

The Institute  
of Bankers  
Pakistan



# EQ FOR LEADERS

**Build your competency to add  
value with emotional intelligence**

**Facilitator: Major (R) Dr. J.Prebagaran**

**Date: August 27, 2018**

**Time: 9 am to 5 pm**

**Fee: PKR 39,500/-**

**Venue: IBP, M.T. Khan Road, Karachi**



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## INTRODUCTION

Individual relationships create the workplace climate. In turn, this climate shapes the ways employees and customers relate to each other and the organizations. The capacity for recognizing our own feelings and those of others, for motivating ourselves, for managing our emotions and ultimately relate to each other effectively is defined as Emotional Intelligence (EQ). Various published studies have revealed that poor EQ resulted in multi million dollar lost to worldwide business organizations. EQ is the ability to access, manage and make use of your feelings. This ability can be more important personal and team success in an organization than intelligence and technical skill. EQ for leaders is a fast paced interactive workshop that will forever change the way your look at interpersonal and intrapersonal relationship. The skill you will develop will help you to be a more influential and impactful leader.

**EMOTIONS DRIVE PEOPLE.  
PEOPLE DRIVE PERFORMANCE.**

### For Registration:

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## LEARNING OBJECTIVES

At the end of this course, participants will be able to:

- Define EQ
- Measure their level of EQ based on established EQ test
- Determine why EQ is critical for organization and personal success
- Explain how EQ could increase organizations productivity and competitiveness
- Explain application of EQ to personal and professional life
- Identify specific action to increase EQ which will facilitate:
  - To understand the concept of awareness of self and others.
  - Achievement of better level of competitiveness.
  - Overall enhanced productivity.
  - Enhanced self-confidence and self-empowerment.
  - Positive interactions by building rapport, trust and credibility.
  - Increased success & reduce stress on the job.
  - Successful business relationship.
- Social awareness: recognize and understand other people's emotions.
- Relationship management: manage relationship,
- **How EQ influence your motivation?**
  - Understanding the causes of emotion
  - Understanding the consequences of poor EQ
  - Self-assessment of EQ
- **EQ's influence on effective decision making**
  - Case study on implication of poor EQ on decision making.
  - How EQ enhance decision making competency.
- **Why EQ is critical for your personal and team success**
  - EQ for personal and team success: video
  - How to apply the key lesson from video?
- **EQ- The secret towards productivity and competitiveness**
  - Review of report on EQ's implication towards organizational productivity.
  - Organizational action plan

## COURSE CONTENT

- **EQ – Definition**
  - What is EQ?
  - Why EQ is important?
  - How to measure EQ?
- **How EQ works?**
  - Self-awareness: know your emotions.
  - Self-management: manage your emotions.
- **Application of EQ for your personal and professional life**
  - How to improve self-awareness?
  - How to improve self-management?
  - How to improve social awareness?
  - How to improve relationship management?
- **Personal Action Plan**
  - How to translate lesson learnt into sustainable action?

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## METHODOLOGY

Highly interactive workshop with lecture, group discussion, training games and case study.

## WHO SHOULD ATTEND?

The course is of particular benefit to business managers and leaders, who are keen on enhancing their personal productivity at work and any individual who wishes to accomplish the following:

- Increase deliberateness in making decisions
- Temper negative responses to distressing situations
- Improve conflict management and communication skills

## FACILITATOR

**Major (R) Dr. J. Prebaganan**  
PhD, PMP, PMI-RMP, MSc, BSc Ed (Hons),  
Dip Phy Ed, Dip ALC, CT (USA)



Dr. J.Prebaganan has 28 years of working experience in especially in Training and Project Management. He was member of RM 6 Billion international ship building project for 14 years. He is a Certified Project Management Professional and Project Risk Management Professional by Project Management Institute (PMI). He is also a Certified Trainer of '7 Habits of Highly Effective People' and Certified NLP Practitioner from National Federation of NeuroLinguistic Programming. He

served as Training Analysis & Design officer at Royal Malaysian Navy Training Center in Lumut, Perak. He is Accredited Competency Professional by Institute of Leadership & Management (UK), Advanced TQM facilitator, ISO 9001:2000 QMS Lead Auditor and competent trainer for ISO 14000. He is graduate in BSc (Chemistry), MSc (Emergency Planning & Response), PhD (Engineering Business Management).

Dr. J.Prebaganan is currently the CEO of SMC Professional Center for Learning & Development. He has conducted various EQ, leadership and management development training programs for government, multinational organizations and international clients. Among the prominent satisfied clients from his training program are Agilent Technologies, PETRONAS University, PT REA, Indonesia (A public listed company in UK), Matsushita and MISC (Malaysian International Shipping Corporation). He is a part time lecturer of UTM Executive Masters in Occupational Safety and Health. He has proven experience in design and delivering of leadership and management development program for major international organizations like MISC, Sony, Flextronics, Western Digital and Agilent Technologies. He has also conducted various training programs in management and leadership development in Thailand, Indonesia, UAE, Oman, Maldives, Tanzania, Singapore, Brunei and Ghana.

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