



High Performance Teams



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Meirc
Training & Consulting

Why Attend

Even the best laid plans and strategies can fail if the team driving the plan is not well developed. Developing high performing teams takes time, effort and a deep understanding of the dynamics of effective teams. This course helps team members and team leaders understand how to create and be part of a cohesive unit aligned to achieving results.

Course Methodology

This course relies on the use of psychometrics aimed at helping participants learn their preferred styles in leading and communicating with others. The course also features the use of a number of case studies, practical exercises and presentations by participants, followed by group discussions.

Course Objectives

By the end of the course, participants will be able to:

- Distinguish between groups and teams and list the major characteristics of effective teams
- Identify team strengths and blind spots after analyzing team members' personal styles and preferences
- Use individual differences of team members as a gate to higher team performance
- Make decisions by consensus through participation in a number of team building activities
- Describe effective team members' behaviors and communication patterns
- Lead a team successfully and help it reach its potential

Target Audience

Managers, supervisors and staff whose job involves building teams as well as working in teams.

Target Competencies

- Relating to others
- Communication
- Teamwork
- Collaboration
- Decision making
- Group problem solving
- Self awareness

Course Outline

- Teamwork definitions and personal styles
 - Myths about teamwork
 - 21st century teamwork definitions
 - The concept of synergy
 - Characteristics of high performing teams
 - Overview of the DiSC behavioral tool
 - The 4 behavioral personality styles in the DiSC model
 - Personal development profile
 - Team personal styles
- High performance team building process
 - Five steps of the team building process
 - Defining goals
 - Agreeing on strategies
 - Defining team roles
 - Motivating team members
 - Assessing team performance
 - The Belbin type indicator
 - Belbin's 9 team roles



- Team dynamics
 - Team development stages
 - Forming stage
 - Storming stage
 - Norming stage
 - Performing stage
 - Adjourning stage
 - Team problem solving
 - Factors shaping team performance
 - Phases of team problem solving
 - Team decision making
 - Building consensus
 - Consensus requirements
- Identifying effective team communication and behavior
 - Communication channels
 - Communication methods
 - Building rapport
 - Managing conflict
 - Applying conflict management styles
- Team leadership concepts
 - Leadership definition
 - Leadership versus management
 - Styles of leadership
 - The implication of attitudes and personality
 - Ten ways to empower followers
 - Situational leadership
 - Levels of development
 - Different styles of motivation



Location & Date

24 - 28 Nov, 2019	English	Dubai	Media Rotana
22 - 26 Dec, 2019	Arabic	Dubai	Novotel Al Barsha
29 Mar - 2 Apr, 2020	English	Dubai	To be assigned
4 - 8 Oct, 2020	Arabic	Dubai	To be assigned

Fees: US\$ (including coffee breaks and a buffet lunch daily)

Per participant - 2019 US\$ 4800

Per participant - 2020 US\$ 4900

Fees + VAT as applicable

UAE Tax Registration Number 100239834300003



Courses in Interpersonal Skills and Self Development

Dates	Course Name	Language	Location	Fees
29 Jul - 2 Aug, 2019	Best Practices in Conflict Resolution and Adaptability	Arabic	Vienna	US\$ 4900
4 - 8 Aug, 2019	Creative Problem Solving and Decision Making	English	Kuala Lumpur	US\$ 4900
18 - 22 Aug, 2019	Managing Conflict: Power through Influence	English	Dubai	US\$ 4900
18 - 22 Aug, 2019	Time Management and Stress Control	Arabic	Dubai	US\$ 4900
25 - 29 Aug, 2019	Developing an Accountability Mindset	English	Dubai	US\$ 4900
26 - 30 Aug, 2019	Best Practices in Conflict Resolution and Adaptability	Arabic	Vienna	US\$ 4900
1 - 5 Sep, 2019	Managing Multiple Tasks, Priorities and Deadlines	Arabic	Riyadh	US\$ 4900
8 - 12 Sep, 2019	The Power of Positive Attitude	English	Dubai	US\$ 4900
15 - 19 Sep, 2019	Emotional Intelligence Workshop	English	Dubai	US\$ 4900
18 - 20 Sep, 2019	Managing Multiple Tasks, Priorities and Deadlines Bootcamp	English	Beirut	US\$ 3700
22 - 26 Sep, 2019	Happiness: Sustaining a Motivating Work Culture	English	Dubai	US\$ 4900
22 - 26 Sep, 2019	Learning through adaptability	English	Dubai	US\$ 4900
24 - 26 Sep, 2019	Creative Thinking and Innovation Techniques Bootcamp	English	Beirut	US\$ 3700
29 Sep - 3 Oct, 2019	Creative Thinking and Innovation Techniques	English	Dubai	US\$ 4900
13 - 17 Oct, 2019	Achieving Performance Excellence Using Emotional Intelligence	English	Dubai	US\$ 4900
13 - 17 Oct, 2019	Creative Problem Solving and Decision Making	Arabic	Dubai	US\$ 4900
20 - 24 Oct, 2019	Time Management and Stress Control	Arabic	Abu Dhabi	US\$ 4900
27 - 31 Oct, 2019	Certified Master Negotiator	English	Dubai	US\$ 5200
27 - 31 Oct, 2019	Communication and Relationship Management Skills	English	Dubai	US\$ 4900
27 - 31 Oct, 2019	Managing Multiple Tasks, Priorities and Deadlines	English	Dubai	US\$ 4900
10 - 14 Nov, 2019	Creative Problem Solving and Decision Making	English	Dubai	US\$ 4900
10 - 14 Nov, 2019	Five Productivity Traits for Optimal Results	English	Dubai	US\$ 4900
10 - 14 Nov, 2019	Managing Conflict: Power through Influence	Arabic	Dubai	US\$ 4900
17 - 21 Nov, 2019	ILM Endorsed Win-Win Negotiation Skills	Arabic	Dubai	US\$ 5200
24 - 28 Nov, 2019	Happiness: Sustaining a Motivating Work	Arabic	Dubai	US\$ 4900



Courses in Interpersonal Skills and Self Development

Dates	Course Name	Language	Location	Fees
	Culture			
8 - 12 Dec, 2019	Creative Thinking and Innovation Techniques	English	Dubai	US\$ 4900
8 - 12 Dec, 2019	Emotional Intelligence Workshop	Arabic	Dubai	US\$ 4900
8 - 12 Dec, 2019	Social Skills in the Workplace	English	Dubai	US\$ 4900
15 - 19 Dec, 2019	Managing Multiple Tasks, Priorities and Deadlines	Arabic	Dubai	US\$ 4900
22 - 26 Dec, 2019	Creative Problem Solving and Decision Making	Arabic	Dubai	US\$ 4900
22 - 26 Dec, 2019	Time Management and Stress Control	Arabic	Dubai	US\$ 4900
29 Dec - 2 Jan, 2020	Five Productivity Traits for Optimal Results	English	Dubai	US\$ 4900
26 - 30 Jan, 2020	Creative Problem Solving and Decision Making	English	Dubai	US\$ 4900
26 - 30 Jan, 2020	Time Management and Stress Control	English	Dubai	US\$ 4900
2 - 6 Feb, 2020	Managing Multiple Tasks, Priorities and Deadlines	Arabic	Dubai	US\$ 4900
16 - 20 Feb, 2020	Five Productivity Traits for Optimal Results	English	Dubai	US\$ 4900
23 - 27 Feb, 2020	Achieving Performance Excellence Using Emotional Intelligence	Arabic	Dubai	US\$ 4900
1 - 5 Mar, 2020	Creative Thinking and Innovation Techniques	English	Dubai	US\$ 4900
8 - 12 Mar, 2020	Certified Master Negotiator	English	Dubai	US\$ 4900
15 - 19 Mar, 2020	Creative Problem Solving and Decision Making	Arabic	Dubai	US\$ 4900
15 - 19 Mar, 2020	Managing Conflict: Power through Influence	Arabic	Dubai	US\$ 4900
15 - 19 Mar, 2020	Time Management and Stress Control	Arabic	Dubai	US\$ 4900
22 - 26 Mar, 2020	Developing an Accountability Mindset	English	Dubai	US\$ 4900
22 - 26 Mar, 2020	Happiness: Sustaining a Motivating Work Culture	English	Dubai	US\$ 4900
22 - 26 Mar, 2020	Managing Multiple Tasks, Priorities and Deadlines	Arabic	Cairo	US\$ 4900
29 Mar - 2 Apr, 2020	Social Skills in the Workplace	English	Dubai	US\$ 4900
5 - 9 Apr, 2020	The Power of Positive Attitude	Arabic	Dubai	US\$ 4900
12 - 16 Apr, 2020	Creative Thinking and Innovation Techniques	Arabic	Dubai	US\$ 4900
12 - 16 Apr, 2020	Emotional Intelligence Workshop	English	Dubai	US\$ 4900
12 - 16 Apr, 2020	ILM Endorsed Win-Win Negotiation Skills	Arabic	Dubai	US\$ 4900
12 - 16 Apr, 2020	Managing Multiple Tasks, Priorities and	English	Dubai	US\$ 4900

Courses in Interpersonal Skills and Self Development

Dates	Course Name	Language	Location	Fees
	Deadlines			
19 - 23 Apr, 2020	Creative Problem Solving and Decision Making	English	Dubai	US\$ 4900
31 May - 4 Jun, 2020	Creative Problem Solving and Decision Making	English	Dubai	US\$ 4900
14 - 18 Jun, 2020	Time Management and Stress Control	English	Dubai	US\$ 4900
28 Jun - 2 Jul, 2020	Emotional Intelligence Workshop	Arabic	Dubai	US\$ 4900
28 Jun - 2 Jul, 2020	Managing Conflict: Power through Influence	English	Dubai	US\$ 4900
5 - 9 Jul, 2020	Communication and Relationship Management Skills	English	Dubai	US\$ 4900
5 - 9 Jul, 2020	Creative Thinking and Innovation Techniques	English	Dubai	US\$ 4900
12 - 16 Jul, 2020	Managing Multiple Tasks, Priorities and Deadlines	English	Dubai	US\$ 4900
19 - 23 Jul, 2020	Creative Problem Solving and Decision Making	Arabic	Dubai	US\$ 4900
16 - 20 Aug, 2020	Developing an Accountability Mindset	English	Dubai	US\$ 4900
30 Aug - 3 Sep, 2020	Five Productivity Traits for Optimal Results	Arabic	Dubai	US\$ 4900
30 Aug - 3 Sep, 2020	Time Management and Stress Control	Arabic	Dubai	US\$ 4900
6 - 10 Sep, 2020	Managing Multiple Tasks, Priorities and Deadlines	Arabic	Dubai	US\$ 4900
13 - 17 Sep, 2020	Creative Thinking and Innovation Techniques	English	Istanbul	US\$ 4900
20 - 24 Sep, 2020	Achieving Performance Excellence Using Emotional Intelligence	English	Dubai	US\$ 4900
27 Sep - 1 Oct, 2020	Creative Problem Solving and Decision Making	Arabic	Dubai	US\$ 4900
27 Sep - 1 Oct, 2020	ILM Endorsed Win-Win Negotiation Skills	English	Dubai	US\$ 4900
4 - 8 Oct, 2020	The Power of Positive Attitude	English	Dubai	US\$ 4900
4 - 8 Oct, 2020	Time Management and Stress Control	English	Dubai	US\$ 4900
11 - 15 Oct, 2020	Creative Thinking and Innovation Techniques	Arabic	Dubai	US\$ 4900
11 - 15 Oct, 2020	Happiness: Sustaining a Motivating Work Culture	Arabic	Dubai	US\$ 4900
25 - 29 Oct, 2020	Managing Multiple Tasks, Priorities and Deadlines	English	Dubai	US\$ 4900
1 - 5 Nov, 2020	Creative Problem Solving and Decision Making	English	Dubai	US\$ 4900
1 - 5 Nov, 2020	Five Productivity Traits for Optimal Results	English	Dubai	US\$ 4900



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8 - 12 Nov, 2020	Certified Master Negotiator	English	Dubai	US\$ 4900
8 - 12 Nov, 2020	Managing Conflict: Power through Influence	Arabic	Dubai	US\$ 4900
15 - 19 Nov, 2020	Emotional Intelligence Workshop	Arabic	Dubai	US\$ 4900
29 Nov - 3 Dec, 2020	Communication and Relationship Management Skills	English	Dubai	US\$ 4900
6 - 10 Dec, 2020	Time Management and Stress Control	Arabic	Dubai	US\$ 4900
13 - 17 Dec, 2020	Creative Thinking and Innovation Techniques	English	Dubai	US\$ 4900
13 - 17 Dec, 2020	Managing Multiple Tasks, Priorities and Deadlines	Arabic	Dubai	US\$ 4900
20 - 24 Dec, 2020	ILM Endorsed Win-Win Negotiation Skills	Arabic	Dubai	US\$ 4900
27 - 31 Dec, 2020	Creative Problem Solving and Decision Making	Arabic	Dubai	US\$ 4900



Meirc Timeline

