THE
INFLUENTIAL LEADER:
Self-understanding, Building Relationships and Leading Organizations
Previously advertised as Building Leadership Core Competencies

08 - 12 Dec 2019, Dubai
06 - 10 Dec 2020, Dubai
INTRODUCTION

Any successful leaders understand their strengths and weaknesses, as well as being able to build strong, powerful relationships with clients and individuals to leverage business success. This GLOMACS training seminar entitled, The Influential Leader will focus on the prime competencies of self-awareness, as well as the ability to influence in order to form strong professional relationships to help drive sustainable business growth. Understanding and practicing these key competencies will help to develop your professional leadership and improve your standing as an influential leader who also inspires others.

This GLOMACS training seminar will highlight:

• The Importance of Leadership and how this differs from traditional management techniques
• The Knowledge and Techniques in order to improve your leadership self-awareness
• The Importance of Networking and using key interpersonal skills in building business relationships
• The Key to setting vision and direction for people and the organisation
• Strategic Leadership for the wider organisational growth

OBJECTIVES

At the end of this GLOMACS training seminar, you will learn to:

• Describe the differences in leadership and management and be aware of your own self-understanding
• Understand your own self-imposed limits, growing your self-understanding and how to overcome issues arising from this knowledge
• Apply techniques to grow your own self-understanding to improve your engagement with others
• Utilize influencing techniques to build and form strong business relationships
• Understand how to lead the organisation by providing strategic direction and vision

WHO SHOULD ATTEND?

This GLOMACS training seminar is suitable to a wide range of leadership professionals but will also greatly benefit:

• Senior Managers
• Middle Managers
• Identified Leadership Talent and High Potential Personnel

TRAINING METHODOLOGY

Participants to this training seminar will gain a thorough knowledge on the subjects covered by the training seminar outline with the instructor utilising a variety of proven adult learning teaching and facilitation techniques. Training seminar methodology includes case studies relating to the core competencies, exercises which bring out the core areas on this training, specific videos relating to the topics being discussed and targeted self-assessment tools to ensure learning is fully embedded during the course. In addition, there will be structured, facilitated discussions to help reinforce the concepts and techniques used.

ORGANISATIONAL IMPACT

In attending this GLOMACS training seminar, the organisation will greatly benefit through:

• Self-aware Leaders
• Greater Leadership Potential and Knowledge within the Organisation
• Increased Commercial and Customer Focused Awareness
• The Formation of Strong Internal and External relationships with Clients and Key People
• Improved Understanding of Leading the Organisation to Achieve Sustainable Growth

PERSONAL IMPACT

By attending this GLOMACS training seminar, you will gain:

• A Greater understanding of your own leadership awareness
• Increased Confidence in your own leadership ability
• Greater Understanding of influencing and positive negotiation
• Increased Confidence with networking and building professional relationships
• Insight into the Importance of sustainable and strategic leadership
SEMINAR OUTLINE

DAY 1

Leadership: Self-Awareness to Growth

• Defining Leadership
• Competencies of Great Leaders
• Leadership Styles, Attributes and Qualities
• VUCA Leadership: The New Normal
• Personal Power and Emotional Intelligence
• Self-understanding to SWOT
• Leadership Assessment

DAY 2

Leading through Positive Interaction and Influence

• Developing Positive Inspirational Leadership
• Psychology of Personal Interaction and Motivation
• Key Interpersonal and Engagement Techniques
• Influencing Skills and Methods
• Social Networking - How to work the room?
• The Art of Social Negotiation

DAY 3

Client Relationship Building

• Defining Your Key Clients and Customers
• 5 Key Fundamentals of Lasting Client Building
• Networking and Business Influence
• Social Media and Business Communication to Build Relationships
• Developing Long-term Partnerships through Trust and Integrity

DAY 4

Leadership for Sustainable Growth

• Creating an Environment for Growth
• Forming Vision and Values
• Defining Organisational Aims, Goals, and Targets
• Developing and Cascading Clear Business Objectives
• Communicating the Message as a Leader

DAY 5

Leading Organisational Success

• Leading through Change
• Strategic and Future Planning
• Organisational Planning: Succession Planning for a sustainable future
• Celebrating Organisational Success
• Next Steps

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REGISTRATION DETAILS

LAST NAME:________________________________________
FIRST NAME:_______________________________________
DESIGNATION:_____________________________________
COMPANY: ________________________________________
ADDRESS: ________________________________________
__________________________________________________
CITY:______________________________________________
COUNTRY: ________________________________________
TELEPHONE:______________________________________
MOBILE: __________________________________________
FAX:________________________________________________
EMAIL:_____________________________________________

AUTHORISATION DETAILS

AUTHORISED BY:___________________________________
__________________________________________________
DESIGNATION:_____________________________________
COMPANY: ________________________________________
ADDRESS: ________________________________________
__________________________________________________
CITY:______________________________________________
COUNTRY: ________________________________________
TELEPHONE:______________________________________
MOBILE: __________________________________________
FAX:_______________________________________________
EMAIL:____________________________________________

PAYMENT DETAILS

☐ Please invoice my company
☐ Cheque payable to GLOMACS
☐ Please invoice me

CERTIFICATION

Successful participants will receive GLOMACS’ Certificate of Completion

4 WAYS TO REGISTER

Tel: +971 (04) 425 0700
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Website: www.glomacs.com

TERMS AND CONDITIONS

• Fees - Each fee is inclusive of Documentation, Lunch and refreshments served during the entire seminar.
• Mode of Payment - The delegate has the option to pay the course fee directly or request to send an invoice to his/her company/ sponsor. Credit card and cheque payments are both acceptable.
• Cancellation / Substitution - Request for seminar cancellation must be made in writing & received three (3) weeks prior to the seminar date. A US$ 250.00 processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due. although in such cases we would be happy to welcome a colleague who would substitute for you.
• Hotel Accommodation – is not included in the course fee. A reduced corporate rate and a limited number of rooms may be available for attendees wishing to stay at the hotel venue. Requests for hotel reservations should be made at least three (3) weeks prior to the commencement of the seminar. All hotel accommodation is strictly subject to availability and terms and conditions imposed by the hotel will apply.
• Attendance Certificate – a certificate of attendance will only be awarded to those delegates who successfully completed/ attended the entire seminar including the awarding of applicable Continuing Professional Education Units/Hours.
• Force Majeure – any circumstances beyond the control of the Company may necessitate postponement, change of seminar venue or substitution of assigned Instructor. The Company reserves the right to exercise this clause and implement such amendments.
• Fair Access / Equal Opportunities – In the provision of its services as a world-class Training Provider, the Company is committed to provide fair access / equal opportunities throughout the delivery of its courses and assessment leading to the completion of training seminars, or 3rd party qualifications/certifications.

GLOMACS
Training & Consultancy

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