

Course Overview:

This seminar focuses on the leader's role in developing and motivating excellent teams.

Course Objective:

- Understand the leadership competencies and attributes.
- Distinguish between decision making and problem solving processes
- Identify obstacles to decision making processes
- Identify thinking skills and verbal behaviors that promote and hinder decision making
- Identify and apply the tools used in the decision making processes
- Distinguish between the value of team and individual decision making
- Define the role and key actions of the facilitator
- Recognize the accountabilities and responsibilities for organizational decision making

Course Outline:

- Leadership
- Analyzing Decision Making
- Reaching a Decision
- Implementing a Decision
- Innovative and Creative Thinking
- Definition of Creativity and Innovation
- Theoretical aspects of innovation and creativity
- Human mind and the different types of thinking

Who Should Attend:

- Mid-to upper-level managers responsible for the continuous leadership development of others and building high-performance organizations
- Team leaders and coaches who are called to inspire and motivate their workers each day to accept new responsibility
- Sales managers and VPs responsible for improving the overall productivity of their employees while maximizing the potential of their sales organization

Training Language:

EN / AR

Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation