




## Discovering Leadership through Self Analysis

November 29 & 30, 2017

Venue: Center for Executive Education (CEE), IBA, Karachi

# Program Overview

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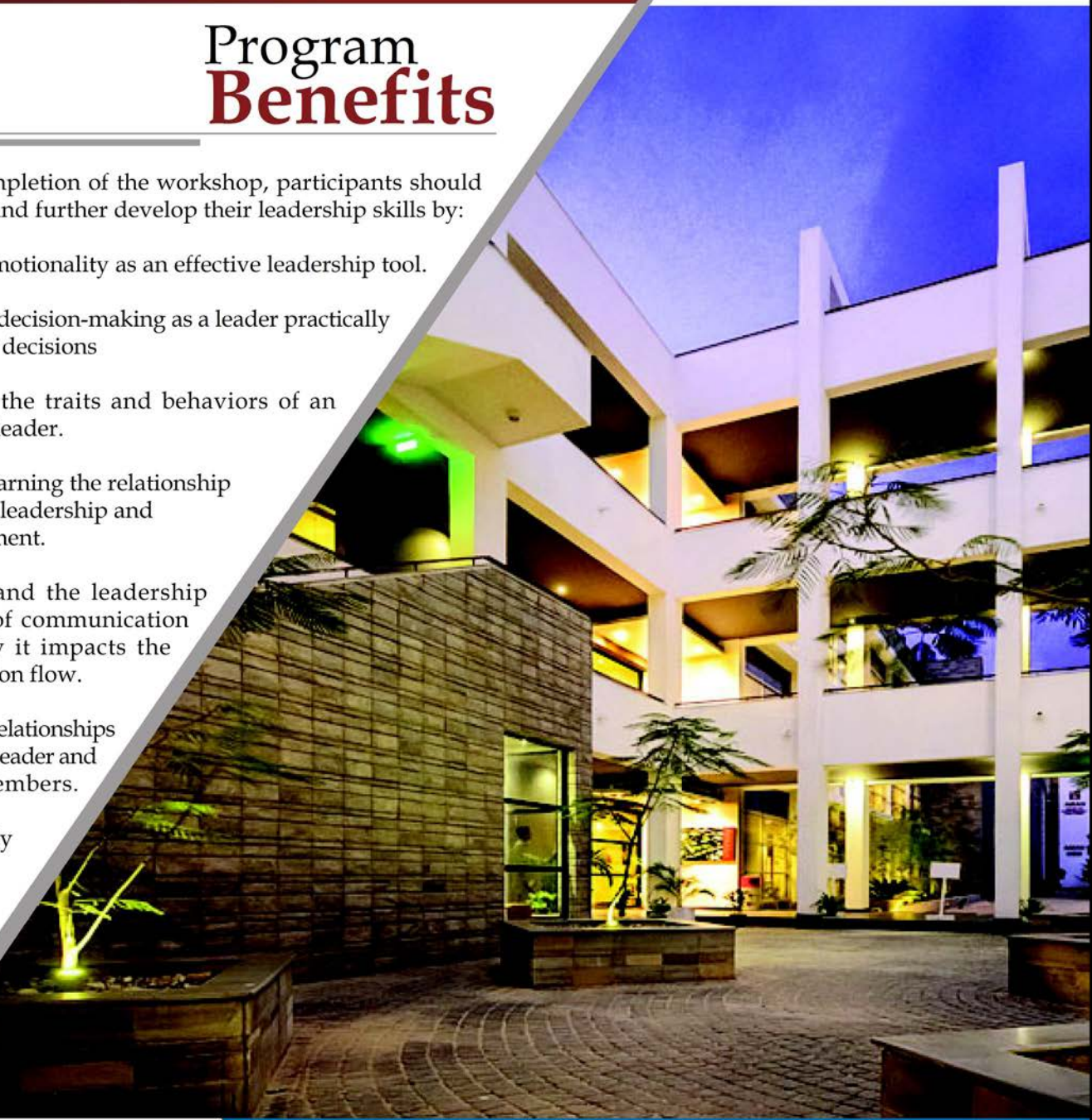


According to contemporary thinking leadership is an extension of self. It is largely driven by a mixture of personality, behavior, values, emotions and environment. An individual (called a leader) has to influence other individuals (called followers or team members) to achieve personal and organizational goals. Building on this perspective, the main aim of the workshop is to uncover, through self-analyses, the leader within 'you'. The workshop will focus on leadership behavior, personality and styles. Other important leadership areas, to include communication, emotionality, decision making and use of power, will be covered to discover the leader within you. Through analyses based discussions, suggestions will be made that should push you closer to being an effective leader.

# Program Benefits

Upon completion of the workshop, participants should improve and further develop their leadership skills by:

- Utilize emotionality as an effective leadership tool.
- Improve decision-making as a leader practically difficulty decisions
- Identify the traits and behaviors of an effective leader.
- Action learning the relationship between leadership and environment.
- Understand the leadership context of communication and how it impacts the information flow.
- Manage relationships between leader and team members.
- Effectively use of power





# Topics Covered

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- Leadership traits and behaviors
  - Leadership styles
    - Leadership personality
      - Leadership and emotionality
        - Leadership and communications
          - Leadership and environment
            - Leadership and power
              - Leadership and decision-making
                - Leadership and team management

The facilitator will actively engage participants in exploring leader within self. In general, the workshop will be a personal journal within leadership which should help participants discover their leadership landscape. A number of psychometric tests to include Briggs Myers Assessment, Multifactor Leadership Questionnaire, Leadership Style Profiling and Machiavellian Tendencies will be utilized to gauge leadership within participants.

# Program Approach

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- Group Exercises
- Case Studies
- Role Plays
- Stimulating Discussions
- Guest Speakers
- Development of action Plans



Gani Tayub (G&T) Auditorium

The image shows the exterior of the Gani Tayub (G&T) Auditorium building at night. The building is a modern, multi-story structure with a prominent white facade and dark accents. The name 'Gani Tayub (G&T) Auditorium' is visible on the upper part of the building. The foreground features a well-maintained green lawn and some landscaping. The sky is dark, suggesting dusk or night.



## Who should **Attend?**

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Senior and middle level managers  
and any executive who is leading  
a group of individuals within  
an organization.

# Faculty **Khurram Sharif**

**Dr. Khurram Sharif** is a business Faculty at Qatar University and an advisor to Mega Consult; a Saudi Human Resource Development and Marketing Consulting firm. He has taught, trained and consulted in the GCC and the Sub-Continent region. His experience ranges from Pharmaceutical Sales, Vocational Training and Higher Education. He is a master trainer who has worked with a number of international blue chip clients to include Qatar Petroleum, Unilever and Roche Diagnostics. Dr. Sharif uses 'experiential' approach to training where he involves himself and the participants in the knowledge creation and learning process. He did his MBA from Lancaster University and his PhD in Business-to-Business Relationships' from Kingston University, United Kingdom.





## Program Fee

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Program fee per participant is  
**Rs. 75,000/-**

The fee includes tuition cost, teaching material, conference facilities (auditoriums, discussion rooms, etc.), lunch & two teas with snacks, certificates and administration of the program.



# Payments

A close-up photograph of a hand holding a fountain pen, writing on a document. The pen is black with gold accents. The document has a grid pattern and some handwritten text, including the word 'Nominations' and 'The Fund'. The background is a dark red and white geometric pattern.

Payment is due upon receipt of the acceptance letter along with the invoice. Please ensure that the payment reaches the CEE Office before commencement of the program because seat in the class will only be reserved once the fee is received.

Payment can be made via cheque / bank draft payable to the **Institute of Business Administration Karachi** at the following address:

Center for Executive Education (CEE)  
IBA, City Campus, Garden/Kayani  
Shaheed Road, Karachi

*Each application will be thoroughly screened, and will only be accepted if deemed suitable for the program. Nominations with incomplete application forms will not be entertained.*

The image shows a large, modern lecture hall or auditorium. The room is filled with rows of red upholstered seats with black armrests, arranged in a tiered fashion. The ceiling is dark with recessed lighting, and the walls are a mix of dark wood paneling and white panels. A stage area is visible at the front of the room. The overall atmosphere is professional and well-lit.

# About CEE

## Centre for Executive Education, IBA Karachi

The Center for Executive Education (CEE) actively responds to the needs of our corporate, public and non-profit organizations and undertakes the required activities on an expanded scale.

The Center aims at helping organizations gain competitive advantage by developing their most important resource - their people.

It is a nucleus for activities designed to enhance organizational effectiveness through training and developing working professionals in various disciplines and equipping them with the tools and knowledge to improve their managerial skills.

**IBA CEE**

Center for Executive Education  
Institute of Business Administration

The programs offered are designed to strengthen the participants' leadership skills with a focus on personal development, productivity improvement and strategic thinking.

The Center for Executive Education is a state-of-the-art learning and training resource center.

It focuses on developing managers and providing opportunities for refining the skills needed to succeed in today's business environment.

The Center specializes in executive education and management development activities through open-enrolment courses, client-specific programs, consultancy and applied research.



For further details: [cee.iba.edu.pk](http://cee.iba.edu.pk)

*Experience*

# EXECUTIVE EDUCATION

Centre for Executive Education, IBA, Karachi

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## For Further Information

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Contact us for Client Specific Customized Executive Programs & Consultancy

