance, self-motivation and personal learning

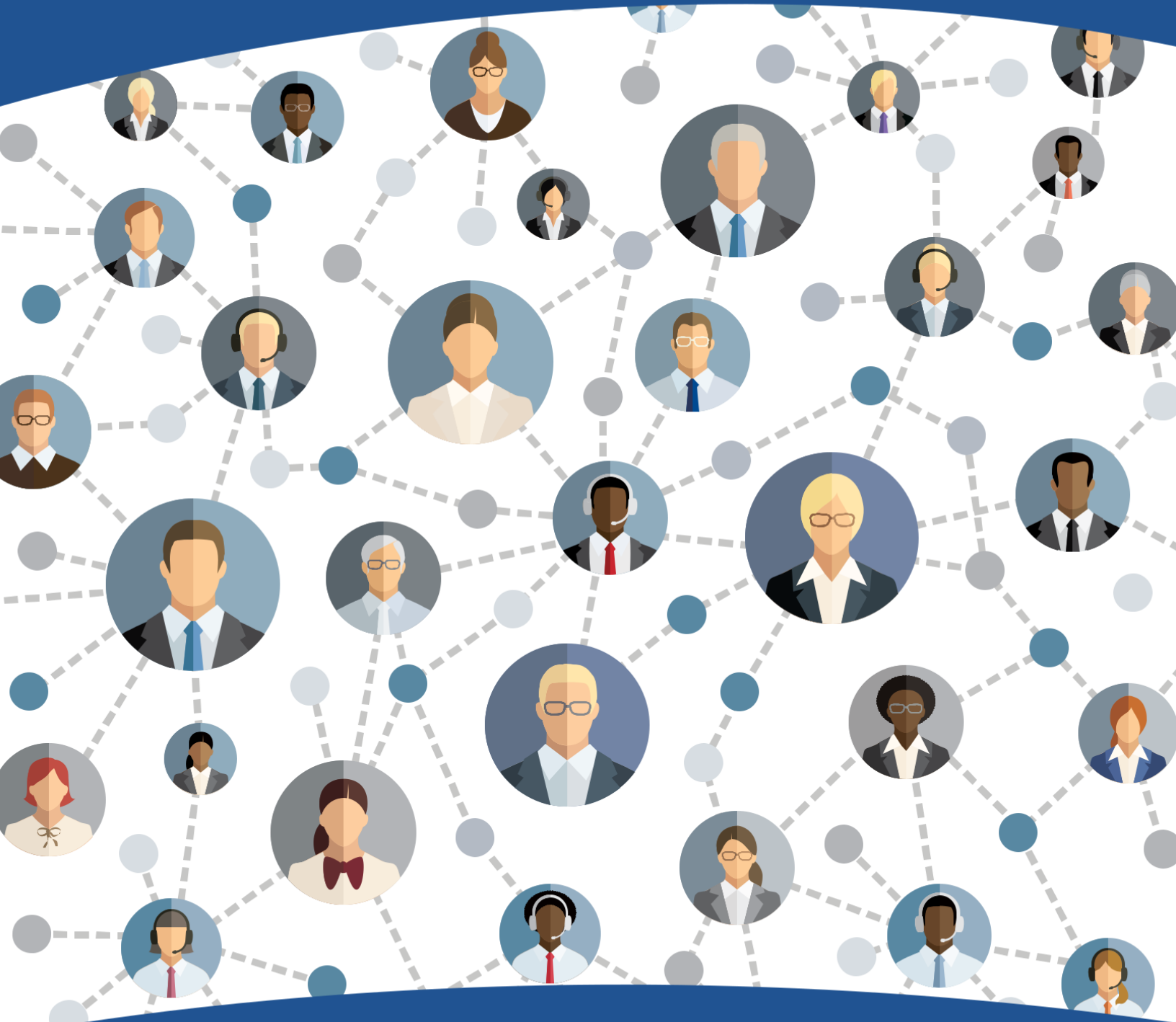
### Leading and Inspiring People through Change

- Identify the behaviours and traits of a good leader of change
- Examining four models of change
- Establish the likely emotions experienced by the leader during change
- Build coping mechanisms to handle these emotions
- Build your overall resilience as a leader of change

### Leading Extraordinary Teams

- How a high performing team differs from a traditional work group
- Team dynamics: how teams really work
- Understanding and optimising team member styles

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