



Precept
management consultancy

PRECEPT LEADERSHIP EXPERIENCE

Elysium Resort, Paphos, Cyprus; 10th - 13th November 2008

OVERVIEW

*“Impossible means you haven’t found the solution yet”
-CIIM: International Business School*

The business world of today is constantly changing, developing and pulsating. Gone are the days when we could sit back and relax; today it is about multi-tasking, modern professionalism, and achieving results. Companies need to adapt to this change and the constant demands of their customers just to stay competitive. At a personal level we also need to constantly develop our skills and knowledge either wise we too run the risk of being overtaken by our colleagues or competitors. The modern professional can no longer afford to be an expert in one field, he/she must also be capable in a variety of roles and situations: team motivation, Problem solving, Coaching and Communicating to name but a few. This training course examines the practical skills that are the requirements of a modern day professional and how to become a high flyer in your organisation.

WORKSHOP DETAILS

- Duration: Four Days, 10th – 13th November 2008, 9:00am – 4:00pm;
- Fees: R.O. 1,775 (including workshop materials; lunch and breaks during the workshop; 5 nights accommodation with breakfast at the Elysium);
- Venue: Elysium Resort Paphos, Cyprus (<http://www.elysium.com.cy>);
- Presenter: Photis Eliades, People Achieve.

Please contact us for further information & registration

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WHAT THE WORKSHOP WILL INCLUDE

- The basic skills of a Modern Professional
- How to become a high flyer
- A practical approach to the skills
- Role plays and feedback on how to successfully implement the skills
- A personalised development plan for each participant
- Skills covered will include:
 - Emotional Intelligence
 - Time Management
 - Effective Communication
 - Coaching Techniques
 - Presentation Skills
 - Problem Solving
 - Giving and Receiving Feedback
- Support and guidance on how to develop and implement these skills
- The use of case studies and scenarios to use
- Use of research and trends of the modern business world.

AS A RESULT OF THIS WORKSHOP

Individuals will be better able to:

- Stand out in their organisations
- Be aware of the skills they can develop to develop themselves
- Know how to implement the skills
- Have the tools to be effective communicators both listening and expression
- 'Feel good' about themselves because they will learn ways of taking control of their lives
- Learn techniques for giving, processing and receiving feedback
- The ability for self and team motivation.

THE APPROACH

The approach is informal, open, relaxed fun and inspiring. The education is interactive and multiple learning approaches are used: lectures, discussions, workshops, exercises and games. The participants spend most of the time together, they take their meals together and enjoy socialising and the informal discussions outside the learning sessions.

THE COMPANY



Maximising Human Capital

their people to achieve the maximum value of their Human Capital.

Organisations are struggling to find new ways to achieve strategic advantage in an increasingly competitive economic sustainable source of competitive advantage is to unleash the power of

Ultimately an organisation's ability to survive, grow and develop depends on its continually making the best use of its people. With TMI we have been offering world – class workshops and seminars for many years and will continue to offer outstanding seminars in Cyprus.

PeopleAchieve, a new company has been launched to cover areas outside TMI and also focus in the Middle East in the following seven areas where people need to excel in:

- Attitude, Culture & Values
- Competencies & Skills
- Highest Reputation & Trust
- Innovative Knowledge
- Effective Relationships
- Visionary Leadership & Communication
- Enhanced Processes & Systems

These are sources of competitive advantage that cannot be matched by the competitors. These add value to the assets balance sheet and share – holding and are seen as critical intangible assets.

Both PeopleAchieve and TMI Cyprus are members of the Peter Andreou Group which has 15 years experience of helping organisations, teams and people achieve their full potential. With powerful consultancy processes, seminars and range of tolls, we have a track record of helping clients achieve success in their choice of language whether Greek or English.

The quality of our work, unique approach and outstanding reputation attracts some of the most dynamic and ambitious organisations, to work with us. We are proud leading multi- nationals throughout the Gulf region, Europe and Cyprus as our clients.

A total of over 25,000 people in over 250 in – house client organisations in 15 countries have attended our seminars.

We combine our resources of leading edge and innovative consultancy tools with the experience of our hand – picked facilitators, coaches and trainers, to deliver practical results to our clients – results that promote profit and balance sheet growth and solve today's real challenges. In doing so, we tap into the hidden potential and commitment of our clients' human capital to achieve outstanding measurable results.

In addition to Consultancy and In – house Processes, PeopleAchieve and TMI Cyprus offer prescheduled Public/Open workshops, in the Gulf region and Cyprus, ideally suited for the development of individuals and small teams.

PRESENTER'S PROFILE

Photis Eliades

A Workshop Director for five years, Photis' professional work is characterised by high energy and a level of empathy originating from deeply understanding client's needs. He goes to extreme lengths to tailor materials to meet the specific needs of his clients. During one of his seminars Photis will involve the participants as much as possible in order to set up common goals and outcomes that everyone aims to achieve from the seminar. This involvement leads to a trust in his abilities and a belief that the learning will directly lead to specific transfer of knowledge, to solve very real and understood organisational challenges.

Photis studied Psychology at degree level (B. Sc Honours) and then specialised in Applications of Psychology at City University of London (M.Sc.). His specialisation was aimed at the practical application of different Behavioural Change Programmes. In – between his studies Photis worked with children with special needs helping develop and enrich the skills of patience, tolerance and adaptability – competencies which he displays in his work. This experience has given him excellent background knowledge for specialising in the two areas of Emotional Intelligence and Customer Service Culture Change Programmes. Photis is in his early thirties and was brought up in the UK. His mother tongue is English and he speaks fluent Greek.

Previously, Photis worked in London for an Antique Firm as the Assistant Manager where his main responsibilities were Administration and Customer Service – a situation where he was thrust into high value negotiations on a daily basis. Photis has also worked for three years for a large pharmaceutical company where he was involved with marketing, promotion and sales of specific products.

Since joining TMI and PeopleAchieve and following extended training he has been certified and accredited to tailor and run workshops in two areas of Emotional Intelligence and Customer Service. The focus remains on the application of ideas, leading on to a change of behaviour for the participants.

Some of the projects that he has been involved in include:

- ❑ Coaching personnel working in Oman LNG;
- ❑ The training of staff on customer for Sunwing (a chain of Scandinavian hotels);
- ❑ The design and training of a shipping company, in Customer service;
- ❑ Designing and training Toyota and Lexus in Cyprus on the Customer Service Experience;
- ❑ Training the cabin crew of Helios Airlines in Service;
- ❑ Running Outward Bound Experiences for a TV Broadcasting Company;
- ❑ Running Emotional Intelligence workshops for an Oil Refinery;
- ❑ Coaching Manager's in the largest Construction Company in Cyprus;
- ❑ Working with both on – shore and off – shore Banks to improve service and team – work;
- ❑ Running Putting People First and Emotional Intelligence Programmes on TMI's Scheduled Open Programmes in Cyprus;
- ❑ Training the University of Cyprus Staff on aspects of Emotional Intelligence;
- ❑ Training carried out of the Association of HR Professionals in Cyprus;
- ❑ He has also been accredited and authorised by the Human Resource Development Authority in Cyprus to run Customer Service and Emotional Intelligence Workshops.