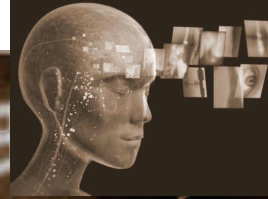


THE INNER GAME

Developing a High Performance Manager



▶ **High Performance Managers** are active and move in a positive and forward direction. They have a strong determination that influences those they interact with and are single-minded in their focus on results. They approach others in a straightforward manner and will value competence, efficiency and effectiveness.

Strong Willed

Competitive

Demanding

Purposeful

Determined



▶ Course Focus

1. How to Connect:
Communicate at a Higher Level
2. Seven Steps to Effective Delegation
3. Effective Planning
4. Negotiating to Win
5. Recognition: The Key to Higher Performance

▶ Date:
Oct 21-Nov 6, 2014
(every Tuesday, Thursday & Saturday)

▶ Timings
06:00 pm to 08:00 pm

▶ Venue
IBA City Campus

▶ Training Investment
PKR 18,000/-
(inclusive of training material & certificate)





▶ **Trainer's Profile:**

ZAFAR AHMED SIDDIQUI

Mr. Siddiqui has an MBA degree from The Institute of Business Administration. He also holds a degree of M.S. in Marketing Communications from Chicago. He has more than 30 years of experience with the F.M.C.G. sector both in the field of Sales, Marketing and General Management. He was associated with Gillette for 15 years in Pakistan and Overseas. His last assignment with Gillette was as Chief Executive for Gillette Pakistan (Pvt.) Ltd., and Area Director for Afghanistan, Sri Lanka, Bangladesh, Nepal & Maldives.

Mr. Siddiqui is also on the Board of Engro Foods Limited, Inbox Business Technologies (Pvt.) Limited, Mind Sports of Pakistan & Zulfiqar Industries Limited

Mr. Siddiqui has over 27 years of teaching experience at the following colleges and universities: Institute of Business Administration, College of Business Management, Baharia University, University of Illinois Chicago, & Moscow State University.

He is also a member of Rotary Metropolitan, Management Association of Pakistan, & Marketing Association of Pakistan.

He has conducted numerous workshop and training courses for various companies. He was instrumental in setting up the Centre for Entrepreneurial Development at IBA with the collaboration of Babson College, Boston.

Mr. Siddiqui is currently Professor of Practice, IBA

▶ **For information & registration: SKILLS DEVELOPMENT PROGRAMS**

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Registration forms & fee challans are available at our website. Fee is to be deposited in cash / pay order in any branch of FAYSAL BANK Ltd., A/C No. 110-2162113-006. No fee will be accepted in cash/cheque at our office.