

Leadership Development Series

LEADER as COACH

*Become an effective coach and get
the best out of your team*

18 January 2014, PC Hotel, Lahore
20 January 2014, Sheraton Hotel, Karachi
9:00 am - 5:00 pm

...Only From Octara!!!



Course Facilitator:
Ramiz Allwala

Renowned Management Speaker in
South Asia and Middle East

Trained over 10,000 Executives
in the Private & Public sector

Over 25 Years of Corporate Consultancy
Experience



Course Facilitator: **Ramiz Allawala**

Ramiz Allawala is a much sought after motivational public speaker who has delivered lectures in Asia and the Middle

East on topics ranging from personal leadership, motivation and ethics, to global leadership, corporate governance and social responsibility. Ramiz consults and trains widely on coaching, team performance and leadership for hyper-growth organizations. After running businesses in USA and Pakistan, he founded Avista Training International (formerly Gulfstone Training), and has coached and mentored senior executives, students, young leaders and underprivileged youth.

He has trained over 10,000 executives in the private, public and non-profit sectors. As a management consultant, Ramiz not only helps clients build leadership pipelines, cohesive teams, management strategies and develop Human Resource policies but also trains teams in service alignment and customer services. Participants in Ramiz's courses are struck by his intellectual insights, articulation and practical hands-on approaches that help them create their own destiny. Therefore, with his profound sessions, Ramiz has helped create high trust cultures in leading organizations.

His workshops are open, non-dogmatic, and interactive where everyone is challenged to offer differing views, ideas and strategies, since the main focus remains on 'do-ability' rather than theory. He offers instant feedback and assessment to his clients by using his unique 'Management-By-Coaching' model that is based on 3MCs - Managing Culture (creating high Trust), Managing Change (challenging set-piece learning loops), and Managing Commitment (inclusion, assertion and cooperation).

With an aim to improve the calibre of human resource in Pakistan, Ramiz is extensively involved in training assignments across Pakistan though he is now settled in Houston, USA.

Ramiz has trained participants from



Here's what past participants say about Ramiz Allawala

“An essential area of effective management superbly presented by Ramiz.”

Adnan Zafar - Senior Engineer, PRL

“Ramiz's model of effective delegation is an essential addition to my managerial inventory.”
Muhammad Aamir, AVP – HRD, Summit Bank

“Clear and applicable techniques that should be learnt by every manager.”
Hashim Sheikh, Chief Marketing Officer, Qubee

Business Requirement:

The increasing complexity of work environment expects more from leaders and managers, especially in relation to the performance of their people. Good coaching and performance management leads to self-motivation and an attitude that is oriented towards continual improvement.

Course Objective:

This impactful skills building workshop is designed to teach team leaders and team members critical coaching skills to facilitate powerful partnerships in the workplace and turn empowerment and total quality into more than just words. It amalgamates key principles of effective leadership and coaching to enable managers to empower, motivate, inspire, and unleash the true potential of their teams.



Course Benefits:

- Learn to be a good listener as a mentor
- Discover ways to improve interpersonal behaviors of your team
- Understand & focus on critical priorities
- Gain insight on planning for learning, growth & action
- Develop the will power and commitment to execute change
- Identify ways to break the habit cycle
- Appreciate determination, action and continuous feedback

Who Should Attend?

- Individuals who benefit from group interaction and are interested in better understanding themselves as coaches and improving their effectiveness in developing others.
- Team Leaders, Line Managers, Executives and anyone who needs to encourage & guide their employees' work performance.
- Participants may include leaders who want to improve their coaching skills, and/or internal coaches (such as human resource and organizational development specialists) interested in maximizing their organizational impact.

How we define Coaching:

A discussion process between members of an organization – team leader to team member, team member to team member, or team member to team leader – aimed at exerting a positive influence on the behavior, performance or awareness of areas for improvement or career development of another person. The regular process of building partnerships for continuous improvement.

Program Agenda:

- Understand causes of 'negativity' in employees
- Differentiate between managing, counseling and coaching an employee
- Confront and coach an employee using the Authentic Trust Model
- Develop practical action plans to apply your knowledge about handling difficult employees
- Build awareness about coaching style & helpful coaching skills
- Learn power phrases and specific words that will make what you have already used-even more effectively
- Coach through interpersonal conflicts (i.e. dealing with problems with team members, colleagues, and bosses)
- Help employee heal from within from trauma (i.e. divorce, death, transfers, demotion, loss of job)
- Assist employees dealing with difficult customers
- Offer constructive and positive criticism

WORKSHOP INVESTMENT

PKR 16,999/-

per participant

Fee includes course material, Octara certificate, lunch, refreshments & business networking

Bring

Leader as Coach In-house

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact Jason D'souza at jason.bosco@octara.com or call at 0332-2422732 for more details.

5 Easy Ways to Register

Phone : 021-3534261, 021-34520092
Fax : 021-34520708
E-mail : register@octara.com
Address : Octara Private Limited
1/E-37, Block-6, P.E.C.H.S., Karachi.
Web : www.octara.com

Payment:

A confirmation letter/e-mail and invoice will be sent upon receipt of your registration.

Note: Full payment must be received in advance to confirm enrollment.



Send your cheque in favor of "Octara Private Limited"

To: Muhammad Imran Anwer

Octara Private Limited


1/E-37, Block-6, P.E.C.H.S., Karachi.

Tel: 021-34534261, 021-34536315, Cell: 0321-2670041



Internal Audit Masterclass

December 14, 2013 - PC Hotel, Lahore
December 21, 2013 - Sheraton Hotel, Karachi
9:00 am - 6:00 pm



Course Facilitator:
Nadir A. Jamal
General Manager & CFO,
Bank Al-Habib
Former Finance Director
and Company Secretary,
Reckitt Benckiser Pakistan
Recognized as one of the
best five Finance Directors
of Reckitt Benckiser
worldwide
Chartered Accountant
Institute of Chartered
Accountant of Pakistan
Over 30 years of
experience in Finance

Top 5 Learning Outcomes:

- 1 Understand** the modern internal audit function
- 2 Take** responsibilities of the function & its professional standards
- 3 Differentiate** between types of audits and how to apply them
- 4 Plan** and complete an effective audit
- 5 Learn** to influence the management for your recommendations

Bonus Learning:
The program also features 2 renowned Audit professionals for practitioner level insight and Q&A session. Names will be announced upon confirmation 2 weeks prior to the program.

Who Should Attend:

- New entrants to internal audit
- Internal auditors & internal audit managers
- Risk managers
- Audit committee members
- Specialists who join or are seconded to the internal audit team to assist with specific projects or assignments
- Quality Assurance Personnel and other providers of assurance who are new to internal audits
- Business Technical professionals seeking a better understanding of internal audit

Logistics Partner

Partner

Strategic Partners

