

# Building Emotional Intelligence and Optimism – a Leadership workshop

**July 30, July 31,  
August 4 and 18, 2016**  
09:00 am - 01:00 pm



## **OVERVIEW**

Business plans do not make an organization successful, the teams that work there do. Leaders today don't just need business acumen and a technical skill set, they require an ability to work with different kinds of people in a continuously changing world. Doing this effectively necessitates an understanding of human psychology, an awareness of their own emotional triggers, and an ability to build teams that are resilient in the face of adversity and uncertainty. This training is based on the work of leading psychologists Martin Seligman and Eric Berne. It develops social and emotional intelligence skills using the Transactional Analysis framework, and builds optimism and resilience by teaching tools that challenge negative self-talk.

Participants will develop an understanding of how they interact with others, and identify ways of improving relationships in which they are currently feeling 'stuck'. They will de-code problematic behavioral patterns and learn strategies for creating healthier personal and professional relationships. The workshops will spend considerable time applying the theory to real challenges the participants are currently facing.

## **Learning Outcomes**

Develop the ability to gauge the needs and expectations of those you lead

Identify strategies for dealing with difficult employees and co-workers

Unlock the power of Learned Optimism to overcome adversity and pessimistic beliefs

Build the ability to assist team members in bouncing back from their failures

## FACULTY



Sameen Shahid has completed her Bachelor's degree from McGill University in Canada, and her Master's from Harvard University in USA. She is currently completing her second year of training as a counselor. Sameen started her career in Toronto working for a financial services firm, and has since worked in the economic development, media and education sectors. She was most recently the Project Manager of the Zara Sochiye media campaign for education reforms. Sameen is passionate about transforming the leadership and education space and believes this can most effectively be done by improving the capacity of people in leadership positions to engage with those around them.

## Participants

Mid to Senior level managers

## TOPICS COVERED

- Different parts of our personality (ego states) and how each part behaves
- Positive and negative strokes
- Roles people adopt during conflicts - persecutor, rescuer, victim
- Dealing with difficult employees, dealing with difficult co-workers
- Identifying your own optimistic and pessimistic tendencies
- ABCDE model for cultivating optimism when faced with adversity or failure
- All concepts will be applied to real examples of challenges that the participants are encountering

### Workshop Fees PKR 30,000/participant

Inclusive of Course material, IBA Workshop Certificate,  
Lunch, Refreshments & Business networking

*Experience*

## EXECUTIVE EDUCATION

Center for Executive Education, IBA, Karachi

Center for Executive Education (CEE)  
Institute of Business Administration City Campus,  
Off Garden Road, Karachi-74400.

### For Further Information

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