



Munich  
Business  
School



المركز الإقليمي  
للاستشارات الإدارية والتدريب  
Regional Center for Management  
Consulting and Training

# Munich Business School In Germany & Regional Center In Kuwait Invite To Participate in 1st International leadership: The Art of Leadership: How Leaders Inspire, Influence, and Achieve Results

Conference Period  
From 29/10/2018 To 02/11/2018  
5 Days



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## Conference Speakers





1<sup>st</sup> International Leadership Conference in Munich (Germany):

**The Art of Leadership**  
**(How Leaders Inspire, Influence, and Achieve Results)**

Conference Period	5 Days
Conference Date	29/10/2018 To 02/11/2018
Conference Place	Germany – Munich – Munich Atlas City Hotel
Conference Fees	2500 KD



Regional Center (Kuwait)

&

Munich Business School (Germany)



**Conference Introduction**

Leadership is about making others better through empowering them to be and do their best. Every business needs strong leaders to guide, inspire and impact those around them, to work together and achieve a common goal. If you are ready to develop your leadership skills, to be someone that motivates others to be the best versions of themselves and surpass goals, then this is the conference for you! Leadership: How to Influence, Inspire and Impact as a Leader, guides you from having a manager mentality to developing an attitude of leadership. You will be introduced to the various styles of leadership, know about the effectiveness of each, and determine which style of leader you are. You will know how to work with different levels of performers and how to inspire them to reach further success, how to effectively communicate and influence others to work towards your vision, and you'll know how to do it in a way that's both informative and engaging!

**Conference Objectives**

Practical leadership tools and techniques that can be applied immediately.

Successful leadership approaches from the best of the best world class organizations.

How to apply the 10 most powerful leadership competencies for greater success.

To consider methods for improving management performance.

Effective strategic planning: a step by step process for your business enterprise.

Critical components of succession planning.

Authentic coaching guidelines for turn-of-the-century leadership.

Getting results through effective mortification techniques.

Best ways of managing knowledge and human capital.

Insights into the successful implementation of teams.

Improved ways leaders are measuring performance by using performance builders.

Understand how to put together a strategic plan for your business unit.

New developed skills in negotiating.

### **Conference Target Audience**

Mid to upper level managers responsible for the continuous leadership development of others and building high-performance organizations.

Team leaders and coaches who are called to inspire and motivate their workers each day to accept new responsibility.

Managers who wish to transform their way of thinking, managing and leading for a higher level of skill, empowerment, and overall achievement.

### **Conference Speakers**

Dr Mark Barrett

Dr Joanne Cleverley

Dr Yang Moskowitz

Dr Susan Leeds

Dr Emma Anderson

Dr Nick Clarke

Dr Graeme Summers

Dr Rebekah Milsom

### **Conference Major Content**

Leadership Competencies

Strategic Leadership Planning

Succession Planning and Career Planning

Coaching at all Levels - Becoming an Influential Leader

Managing Knowledge and Better Ways to Measure Performance

People Management

Leading Teams

Strategic Planning

Negotiating for Results

Operational Excellence

*For More Details Please Contact Our Consulting Department*



(Day 1) – 29 October 2018

Time	Event		Speaker
	Main Points	Sub-Points	
8:00 - 8:45 am	Registration and Continental Breakfast		Conference Coordinator
8:45 - 9:00 am	Welcome and conference Introduction		Dr. Waleed Al-Shwwa (Executive Director)
9:00 - 12:00 am	<b>Leadership Competencies</b>	<ul style="list-style-type: none"> <li>– Understanding the power of leadership competencies</li> <li>– Incorporating leadership competencies into your organization</li> <li>– 10 most powerful leadership competencies</li> <li>– Developing your own competency model</li> <li>– Applying competencies in your organization</li> <li>– Aligning competencies to yield greater business results</li> </ul>	Dr Mark Barrett
12:00 - 12:30 pm	Coffee Break Time		
12:30 - 15:30 pm	<b>Strategic Leadership Planning</b>	<ul style="list-style-type: none"> <li>– Strategic planning step by step when goal setting isn't enough</li> <li>– Creating your own strategic plan to use immediately</li> <li>– Four part blueprint for strategic planning</li> <li>– Implementing your plan for optimum effectiveness</li> </ul>	Dr Joanne Cleverley
15:30 - 16:00 pm	Questions & Discussion		
16:00 pm	Buffet Lunch Time		



(Day 2) – 30 October 2018

Time	Event		Speaker
	Main Points	Sub-Points	
8:15 - 9:00 am	Buffet Breakfast Time		
9:00 - 12:00 am	<b>Succession Planning and Career Planning</b>	<ul style="list-style-type: none"> <li>– Applying critical components of leadership succession</li> <li>– Attracting and retaining top talent</li> <li>– Creating leaders from within</li> <li>– Building your dream team</li> <li>– Developing careers</li> <li>– Learning lab: real world best practices exercise</li> </ul>	Dr Yang Moskowitz
12:00 - 12:30 pm	Coffee Break Time		
12:30 - 15:30 pm	<b>Coaching at all Levels - Becoming an Influential Leader</b>	<ul style="list-style-type: none"> <li>– Using primary leadership styles of effective coaching</li> <li>– Developing authentic coaching guidelines</li> <li>– Using 11 principles for coaching success</li> <li>– Implementing a four step plan for developing your influence</li> <li>– Expanding the sphere of influence</li> <li>– Learning lab: real world coaching best practices exercise</li> </ul>	Dr Susan Leeds
15:30 - 16:00 pm	Questions & Discussion		
16:00 pm	Buffet Lunch Time		



(Day 3) – 31 October 2018

Time	Event		Speaker
	Main Points	Sub-Points	
8:15 - 9:00 am	Buffet Breakfast Time		
9:00 - 12:00 am	<b>Managing Knowledge and Better Ways to Measure Performance</b>	<ul style="list-style-type: none"> <li>– Creating a world class learning environment</li> <li>– Understanding the future of learning in the organization</li> <li>– Realizing the importance of 21st Century training and what has to happen first</li> <li>– Deming's take on performance appraisals: performance appraisal vs. performance building</li> <li>– Evaluating current performance appraisals and improving them greatly</li> <li>– New and better ways for measuring performance you never thought possible</li> </ul>	Dr Emma Anderson
12:00 - 12:30 pm	Coffee Break Time		
12:30 - 15:30 pm	<b>People Management</b>	<ul style="list-style-type: none"> <li>– The importance of socio technical management.</li> <li>– Techniques for effective communication.</li> <li>– Motivating for results.</li> <li>– Enhancing your coaching skills.</li> <li>– Empowering employees for improved performance.</li> <li>– Characteristics of a successful manager.</li> </ul>	Dr Nick Clarke
15:30 - 16:00 pm	Questions & Discussion		
16:00 pm	Buffet Lunch Time		

*(Day 4) – 01 November 2018*

<i>Time</i>	<i>Event</i>		<i>Speaker</i>
	<i>Main Points</i>	<i>Sub-Points</i>	
8:15 - 9:00 am	Buffet Breakfast Time		
9:00 - 12:00 am	<b>Leading Teams</b>	<ul style="list-style-type: none"> <li>– Obtaining the benefits of teamwork.</li> <li>– Characteristics of ineffective teams.</li> <li>– Characteristics of effective teams.</li> <li>– Managing conflict in a productive manner.</li> <li>– Understanding team member styles.</li> <li>– Creating a virtual team.</li> </ul>	Dr Emma Anderson
12:00 - 12:30 pm	Coffee Break Time		
12:30 - 15:30 pm	<b>Strategic Planning</b>	<ul style="list-style-type: none"> <li>– Analyzing the strategic planning process.</li> <li>– Achieving competitive advantage.</li> <li>– Utilizing dynamic SWOT analysis.</li> <li>– Focusing on vision and mission.</li> <li>– The importance of contingency planning.</li> <li>– Examples of strategic success and failure.</li> </ul>	Dr Nick Clarke
15:30 - 16:00 pm	Questions & Discussion		
16:00 pm	Buffet Lunch Time		



*(Day 5) – 02 November 2018*

<i>Time</i>	<i>Event</i>		<i>Speaker</i>
	<i>Main Points</i>	<i>Sub-Points</i>	
8:15 - 9:00 am	Buffet Breakfast Time		
9:00 - 12:00 am	<b>Negotiating for Results</b>	<ul style="list-style-type: none"> <li>– Gaining insight into the negotiating process</li> <li>– Characteristics of an effective negotiator</li> <li>– Developing negotiating strategies</li> <li>– Employing persuasive negotiation techniques</li> <li>– Achieving the benefits of effective negotiating</li> <li>– Negotiation exercises</li> </ul>	Dr Graeme Summers
12:00 - 12:30 pm	Coffee Break Time		
12:30 - 15:30 pm	<b>Operational Excellence</b>	<ul style="list-style-type: none"> <li>– Lessons from the best performing companies</li> <li>– Benchmarking your operation against the best</li> <li>– Creating employee commitment</li> <li>– Managing continuous improvement</li> <li>– Creating the high performance organization</li> </ul>	Dr Rebekah Milsom
15:30 - 16:00 pm	Conclusion the Conference and Processing For Practical & Workshop		
16:00 pm	Buffet Lunch Time		