

learningm!nds

ESSENTIAL MANAGERIAL SKILLS

AHMED ALI



**Lead with
Clarity,
Connect with
Purpose,
Influence
with Heart**

date

14 MAY 2025

time & location

0900 - 1700 HOURS

MARRIOTT HOTEL, KARACHI

ESSENTIAL MANAGERIAL SKILLS

OVERVIEW

This one-day intensive program is designed to equip managers with essential skills to lead high-performing teams, foster collaboration, and drive results. Drawing from the principles of Ken Blanchard's *The One-Minute Manager* and Patrick Lencioni's *The Five Dysfunctions of a Team*, this session will empower managers with the tools and strategies needed to enhance their leadership capabilities. Through actionable insights and interactive exercises, participants will learn to communicate effectively, build trust, handle conflicts constructively, and create a culture of accountability and commitment.

This program is crafted for forward-thinking organizations looking to nurture their management teams and ensure they are prepared for the challenges of today's dynamic business environment.

PROGRAM BENEFITS

By the end of this program, participants will be able to:

1. **Master Key Leadership Techniques:** Implement the core principles of *The One-Minute Manager* to drive motivation, feedback, and performance.
2. **Enhance Communication:** Develop essential communication skills that foster clarity, alignment, and transparency within teams.
3. **Build Trust and Team Cohesion:** Apply strategies to build trust and create a supportive, high-performing team environment.
4. **Navigate Conflict Effectively:** Utilize conflict resolution techniques to address and manage interpersonal team issues.
5. **Foster Accountability and Commitment:** Lead by example and inspire team members to take ownership of their responsibilities and contribute to shared goals.

WHO SHOULD ATTEND?

This program is designed for professionals who lead others — whether formally or informally — and want to strengthen their core managerial toolkit which include:

- New or first-time managers
- Supervisors and team leads
- Aspiring managers or high-potentials
- Technical experts transitioning to leadership roles
- Mid-level managers seeking a practical refresh

This program is specially helpful for those who:

- Struggle with delegation, communication, or feedback
- Want to drive team performance and accountability
- Are preparing to take on greater leadership responsibilities

Relevant for teams in:

Sales | Customer Service | HR | IT | Operations | Marketing



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PROGRAM OUTLINE

Module 1: The One-Minute Manager's Approach to Leadership

Overview:

Learn the foundational principles of The One-Minute Manager—setting clear goals, providing concise feedback, and recognizing achievements to drive high performance.

Key Focus Areas:

- One-Minute Goal Setting
- One-Minute Praisings
- One-Minute Reprimands
- Applying these techniques to real-world managerial situations

Module 2: Building Trust – The Foundation of High-Performance Teams

Overview:

Learn how to build trust within teams, ensuring transparency, openness, and shared accountability.

Key Focus Areas:

- Lencioni's Trust Pyramid and its role in team success
- Practical exercises for building vulnerability-based trust
- Creating a safe space for collaboration and openness

Module 3: Handling Conflict and Embracing Constructive Disagreement

Overview:

Conflict is inevitable, but managing it effectively is key to team success. In this module, participants will learn conflict management strategies that promote healthy debate and problem-solving.

Key Focus Areas:

- Understanding the sources of conflict in teams
- Approaches to resolve conflict using Lencioni's model
- Turning disagreements into opportunities for growth and innovation

Module 4: Accountability and Commitment – The Manager's Role in Driving Results

Overview:

Learn how to foster a culture of accountability, where team members are empowered to take ownership of their responsibilities.

Key Focus Areas:

- Clarifying roles and expectations
- Holding team members accountable for their actions
- Promoting commitment to shared team goals and organizational success

Module 5: Creating a Cohesive, Results-Oriented Team

Overview:

Integrate the principles of The One-Minute Manager and Lencioni's Five Dysfunctions to cultivate a cohesive and results-driven team environment.

Key Focus Areas:

- Establishing a results-driven culture
- Encouraging alignment and collaboration towards shared objectives
- Managing team dynamics for optimal performance

READY TO INFLUENCE WITH HEART?

Join us for this transformative experience and take the first step toward becoming a leader who connect with purpose!

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YOUR PROGRAM FACILITATOR

Ahmed Ali is a certified trainer and facilitator known for creating energized, high-impact learning experiences. With a corporate foundation rooted in his tenure at Shan Foods, and a strong academic background as an IBA graduate, he brings a unique blend of business acumen and human-centered training to his sessions.

His approach to training is not just about knowledge transfer—it's about transformation. He has worked with professionals across industries such as FMCG, IT, Banking, Oil & Gas, and Retail, helping teams build critical capabilities through interactive, practical, and purpose-driven learning.

He brings his deep understanding of the managerial journey. His sessions help participants strengthen their core leadership skills including communication, delegation, decision-making, feedback, and team development.

His strength lies in his ability to connect with participants, simplify complex concepts, and turn them into actionable skills. His workshops are known for their energy, relevance, and lasting impact—making him an ideal fit for organizations aiming to build a confident, capable, and people-focused managerial layer.



REGISTRATION DETAILS

Program fee: **PKR 25,000/-** per participant
Nominate Group of **3** and get 10% Discount.

The program fee covers tuition, program manual, certificate of participation, lunch, refreshments and networking.

Cancellations can be sent 7 days before the program, after which NO cancellations will be accepted.

For more information contact

Syeda Anoocha Arif

Tel : +92-337-2394394 / +92-321-8747595

Email : events@learningmindsgroup.com

Master the essentials of impactful leadership — in just one day.
Self-awareness, empathy, and influence await.