

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](http://www.smartcoachingtraining.com).



KHDA/Actvet Certified

## Leadership and Team Management

**Using leadership skills to develop the best results from managing a team,**

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



*Leading by showing -Building a team of pasta makers – by David Rigby in Spain*

Organisations need leaders to build new business and take 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.

A team is a collection of people with a common purpose. You will get the fastest and worst results by having identical people in the team, however you will get the best results by having a team that is most diverse. A good team leader or manager is someone who enables contributions from their team and establishes an environment where it is psychologically safe to speak out. Creating a team from scratch, having the right people in it and building the cohesion is crucial.

Emotional Intelligence, Neuro Linguistic Programming and Mindfulness are powerful keys to effective leadership. Understanding how to communicate with different people in different ways is essential especially if you have a diverse team possibly in many locations. Learning how to coach, give feedback, appraise, delegate, inspire and to adjust your behaviours to better relate, motivate and build rapport with others, are a strategic business weapon most crucial to gaining and maintaining a competitive edge.

This valuable training delivers the in-depth knowledge and practical skills needed to ensure that you are a strong, emotionally intelligent leader, effective managing delivery with the right staff.

### What you will learn

- ✓ Leadership: Leaders and Managers
- ✓ Emotional Intelligence and Mindfulness
- ✓ Understanding Yourself and Relating to Others: Communication challenges
- ✓ Teams: Vision and performance
- ✓ What are groups and teams; Building a Team; Diversity in Teams
- ✓ Techniques: Communicating in teams (clients selects which options)
- ✓ Communication as an individual
- ✓ Effective Communication through Media
- ✓ Feedback
- ✓ What is coaching/ How to coach using Grow model
- ✓ Evaluating, monitoring and controlling delivery.
- ✓ Trust, and Ethics
- ✓ Team Leadership and Development using Delegation



- ✓ Each delegate will receive **report on Communication**

**Smart Coaching & Training Ltd**

**Whatsapp and UK +447788425688 +34 644773910 +971 5 566525970**

**[info@smartcoachingtraining.com](mailto:info@smartcoachingtraining.com) [www.smartcoachingtraining.com](http://www.smartcoachingtraining.com)**

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### 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.

As a former hotel GM Martin Kubler knows how to lead and to manage teams. Martin knows people and how to communicate with them, but he also knows how to make organisations work and extract the best profits for their many stakeholders.

*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*

*Martin has impressed me with the amount of knowledge, awareness, solutions, practices, and organization. Over and above Martin is a great facilitator as he pours big knowledge smoothly with a "Martin's" sarcastic twist so you never forget the bits and pieces afterwards" Talent Management Agency in MENA*

*Martin knows how to deliver his knowledge to a diverse audience. I consider him as a qualified and great lecturer and would highly recommend him for any social media or digital marketing training courses. Consulting & Engineering Firm Middle East*

*Ian is a person with a natural talent, able to make you feel comfortable, stimulating the environment, something demonstrated in the sessions I had the pleasure to organise and attend with him. Indeed a person worth sharing your time with. Sant Cugat*

*Martin Kubler is a driven, intelligent and a highly engaging speaker, with amazing stage presence. Martin regularly sprinkles his presentation/panel discussion with humour and always engages the audience. International Events Organiser*