



IBS | معهد الدراسات المصرفية
INSTITUTE OF BANKING STUDIES

Aspiring Leaders

June 18 – 20, 2023



Program Overview

Team leaders play a pivotal role in the successful running of any organization. Your leadership style, energy and communication skills have a major impact on your team and ultimately the results they deliver for you and the business. This program is designed to develop your style, skills, and techniques to successfully lead the team through the daily challenges they face.

Program Objectives

After attending this program participants will be able to:

- Understand their personal capabilities and the people around them.
- Clearly define and understand their role as a team leader/manager.
- Effectively plan, organize, and delegate the work of their teams.
- Apply impactful communication techniques to suit their team, including giving and receiving feedback.
- Coach and motivate team members, to get the best from their team.

Program Contents

Understanding ourselves and recognizing our capabilities.

- The communication Model, C > E, Representational Systems, Rapport.

The role of the team leader.

- Who are great leaders and what makes them successful, the role of the team leader, Attributes of team leaders, transitioning from team member to team leader, Issues, and challenges team leaders face and how to overcome these, and Managing people - personality styles.



Planning and organizing the work of the team.

- Methods of planning and organizing, Benefits of planning, Time management, Delegation, understanding team dynamics, gaining commitment and buy-in from the team.

Communicating for impact.

- The 3 V's of communicating effectively, questioning skills, Listening Skills, Delivering effective feedback, Practical feedback case studies.

Getting the best from individuals and the team.

- Leading to achieve results (Skill/Will), Motivating staff and creating a positive environment, Ways to develop your staff, Coaching in the workplace, Coaching practice.

Target Audience

All leaders/managers who wish to improve their leading skills, with minimum 5 years experience in managing projects / teams.

Program Administration

Program Language

The program will be delivered in English.

Training Delivery

The program will be conducted at KIBS premises.

Program Date

June 18-20, 2023



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Program Duration

The Program will be conducted over 3 days, 6 hours / day (18 hours in total). Sessions will be held from 08:30 am – 03:30 pm.

Methods of Training

Lecture-discussions, case studies and exercises

Application Deadline

Nomination Forms must be sent to IBS by 8th June 2023

Trainer Profile

Mr. Mishari Mufarreh

Mishari is a certified trainer and consultant in Personal and Business Management, has more than 17 years of experience in his field. His MBA is from Maastricht School of Management on Strategic Planning. Started as a regional client relations officer in a large investment company and worked in Singapore, Brunei, Malaysia and Jeddah along with his work experience in Telecom. Started his own consultancy and training firm and worked his way up to become one of the top trainers/consultants in major entities in Kuwait and the region.

For further inquiries, please contact the program coordinator:

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