

LEADERSHIP SUCCESS SERIES

Becoming A Person of Influence



Introduction

Having influence over a small group of people could bring about small results but gaining the influence over a larger group of people could bring about monumental change and lasting success. No ambitious plans or initiatives could be accomplished without first gaining support of others.

Who Should Attend

Company executives, managers, and other key decision makers that will influence organizational change. Current and aspiring business owners, coaches, leaders and salespersons.

What You Will Learn

The program will equip you with concrete action steps and strategies to be a person of influence. At the end of the program, you will understand your own leadership strengths and weaknesses and transform the way you lead and influence others for better results.

What We Offer

- Workshops (Full day / 2 Days)
- Seminars (Half / Full day)
- Lunch & Learn (1 hour)

Course Outline

Becoming a person of Influence intends to create an environment where your values, goals and expectations are aligned. The training will focus on 10 major attributes of an influential leader.

1. Having Integrity

- Look within to understand the concept of servant leadership and how to accomplish your objectives by serving others
- Understand that integrity cannot be purchased on a whim
- Identify what's working and what's not working in your present leadership style
- Learn to develop attributes of a person with integrity

2. Nurturing

- Understand the needs of your subordinates and align them with the bigger company / department objectives
- Set effective goals and expectations within different communication styles and across culture

3. Faith

- Choose to view circumstances and challenges with positive enthusiasm and having faith in your people to do the right thing

- Give the space needed and the unshakeable belief that they will accomplish their tasks and goals with minimum supervision

4. Listening and Being Tuned-in

- Learn what behaviours, both conscious or unconscious, that prevent you from listening?
- Examine any grey areas and address gaps in their performance by taking the time to listen

5. Understanding

- Acquire skills to masterfully quell the need to be "right" all the time
- Leverage on the power of regular "check-ins" to applaud milestones achieved and provide motivation to close-in on opportunities missed
- Manage your attitude towards another person to reflect your ability to understand them

Course Outline

6. Enlarging

- Provide opportunities to invest in others by making deposits of time and energy to lift others to a higher level
- Reflect on circumstances on when you felt “belittled” by a leader and how it affects your relationship with them
- Equip your ability with mentoring qualities to invest in others
- Identify qualities to look for when choosing a person to mentor

7. Navigating through difficult challenges

- Reflect situations when you felt disoriented or off-track in your career and learn how to get back on course
- Understand the wrong kinds of criticisms that may have blocked growth
- Learn how to face destructive criticisms and how to navigate around them

8. Connecting and bringing value

- Enhance your competitive edge by steering away from competing and edging towards connecting and collaborating
- Commit to meaningful human connection in the age of wireless communication

- Discover how your personality can help you connect and bring value to the people you’re serving

9. Empowering

- Effectively delegate tasks and responsibilities
- Address fears that cause leaders to hold tightly to power and prevent them from transferring authority to his/her followers
- Differentiate hands on coaching from micro-management

10. Reproducing other influencers

- Identify and select good qualities of a successor to take over your role
- Chart organizational success and growth by understanding if there’s a need to shift focus from producing star performers to creating team victories
- Assess and challenge your own capacity to influence others by committing to personal growth

About the Speaker

Anisa Hassan is an award-winning entrepreneur and an internationally certified trainer, speaker and coach of the John Maxwell Group – a world renowned expert in leadership.

Anisa specializes in topics relating to business and professional management. Her vast knowledge and experience in managing interpersonal relations make her presentations lively, impactful and insightful.

Encouraging active participation, Anisa's seminars and workshops have been highly rated because they inspire action and provide concrete "how to" steps that — when used as directed — dramatically boost results.

Currently, she engages management and leadership audiences through her public and corporate workshops all across ASEAN.

Company Profile

Anisa Hassan International (AHI) is a training provider that focuses on business and leadership training. Each year, AHI hosts public workshops across ASEAN teaching individuals and organizations how to live out leadership at all levels in any organization.

Every AHI public training & corporate workshop :

- Features hands-on learning and activities
- Includes an in-depth workbook
- Guides attendees in creating a plan to live out what they learn
- Is relevant to leaders at every level

AHI is a subsidiary of Stellar Consulting Group, a group of companies whose various divisions connect businesses and investors to markets regionally and internationally.

Please select type of training to be organized :

- | | |
|---|---|
| <input type="checkbox"/> Workshop (Full Day) | <input type="checkbox"/> Workshop (2 Days) |
| <input type="checkbox"/> Seminar (Half Day) | <input type="checkbox"/> Seminar (Full Day) |
| <input type="checkbox"/> Lunch and Learn (1 hour) | <input type="checkbox"/> Tailored Program |
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DELEGATE/ PERSONAL PARTICULARS

Organisation name: _____

Address: _____

Postal Code: _____ Country: _____

Authorised by: _____ Job Title: _____

Delegate 1 Name (Mr/Ms) : _____

Job Title: _____

Department : _____

Telephone: _____ Fax : _____ Email : _____

Delegate 2 Name (Mr/Ms) : _____

Job Title: _____

Department : _____

Telephone: _____ Fax : _____ Email : _____

Delegate 3 Name (Mr/Ms) : _____

Job Title: _____

Department : _____

Telephone: _____ Fax : _____ Email : _____

Delegate 4 Name (Mr/Ms) : _____

Job Title: _____

Department : _____

Telephone: _____ Fax : _____ Email : _____

Payment Methods

Registration will only be confirmed upon receipt of payment through the following methods: (Please tick one)

Bank Transfer : Please quote your Company's name & Invoice number

Bank Name: Standard Chartered Bank
Account Name: Stellar Consulting Group Pte. Ltd.
Address: 6 Battery Road, Singapore 049909
Account No.: 52-000-0995-9
Swift Code : SCBLSGSG

International Money Order

Other Popular Seminars & Workshops

Everybody Communicates; Few Connect

Going Beyond Talent

Leadership GOLD

To be a R.E.A.L. Success

IMPORTANT :

Only one discount scheme is applicable. Fee includes lunch, refreshments and documentation. Payment must be received before the event date in order to guarantee your seat. Prices quoted are not inclusive of taxes and bank charges.

Enquiries:

Please contact Rose Marie at Tel : (65) 6336 5458 or Fax : (65) 6538 8197
Email : info@anisahassan.com for more information.

CANCELLATION AND TRANSFER :

If you are unable to attend, a substitute delegate is welcomed at no extra charge. Alternatively, your registration can be credited to a future event organised by Anisa Hassan International (AHI). A full refund, less 20% administration charge will be made for cancellations received in writing at least 30 days prior the event. A complete set of course documentation and 50% refund will be sent for cancellations received less than one week prior to the event or for “no show” participant. A complete set of course documentation will however be made available. AHI reserves the right to cancel or alter the content and timing of the program or the identity of the speakers for reasons beyond its control.

DUPLICATED MAILINGS AND CORRECTIONS :

If your details on the address label is outdated or incorrect, please send the correct details to the address below. Corrections will be handled as promptly as possible.

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