

Based in UK, Spain and Middle East, SCT unleashes your potential for smarter results. Biographies of all our trainers their experience, locations and languages and so much more can be found on the website: www.smartcoachingtraining.com.



KHDA/Actvet Certified

From Manager to Leader

Leaders lead, Managers manage, how do you transition?

Smart Coaching & Training is offering this four-five day public course delivered by SCT's experienced trainers. Can be delivered in person or remotely.



Manager to Leader training in Dubai

Managing and Leading are completely different mindsets. Managing is about getting the job done. Leading is about deciding what the job is, having the vision and inspiring the organisation or country and its people to follow. Leadership is not something people are born with, leadership can be learned.

Organisations need leaders to build new business and take those organisations in a new direction. People need leaders that motivate, inspire, and unlock their potential. They want authentic leaders who identify and reward commitment and achievement. In short they need leaders that lead.

Colour personality profiling and other profiling tools will give you insights about your behaviours, strengths and weaknesses and how to better relate, motivate and build rapport with others - a strategic business weapon crucial to gaining and maintaining a competitive edge.

Emotional intelligence is a powerful key to effective leadership. This valuable training delivers the in-depth knowledge and practical skills needed to be a strong, emotionally intelligent leader with a strong personal brand. In addition, you will learn the characteristics of change and how to lead through change, as well as some powerful applications of Neuro Linguistic Programming and Mindfulness.

Practical aspects of management are also included: teambuilding, giving feedback and appraisals and overview of skills such as staff optimisation and leading change programmes.

What you will learn

- ✓ Leading not Managing; Executive Presence; Leadership Styles
- ✓ Emotional Intelligence: impression management, intentional change, personal branding
- ✓ Effective Communication: Personality types, Neuro Linguistic Programming, Stakeholders
- ✓ The Ideal Team: using preference profiles, natural vs adapted persona, cross communication
- ✓ Why Diversity is important – pros and cons of diverse teams
- ✓ Building Teams: Myers-Briggs, Belbin, Tuckman storming, rapport, change resistance, skills match
- ✓ Vision, performance and strategy planning, standards, job descriptions
- ✓ Evaluating, monitoring and controlling delivery: SMART, Balanced Score Card. KPIs.
- ✓ Team Development: delegation, feedback, appraisals, engagement, conflict, resistance, competence.
- ✓ Mindfulness, What is coaching? GROW model, Ethics
- ✓ Time Management; Eisenhower's Principle, managing meetings, saying no, making decisions
- ✓ Communication: elevator speech, face to face, emails, active listening, phone, image, social media
- ✓ Leading change: Kotter model, Programmes vs Projects, Change Program



- ✓ Each delegate will receive report on Communication

Your Trainers



Ian Gibbs is a great communicator and keynote speaker, and is a public speaking coach to business executives at IESE Business School. He runs Professional Speakers Association Spain.

David Rigby, MD of SCT has 20 years' experience and has delivered this course many times in several countries. He has worked with companies like PWC and has presented at international conferences.

My compliments to the trainer for his ability to deal with the challenges of a multi-cultural class. Ammroc Abu Dhabi

David is a very effective educator, coach and speaker. His delivery is very engaging, and he presents in a way that everyone could understand. Abu Dhabi University

Ian is generous and wonderful to work with, and I can't wait to have him back again. Toronto Canada

Working with Ian was a very pleasant experience. His calmness and confidence created an environment where learning and growing was pure pleasure. Barcelona

Ian is a person with a natural talent, able to make you feel comfortable, stimulating the environment a person worth sharing your time with. Sant Cugat

It's great to feel your energy and to know the myriad talents you use to develop people. Inspiring!! Coach Barcelona

David ran International Certification in Advanced Leadership Skills leveraging a unique interpersonal style that made fun learning. Braincraft Ghana

Very good course, very good facilitator. Congrat Mr David. Kuala Lumpur Electric

You had the best delegate engagement of all the presenters. ADNOC Abu Dhabi at Kuwait Change Management Conference

David triggered the giant inside me. Qnet Kuwait

You can learn from him just by listening to him speaking. Rolaco Jeddah KSA

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