

Discovering Leadership through Self Analysis



29-30 September, 2025



City Campus, IBA Karachi



Program Overview

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, including communication, emotionality, decision-making, and the use of power, will be covered to discover the leader within you. Through analysis-based discussions, suggestions will be made that should push you closer to being an effective leader.

Course Outline

- 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 the leader within themselves. In general, the workshop will be a personal journey in leadership that should help participants discover their leadership landscape.

A range of psychometric assessments, including the Myers-Briggs Type Indicator (MBTI), Multifactor Leadership Questionnaire (MLQ), Leadership Style Profiling, and the Machiavellianism Scale, will be used to evaluate leadership characteristics among participants.





Program Learning Outcomes

By the end of this workshop, participants will be able to:

- Utilize emotional intelligence as an effective leadership tool.
- Improve decision-making as a leader, especially in difficult situations.
- Identify the traits and behaviors of an effective leader.
- Apply action learning to understand the relationship between leadership and the environment.
- Understand the leadership context of communication and how it impacts the information flow.
- Manage relationships between leaders and team members.
- Use power effectively.

Trainers Profile



Dr. Khurram Sharif

Associate Professor of Marketing,
Department of Management & Marketing,
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Qatar University



Who Should Attend?

Senior and middle-level managers, as well as any executive leading a group of individuals within an organization.

Fee Structure

PKR 180,000/- (plus 3% SST)



For Registration

**SCAN
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Contact Us



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