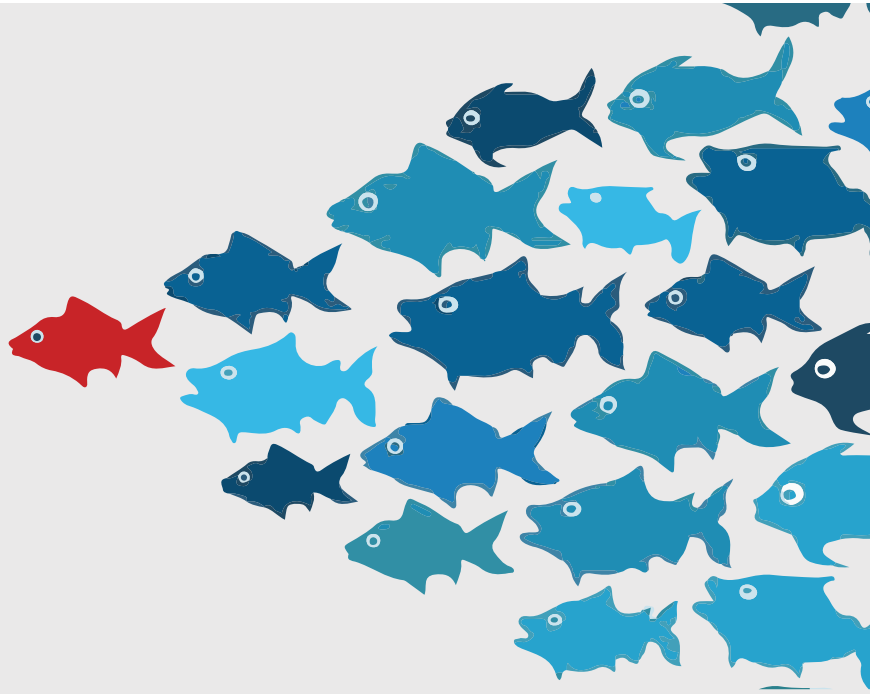


MBTI®

Innovation and Creativity

A one-day interactive workshop with a certificate of completion from Qamar Consulting.



This high impact development workshop will help improve leadership abilities in ways that not only fit an individual's own job situation, but also match their personality preferences

TRUE OR FALSE?

- ▶ No individual is born for a leadership role without further need for development. Research suggests that the development of authenticity – a leader's unique personality and natural style – can deliver the flexibility and clear-sightedness that engenders good leadership. It also confirms that the most effective leaders are those who possess higher levels of self-awareness, self-management and empathy. This reflects the ability to understand and regulate one's own emotions and those of others. Effective leaders flex their leadership style to adapt to the current situation and people around them.
- ▶ So how can leaders flex their style based on their authenticity?

WHAT WILL YOU GAIN?

- ▶ Understanding your personality type and how it influences your thinking, behavior and relationships will help you become a stronger leader
- ▶ You will maximize your ability to understand yourself, manage your behavior, relate to others and your ability to lead effectively
- ▶ You will obtain a logical structure for recognizing patterns in human behavior in communication, problem solving, conflict management and people's responses to organizational change

WHAT IS OUR SOLUTION?

- ▶ Experiential learning, case studies, role plays, facilitated discussions
- ▶ Coaching approach to help you recognize your individual contribution to the team and develop an action plan that will increase your effectiveness.
- ▶ Applying MBTI® (Myers Briggs Type indicator) framework in the organizational context

1 day
8 academic hours
6 CPD-units
7 CPE-units



WHO IS THIS WORKSHOP FOR?

- ▶ Executives , managers , entrepreneurs
- ▶ Anyone who sees the need for life-time development and wants to develop their leadership potential

TRAINER

This workshop is delivered by experienced trainer and facilitator Dr. Muhammad Qamar-ul-Hassan who is MBTI ® certified.

AVAILABLE TRAINING FORMATS

Open enrollment workshop

Open enrolment workshops are run at Qamar Consulting from 9.30 till 16.30.

In-house workshop

When delivered in-house, timing can be different and workshop outline can be fine tuned to meet your specific training need:

- ▶ Preliminary training needs analysis
- ▶ Flexibility in training location and timing
- ▶ Can be imbedded in modular development programs
- ▶ Language of delivery – English
- ▶ Extras – online MBTI® assessment with individual reports for all participants, licensed MBTI reference materials

DO YOU WANT TO KNOW MORE?

Please follow this link to request a call back or register for the workshop

<http://qamarconsulting.com/about-us/contact-us>

WORKSHOP OUTLINE

Modern trends in leadership development.
Successful leader criteria.

Leadership and personality type

- ▶ Introduction to MBTI®: history and concepts
- ▶ MBTI® type assessment:
 - ▶ Source of energy: business networking
 - ▶ Gathering information: idea generation and implementation
 - ▶ Making decisions: approaches to policies and procedures
 - ▶ Dealing with the world around you: project management strategies

Using MBTI® in leadership development:

- ▶ MBTI® and decision making: individual and team decision making styles. Virtual hour of decision making. Involving others in decision making and implementation
- ▶ MBTI® and change management: organizational change for leaders and employees. Communicating change. Inspiring others to change
- ▶ MBTI® and effective communication: personal, team and corporate communication styles. Communicating to influence. Conflict resolution in business communication. Coaching, counseling and giving effective feedback
- ▶ MBTI® and leadership style: being self-aware and other-aware
- ▶ An action plan «Becoming a stronger leader»

WHY QAMAR CONSULTING?

- ▶ 20+ years of sharing best practices in increasing personal and team effectiveness delivering training internally for consultants and executives of Qamar Consulting Global and externally for executives and HiPo of our client companies
- ▶ 15+ MBTI® Step I and Step II certified practitioner and business trainer
- ▶ 6 monthly workshop follow up electronic bulletins with additional information, individual assignments and reflection exercises

RECOMMENDED TRAINING PATH

- ▶ MBTI® : improving personal and team effectiveness, 1 day
- ▶ MBTI®: developing leadership potential, 1 day
- ▶ MBTI®: building resilience, 1 day
- ▶ MBTI®: embracing change, 1 day
- ▶ Coaching as a style of management, 1 day
- ▶ Emotional intellect, 2 days

TRAINER'S PROFILE



Dr. Muhammad Qamar-ul-Hassan is a certified MBTI (Myers-Briggs (KM-LS) Type Indicator), FIRO-B® (Fundamental Interpersonal Relations Orientation-Behavior™) and MMTIC (Murphy-Meisgeier Type Indicator for Children) Practitioner, a pioneer and one of the leading experts on

“Personality Type and Type Based Performance Improvement Solutions” in the region. Discovering human potential and optimizing performance of people while working by themselves or within teams in the organizations summarizes what he does and is passionate for. Two words: UNDERSTAND and IMPROVE (for sustained behavioral change) best describe his thinking and the work he is been doing since 2005 with different institutions, organizations and individuals. He has been working with organizations, corporate professionals, academics, students and doctors in the areas of leadership and management development, career management, employee retention, team building, and training in effectiveness to promote better understandings for improved performance.

Dr. Qamar has over 16 years of experience of consulting, training, counseling and research. He has successfully implemented Type (MBTI) based performance improvement solutions in many organizations and institutions in Pakistan. He has trained professionals from numerous organizations like National Bank, CDC, Merck Pharma, TCS, Hinopak Motors, Sui Southern Gas Company, Tradekey, Macter, PharmEvo, Novartis, Business Beam, PSEB, DPL, NUST, Iqra, Generations, Cadet College, SPS, FBR, Packages, AKU, PILL, SuperTech, Abbot, Martin Dow, Getz, GSK, Engro, Mobilink, MCB, DUHS, Philip Morris, HANDS, and many more. He has also participated and presented his research work at international conferences in Dubai, Cairo and Chennai. Dr. Qamar is a medical doctor with special interest In Psychiatry, Psychology and Research.



TRAINER'S PROFILE

A selection of companies for which Dr. Qamar has conducted Training or Executive Coaching:



Here is what past participants say about Dr. Qamar.



Phillip Morris

We engaged Dr. Qamar as part Of an over all team building excercise for the top management team, and found the MBTI services to be extremely valuable and insightful in building enhanced preserves and understanding of our personality types both as an individual and overall team.

David Lawrie

Director Resources

Phillip Morris (Pakistan) limited



NUST

MBTI workshop is amazingly successful method in identifying personality traits and then working on in improving the key traits to make your life successful. Dr. Qamar has done tremendous working in inspiring youngs mind at NUST SEECS Islamabad"

Dr. Arshad Ali - Director General NUST

SEECS



HINO PAK

IT was an excellent initiative, Dr. Qamar-ul-Hassan in-depth knowledge of MBTI as a psychometric tool has helped us to gain a greater insight and understanding Of this instrument. The MBTI assessment workshops we have had for our employees have opened the doors of self-awareness which is helping them understand not just there own selves, but others also; professionally and personaly both"

HinoPak Motors Limited