

TerraBiz

Training | Conferences | Exhibitions | PR

presents

Performance

COACHING SKILLS



17th November 2009 | Karachi Marriott Hotel
09:00 am to 05:00 pm

Digital Media Partner:



Meet Your Course Expert



Mike Noel Smith

Management Trainer, Coach and Author, UK

Mike Noel-Smith is one of the UK's leading speakers on motivation, leadership, and self development. His unique interactive training programmes have inspired, informed and motivated thousands of businessmen and businesswomen throughout the UK, Europe, and Asia. Mike has delivered training and motivational presentations to a variety of sports teams including Harlequins RFC, The Royal Sun Alliance Ocean Racing Team and the England Cricket Team.

A keen ski-mountaineer and rock climber, he has led expeditions over the Alps, Mexican volcanoes, the high mountains of Africa as well as the deep jungles of Central America. In addition to his love of altitude, in 2003 he attempted to become the first ever to row unaided across the Indian Ocean. 2000 miles into their journey, battered by tropical storms and without a watermaker, they eventually had to abandon their row after some 50 days at sea in a dramatic night-time rescue conducted by the Australian Navy. It was a fantastic life changing experience and both have vowed to return to finish the journey! As a result of that, The National Geographic produced a 1 hour documentary titled, 'Adrift in The Indian Ocean'. He is the author of 'Wild Waters in the Roar' available at Amazon.

Mike is a Member of the Institute of Management Consultancy, The Professional Speakers Association and is a Practitioner of NLP (Neuro Linguistic Programming), a qualified Behaviour and Values Profile Analyst and Level A Psychometric Tester. He is also a Life Coach and CBPA qualified.

His clients include Timberland, Bang & Olufsen, GAP, Yahoo!, Lloyds TSB, BT, KPMG, The England Cricket Team, Harlequins RFC, Lehman Brothers and many more.

What people say about Mike!

"An absolutely compelling and absorbing talk to a potentially difficult audience faced with radical change in our business. Mike understood what I wanted and brought home the key messages loud and clear"
Paul Cox, Product UK Director, Procter & Gamble

"Our UK business is one of the strongest in the Yahoo! network. We have an excellent team who have experienced the highs and lows of the Internet. Mike was invited to talk to the team during a 'low' in our business. He is truly an inspirational speaker whose motivation and enthusiasm really did rub off on the team. A big thank you"
Martina King, CEO Yahoo! Europe

Course Outline

Course Synopsis

This training focuses on performance coaching, introducing business coaching skills and styles in a fun and interactive training course.

Target Audience

The course offers training for individuals who have a responsibility for coaching and managing the performance of others in a business environment.

Course Objectives

To provide participants with the coaching skills, knowledge and confidence to coach individual team members to improve performance.

Programme Topics

- Defining coaching
- Learning styles and motivators
- Creating the right business coaching environment
- Active listening skills
- Questioning techniques using the GROW & Outcome Thinking models
- Understanding different communication styles using the DISC questionnaire
- Learning Review

Methods

- ▶ Trainer presentation and facilitation
- ▶ Group discussion
- ▶ Individual and small group exercises
- ▶ Coaching practice sessions
- ▶ Questionnaire: DISC
- ▶ Workbook

TerraBiz

Training | Conferences | Exhibitions | PR

We are a business information firm, having managed and organized events of various calibers during the last 21 months of our operations.

Among our more recent events was the Entrepreneurship 09 Conference in August which was held in collaboration with MPF, the Human Capital Management Conference in Karachi and Lahore in April and July this year respectively, the Women in Leadership & Business Conference (WIBCON '09) in collaboration with Pakistan Society for Training & Development in March, Compensation & Benefits Day in June '09 and others.

We also organized the 11th Convention of the Management Association of Pakistan in December last year in Karachi. MAP convention has become the benchmark against which all business conferences are measured. TerraBiz is producing another international conference for MAP on 18 November in Lahore. Boeing and many other foreign and local business groups will be participating in that. www.mapconvention.com.

TerraBiz organized the first ever conference on Digital Marketing in Pakistan titled Marketing 2.0 which saw the confluence of the top three names in the world of digital marketing - Google, Yahoo and Microsoft, represented by their senior executives from abroad. Global Head of Mobile Marketing P&G was also one of the speakers. www.marketing2.com.pk. TerraBiz also organizes frequent events with Google Pakistan.

TerraBiz is responsible to produce a series of highly successful road shows on the promotion of investment in Pakistani capital markets in different cities. These bi monthly events are jointly hosted by Central Depository Company (CDC), SECP and Karachi Stock Exchange. As part of our operations, we also facilitate international trainers to conduct public workshops in Pakistan. A few of them were 'Six Thinking Hats' with Dr. Sunil Gupta, Life Time Master Trainer of Edward de Bono Tools, HR Balanced Scorecard with Alan Fell; Employer Branding with Dr. Olga Kampaxi, and many others.

Our recent training workshop participants list includes SSGC, OGDCL, KESC, KAPCO, Pakistan Security Printing Corporation, State Bank, National Bank, MCB Bank, ABN AMRO Bank, HSBC Bank, Saudi Pak Bank, Allied Bank, NIB Bank, Mobilink, Ufone, Zong, Wateen Telecom, Telenor, Siemens, Haleeb Foods, National Foods, Cadbury, Getz Pharma, Sanofi Aventis, Novartis Pharma, GSK, PharmEvo, Macter Pharma, Sight Savers, Syngenta, Engro, Coca Cola Beverages, Central Depository Company, HUB Power Station and Aga Khan University.

In December 2009, we will be organizing the Marketing Conference & Exhibition in which BTL & ATL marketing firms will be showcasing their services and products, along with top-most corporate speakers from the sector sharing their thoughts and ideas on various aspects of marketing activities.

Registration Note

Participation will be confirmed **subject to receipt of payment.**

Substitutions are welcome. Please notify us in writing at least two working days prior to the event. All cancellations must be sent in writing, and will carry a 15% cancellation fee, once a registration request is received and acknowledged by TerraBiz.

Workshop fees must be paid in full. No refunds will be given if a written cancellation occurs within 10 working days prior to the workshop. Same applies for delegates who don't attend the workshop without cancellation. Workshop materials will still be couriered to them. However, if you have paid your workshop fee in full and you wish to attend any other workshop from TerraBiz within 6 months of the initial registration, you will only be invoiced for 15% of that workshop fee. Please note that you can transfer only once. In the event of unforeseen circumstances, TerraBiz reserves the right to cancel or postpone the event.

For onsite customized programs
by **Mike Noel Smith**

Please contact Qazi Waqas Ahmed at
qazi.waqas@terrabilzgroup.com
or call at
T> +92 21 3455 8539
M> +92 345 303 7045

Workshop Investment:

Rs. **17,500/-** per participant

***Early Bird Discount** (Before 5th November 2009)

Rs. **16,500/-** per participant

***Group Discount**

Every 4th participant from the same organization is Free

Includes course ware, TerraBiz certificate, lunch, refreshments and business networking.

*Discounts are mutually exclusive

For Registration Contact **Qazi Waqas Ahmed**

Cell: +92 345 303 7045 & +92 300 213 3849

Tel.: +92 21 3455 8539 & +92 21 3455 319

Fax: +92 21 3455 7264

email: qazi.waqas@terrabilzgroup.com

register@terrabilzgroup.com

website: www.terrabilzgroup.com

Send your cheque in favour of "TerraBiz" to Murad Hassan
Suite # 403, Shahwar Trade Centre, Above Standard Chartered Bank,
Allama Iqbal Road branch, P.E.C.H.S, Block 2, Karachi, Pakistan.

Tel: +92 21 3455 8539 & +92 21 3455 0431

Cell: +92 300 922 0647 & +92 321 278 1000