



**Transforming Manager into  
Leaders through  
Transformational Leadership**

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# Transforming Manager into Leaders through Transformational Leadership

## Course Summary:

While many people believe that some individuals are born leaders, the good news is that leadership skills can be taught and learnt. The business world has changed! Management was about pushing people to succeed. Leadership is about pulling people along to succeed. Command and control have been replaced. Employees are not told what to do anymore. Now, you influence their choices and assist in reaching goals. You do not direct; you win the team over to your point of view. You do not dictate; you inspire! You manage peak performance for both yourself and others.

This training will walk delegates through to the various types of leadership styles and they fit the 21st century business environment, given the influx of Generation Y's employees. You will also learn how to project the behavior of a leader and to communicate effectively as a leader. Through this work, we help you how to stop managing and start leading and, as a result, making you a vital part to your organization's future and you a better leader.

## Who Should Attend?

Team Leaders, Managers, Superintendents, HR Officials, T&D Personnel, General Supervisors, Executives, Supervisors, Financial Officers and Controllers, Process Managers, Strategic Planning Managers, Key Personnel, OE Champions, Chief Executive Officers, Directors, Company Secretaries, Presidential Advisors, Ministerial Advisors, Board Advisors, Chief Financial Officers, Board Members, Heads of Department, Directors of Human Resources, Directors of Business Development, Strategic Advisors, Senior Managers, Project Directors, Engineers, any person needs to acquire managerial and leadership skills

## Course Objectives:

By the end of this course delegates will be able to:

- Articulate their understanding on the different styles of leadership
- Articulate the differences managing and leading
- Inspire and lead the people they work with
- Communicate effectively as a leader
- Win the trust and loyalty of the people they lead
- Project leadership behavior
- Lead the team in problem solving activity

## Course Outline:

### Introduction

- How NLP relates to leadership
- 5 steps of being a successful leader
- P.O.S.A Model

### Your Current State & Emotional Intelligence

- The 6 basic Human Psychological needs
- Red Dot Syndrome
- Programming of Mindset
- Cause Vs Effect (Playing Victim vs Being Accountable)
- Reframing (See Problems as Opportunities)

## Empower Yourself with the Right Mindset

- Overcome Limiting Beliefs
- Letting Go Emotional Burdens & Stress
- Mindset of excellence ( Presuppositions)
- The Perception Model
- Preferred Representational Systems (VAK)
- Recognize and speak other's language

## Strategies in Building Rapport

- Elements of Deep Long-Term Rapport
- Matching, Mirroring, Pacing & Leading
- Attentive Listening Skills
- Verbal Responding skills 5. Powerful Influencing Skills in Communication
- Element of Communication
- Use Verbal and Vocal variety for subliminal message
- Communication Behavioral Assessment
- Your Communication Styles

## Powerful Influencing Skills through Body Language

- How to influence with language
- What stories the Eye-Movement tells
- Use language pattern to suggest not push
- Use embed commands to instruct the mind
- The answer is in the question (sharpen your probing skills)

## Winning Mindset & Innovation

- Setting the right intentions
- Plan your strategy and your activity
- Create your day before it creates you
- Visualization of your dream and see how the law of attracting works in your life

