

## **ESSENTIALS FOR HIGH-IMPACT LEADERS**

Hi-potential executives on the fast track must be ready to meet increasingly heavy demands and high expectations. Essentials for high-impact leaders will accelerate your impact through practical knowledge and tools you need to turn leadership challenges into opportunities, uncovering and applying your greatest potential and purpose as a leader.

This program identifies several of the skill sets that high-impact leaders have. It is a high-level, non-traditional program designed to move participants from their comfort zone into an arena of practical application of influential leadership skills and techniques. Through inspiring lectures delivered by experienced faculty members of Sasin and Birkbeck College, University of London, interactive discussions with colleagues and experiential workshops, participants will gain insights and essential skills of leadership.

### **PROGRAM OVERVIEW**

Program content and topics covered

- A profound understanding and awareness of how you are perceived as a leader in the context of your organization via self-assessment tools, 360-degree feedback, and one-on-one coaching. Sessions are customized to reflect how each participant's personality and energy impacts on the energy and performance of their team members.
- Effective communication skills which includes active listening skills, persuasive verbal and non-verbal communication, and giving and receiving feedback for talents in the workplace.
- Coaching skills for performance excellence through role playing, simulations, and small group coachings. Participants will be inspired and challenged to identify and transform their personal weaknesses into leadership strengths.

In three days, participants will learn to select proper communication techniques and effective coaching tools to match their leadership style and contexts of their team and organizations.



### Who Should Attend?

- Executive and senior leaders in all types of organizations
- Individuals with outstanding careers and leadership roles in various settings

Limited number of participants for highest benefits from the program: 20

### **FACULTY**

#### **Associate Professor Andreas Liefoghe, Ph.D.**

Director of Coaching Program, Birkbeck College, University of London, United Kingdom

#### **Associate Professor Siriyupa Roongrerngsuke, Ph.D.**

Head of Faculty Management Group, Sasin Graduate Institute of Business Administration of Chulalongkorn University

### **WHEN & WHERE**

The seminar will take place on May 16-18, 2017 at Sasin Graduate Institute of Business Administration of Chulalongkorn University.

### **SCHEDULE**

#### **Day 1**

08.45 – 10.15	Setting the global and local scene for effective leaders
10.15 – 10.30	Break
10.30 – 11.45	Managing versus leading Knowing me, knowing you: personality
11.45 – 13.00	Lunch
13.00 – 14.30	Your brand as leader
14.30 – 14.45	Break
14.45 – 16.15	Internal branding congruence diagnosis

#### **Day 2**

08.45 – 10.15	Power and politics in organizations
10.15 – 10.30	Break
10.30 – 11.45	The power of persuasion How to effectively influence people
11.45 – 13.00	Lunch
13.00 – 14.30	Advanced leadership communications
14.30 – 14.45	Break
14.45 – 16.15	The authentic leader

### **Day 3**

08.45 – 10.15	Leadership as conversation
10.15 – 10.30	Break
10.30 – 11.45	Relational approach: leader and member exchange Leading effectively with emotional intelligence
11.45 – 13.00	Lunch
13.00 – 14.30	Empathy: the secret to successful communication
14.30 – 14.45	Break
14.45 – 16.15	Coaching: how to get the most out of your followers

### **FEE & PAYMENT**

The non-refundable registration fee of Baht 59,500\* per person, includes course materials, lunches and refreshments. A crossed cheque payable to SASIN or money transferred to the Siam Commercial Bank Public Co., Ltd., Siam Square branch, savings deposit account no. 038-2-04022-1 should accompany this registration form. We can only confirm your registration after your fees are received and cleared.

\* Registration fee is corporate income tax deductible under the Royal Decree issued under the Revenue Code Governing Exemption of Taxes and Duties (No. 437) B.E. 2548 (2005).

\* Early Bird registration receives a 20% discount (Baht 47,600) when a payment is made before April 25, 2017.

\* A 30% special discount (Baht 41,650) for Sasin alumni (MBA, EMBA, HRM, ASEP, SEP)

For payment, please contact Khun Kamolphorn Sukksompratana, Finance Section, at 02-218-3869. Kindly email the pay-in slip to [Finance@sasin.edu](mailto:Finance@sasin.edu) or fax to 02-611-8954. All banking charges shall be borne by transferor.

### **Cancellation Policy**

Cancellation fees will be applied as below;

No fee will be charged for registrants canceling twenty (20) or more business days prior to the first day of the training course.

Registrants who request the course cancellation less than twenty (20) business days but more than ten (10) business days prior to the first day of the training course will be charged 25 percent of the total course fees.

Participants who request the course cancellation ten (10) or less business days but more than five (5) business days prior to the first day of the training course will be charged 50 percent of the total course fees.

Participants who request the course cancellation five (5) or less business days prior to the first day of the training course will be charged 100 percent of the total course fees.

No shows will be charged 100 percent of the total course fees.

Letter of clarification on the course cancellation issued by the registrants must be officially submitted to Sasin Executive Education. The letter can be sent via email, fax or post.

Sasin Executive Education reserves the right to cancel any training courses due to lack of sufficient numbers of registrants without financial obligation. Should that become necessary, Sasin Executive Education will notify the registrants at least one week prior to the first day of the training course.