



Leading a Team of Champions



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Meirc
Training & Consulting

Why Attend

You need to attend the “Leading a Team of Champions” training course because you deserve to lead a team of champions and because your team members deserve to be championed by you. By not attending, you risk spending your career leading people who lack motivation and energy, and who will give you poor quality work and low productivity.

This course aims at endowing leaders with the right mindset and, most importantly, with the tools that will allow leaders to tap into every bit of their team members’ potential. Participants will be provided with a toolbox of skills they can use as soon as they are back at work. They will learn how to maximize the performance of their team members and transform each member into a strong link that will add to the power of the whole team.

Course Methodology

The workshop is designed to be interactive and participatory. It includes various pedagogical tools to enable participants to function effectively and efficiently in a multilateral environment. The course will be built on four pedagogical pillars: concept learning (presentations by the consultant), role playing (group exercises), experience sharing (round-table discussions) and exposure to case studies and scenarios.

Course Objectives

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

- Explain the essential components of a team of champions
- Set, communicate, and achieve a championship culture
- Design and implement development plans that create champions
- Build a rich feedback culture that allows champions to remain champions
- Transform the team of champions into a championship team

Target Audience

This course is targeted at middle managers and senior managers/directors seeking to cultivate a championship culture in their teams and organizations through tapping into the hidden potential of employees and into their winning appetite.

Target Competencies

- Performance optimization
- Employee engagement
- People development
- Building synergy
- Building trust
- Effective feedback
- Motivating people
- Coaching and training

Course Outline

- Raising the bar on Leadership – why lead an average team when you can lead a podium team
 - The leadership legacy
 - The X factor of the leader of champions
 - The indicators of a team that wins business championships
 - Leadership dominating beliefs, mindsets, and values
 - The credibility and likeability matrix
 - The five levels of leadership – from being a champion to championing the people
- Establishing a championship culture
 - Definition of team culture
 - The cultural attributes of a team of champions
 - Establishing a championship culture



- Recruiting culture champions
- Dealing with cultural misfits
- Flexible leadership for developing champions
 - Coaching definition – teaching versus letting learn
 - Reasons managers give for not coaching their employees
 - Designing individual championing plans – the 70/20/10 model applied to the workplace
 - Solve performance issues with four essential coaching skills
 - Comfort zone, learning zone, and panic zone
 - Steps for coaching meetings – the GROW model
- The five traits of a championship team
 - The truth behind the failures of corporate teams – the five dysfunctions of a team
 - Identifying behaviors that foster trust among team members
 - Engaging in healthy conflicts and understanding the conflicts continuum
 - Fostering team commitment
 - Nurturing a culture of peer accountability
 - Developing a permanent laser-focus on results
- Difference between a team of champions and a championship team
 - Why a team of champions might not win championships
 - Teamwork abuse – redefining the truth of teamwork
 - The five dysfunctions of a team
 - Absence of trust
 - Fear of conflict
 - Lack of commitment
 - Avoidance of accountability
 - Inattention to results
- Transforming solo champions into a championship team
 - Building team trust – the test of vulnerability
 - The trust indicators of the team
 - Engaging in healthy conflicts – the why and how
 - Understanding the conflicts' continuum
 - Developing the internal code of conflicts
 - Fostering a solid commitment from team members
 - The team decision making process – building consensus leading to commitment
 - Nurturing a culture of peer accountability
 - Devolving a part of top management accountability to team members
 - Developing a permanent laser-focus on results



Location & Date

1 - 5 Dec, 2019	Arabic	Dubai	Sofitel Downtown Dubai
8 - 12 Mar, 2020	Arabic	Dubai	To be assigned
6 - 10 Sep, 2020	English	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 Leadership and Management

Dates	Course Name	Language	Location	Fees
1 - 5 Sep, 2019	Adaptive Leadership: Tools and Tactics	English	Dubai	US\$ 4900
1 - 5 Sep, 2019	The Leadership Challenge Continues®	English	Dubai	US\$ 5200
8 - 12 Sep, 2019	Certified Professional Manager	Arabic	Dubai	US\$ 5200
15 - 19 Sep, 2019	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	Arabic	Riyadh	US\$ 5200
15 - 19 Sep, 2019	Leadership and Communication	English	Riyadh	US\$ 4900
22 - 26 Sep, 2019	Managing Self and Leading Others	English	Dubai	US\$ 4900
29 Sep - 3 Oct, 2019	Organizational Leadership	English	Dubai	US\$ 4900
6 - 10 Oct, 2019	Certificate in Leading Innovation and Organizational Transformation	English	Dubai	US\$ 5200
6 - 10 Oct, 2019	Supervisory Skills	English	Dubai	US\$ 4900
13 - 17 Oct, 2019	Management Skills and Techniques for Engineers	English	Dubai	US\$ 4900
13 - 17 Oct, 2019	Results Based Leadership	English	Dubai	US\$ 4900
20 - 24 Oct, 2019	Certified Professional Manager	Arabic	Dubai	US\$ 5200
20 - 24 Oct, 2019	Certified Team Leader	Arabic	Dubai	US\$ 5200
20 - 24 Oct, 2019	Empowering the Workplace for Greater Impact	English	Dubai	US\$ 4900
20 - 24 Oct, 2019	Leadership and Communication	English	Dubai	US\$ 4900
27 - 31 Oct, 2019	Good to Great Management: The Road Ahead	English	Dubai	US\$ 4900
3 - 7 Nov, 2019	Certificate in Business Decision Models	English	Dubai	US\$ 5200
3 - 7 Nov, 2019	ILM Endorsed Leading and Managing Change	English	Dubai	US\$ 5200
3 - 7 Nov, 2019	Managing Self and Leading Others	Arabic	Dubai	US\$ 4900
3 - 7 Nov, 2019	The Certified Supervisor	Arabic	Dubai	US\$ 5200
10 - 14 Nov, 2019	Adaptive Leadership: Tools and Tactics	Arabic	Dubai	US\$ 4900
10 - 14 Nov, 2019	Leadership and Communication	Arabic	Dubai	US\$ 4900
17 - 21 Nov, 2019	Certified Professional Manager	English	Dubai	US\$ 5200
17 - 21 Nov, 2019	The Power of Leaders	Arabic	Dubai	US\$ 4900
24 - 28 Nov, 2019	ILM Endorsed Coaching and Mentoring Skills for Managers and Supervisors	Arabic	Dubai	US\$ 5200
24 - 28 Nov, 2019	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	Arabic	Dubai	US\$ 5200
24 - 28 Nov, 2019	ILM Endorsed Managerial Decision Making and Problem Solving	Arabic	Dubai	US\$ 5200



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1 - 5 Dec, 2019	Creative Leadership and Innovative Thinking	Arabic	Dubai	US\$ 4900
8 - 12 Dec, 2019	Organizational Leadership	English	Dubai	US\$ 4900
8 - 12 Dec, 2019	The Certified Supervisor	English	Dubai	US\$ 5200
15 - 19 Dec, 2019	ILM Endorsed Middle Management Skills	Arabic	Dubai	US\$ 5200
15 - 19 Dec, 2019	The Leadership Challenge® Workshop	English	Dubai	US\$ 5200
15 - 19 Dec, 2019	Managing Self and Leading Others	English	Dubai	US\$ 4900
22 - 26 Dec, 2019	Certified Professional Manager	Arabic	Dubai	US\$ 5200
22 - 26 Dec, 2019	Leadership and Communication	English	Dubai	US\$ 4900
29 Dec - 2 Jan, 2020	Certified Team Leader	English	Dubai	US\$ 5200
29 Dec - 2 Jan, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	English	Dubai	US\$ 5200
29 Dec - 2 Jan, 2020	ILM Endorsed Managerial Decision Making and Problem Solving	English	Dubai	US\$ 5200
29 Dec - 2 Jan, 2020	The Leadership Program for GCC Executives	Arabic	Dubai	US\$ 5200
5 - 9 Jan, 2020	Good to Great Management: The Road Ahead	English	Dubai	US\$ 5200
19 - 23 Jan, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	Arabic	Dubai	US\$ 5200
26 - 30 Jan, 2020	Certified Professional Manager	Arabic	Dubai	US\$ 5200
2 - 6 Feb, 2020	Certified Team Leader	Arabic	Dubai	US\$ 5200
9 - 13 Feb, 2020	Leadership and Communication	English	Dubai	US\$ 5200
16 - 20 Feb, 2020	ILM Endorsed Leading and Managing Change	English	Dubai	US\$ 5200
16 - 20 Feb, 2020	The Leadership Challenge® Workshop	English	Dubai	US\$ 5200
16 - 20 Feb, 2020	Supervisory Skills	English	Dubai	US\$ 5200
23 - 27 Feb, 2020	Certificate in Leading Innovation and Organizational Transformation	English	Dubai	US\$ 5200
23 - 27 Feb, 2020	Management Skills and Techniques for Engineers	English	Dubai	US\$ 5200
23 - 27 Feb, 2020	The Power of Leaders	Arabic	Dubai	US\$ 5200
1 - 5 Mar, 2020	Certified Professional Manager	English	Dubai	US\$ 5200
1 - 5 Mar, 2020	Results Based Leadership	Arabic	Dubai	US\$ 5200
8 - 12 Mar, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	English	Dubai	US\$ 5200
15 - 19 Mar, 2020	Managing Self and Leading Others	English	Dubai	US\$ 5200



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Dates	Course Name	Language	Location	Fees
22 - 26 Mar, 2020	Managing Up, Down and Across for Better Results	English	Dubai	US\$ 5200
22 - 26 Mar, 2020	The Certified Supervisor	Arabic	Dubai	US\$ 5200
29 Mar - 2 Apr, 2020	Empowering the Workplace for Greater Impact	English	Dubai	US\$ 5200
29 Mar - 2 Apr, 2020	Good to Great Management: The Road Ahead	Arabic	Dubai	US\$ 5200
29 Mar - 2 Apr, 2020	ILM Endorsed Coaching and Mentoring Skills for Managers and Supervisors	Arabic	Dubai	US\$ 5200
29 Mar - 2 Apr, 2020	Leadership and Communication	Arabic	Dubai	US\$ 5200
5 - 9 Apr, 2020	Adaptive Leadership: Tools and Tactics	Arabic	Dubai	US\$ 5200
5 - 9 Apr, 2020	Certified Team Leader	English	Dubai	US\$ 5200
5 - 9 Apr, 2020	ILM Endorsed Managerial Decision Making and Problem Solving	English	Dubai	US\$ 5200
5 - 9 Apr, 2020	ILM Endorsed Middle Management Skills	English	Kuala Lumpur	US\$ 5200
12 - 16 Apr, 2020	Certified Professional Manager	Arabic	Dubai	US\$ 5200
12 - 16 Apr, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	Arabic	Cairo	US\$ 5200
12 - 16 Apr, 2020	Organizational Leadership	English	Dubai	US\$ 5200
19 - 23 Apr, 2020	Leadership and Communication	English	Dubai	US\$ 5200
31 May - 4 Jun, 2020	ILM Endorsed Leading and Managing Change	Arabic	Dubai	US\$ 5200
7 - 11 Jun, 2020	Leadership and Communication	Arabic	Dubai	US\$ 5200
7 - 11 Jun, 2020	Supervisory Skills	Arabic	Dubai	US\$ 5200
14 - 18 Jun, 2020	Certificate in Business Decision Models	Arabic	Dubai	US\$ 5200
14 - 18 Jun, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	English	Dubai	US\$ 5200
21 - 25 Jun, 2020	Results Based Leadership	English	Dubai	US\$ 5200
28 Jun - 2 Jul, 2020	Certified Professional Manager	English	Dubai	US\$ 5200
5 - 9 Jul, 2020	Certified Team Leader	Arabic	Dubai	US\$ 5200
12 - 16 Jul, 2020	Transformational Change and Strategic Leadership	English	Dubai	US\$ 5200
19 - 23 Jul, 2020	ILM Endorsed Middle Management Skills	English	Baku	US\$ 5200
19 - 23 Jul, 2020	Leading with Agility and Resilience	English	Dubai	US\$ 5200
9 - 13 Aug, 2020	Leadership and Communication	English	Barcelona	US\$ 5200
16 - 20 Aug, 2020	The Leadership Program for GCC Executives	English	Dubai	US\$ 5200



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Dates	Course Name	Language	Location	Fees
16 - 20 Aug, 2020	The Certified Supervisor	English	Dubai	US\$ 5200
23 - 27 Aug, 2020	Certified Professional Manager	English	Kuala Lumpur	US\$ 5200
23 - 27 Aug, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	Arabic	Dubai	US\$ 5200
23 - 27 Aug, 2020	The Leadership Challenge Continues®	English	Dubai	US\$ 5200
30 Aug - 3 Sep, 2020	ILM Endorsed Coaching and Mentoring Skills for Managers and Supervisors	English	Dubai	US\$ 5200
30 Aug - 3 Sep, 2020	ILM Endorsed Managerial Decision Making and Problem Solving	Arabic	Dubai	US\$ 5200
6 - 10 Sep, 2020	Adaptive Leadership: Tools and Tactics	English	Dubai	US\$ 5200
6 - 10 Sep, 2020	Managing Self and Leading Others	English	Istanbul	US\$ 5200
13 - 17 Sep, 2020	Organizational Leadership	English	Dubai	US\$ 5200
13 - 17 Sep, 2020	Supervisory Skills	Arabic	Riyadh	US\$ 5200
13 - 17 Sep, 2020	The Power of Leaders	English	Dubai	US\$ 5200
20 - 24 Sep, 2020	Leadership and Communication	English	Dubai	US\$ 5200
27 Sep - 1 Oct, 2020	Certified Professional Manager	Arabic	Dubai	US\$ 5200
27 Sep - 1 Oct, 2020	Certified Team Leader	English	Dubai	US\$ 5200
27 Sep - 1 Oct, 2020	Good to Great Management: The Road Ahead	English	Dubai	US\$ 5200
4 - 8 Oct, 2020	Managing Up, Down and Across for Better Results	English	Dubai	US\$ 5200
11 - 15 Oct, 2020	Empowering the Workplace for Greater Impact	Arabic	Dubai	US\$ 5200
11 - 15 Oct, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	Arabic	Riyadh	US\$ 5200
11 - 15 Oct, 2020	ILM Endorsed Middle Management Skills	Arabic	Dubai	US\$ 5200
18 - 22 Oct, 2020	Certificate in Business Decision Models	English	Dubai	US\$ 5200
18 - 22 Oct, 2020	Management Skills and Techniques for Engineers	English	Dubai	US\$ 5200
18 - 22 Oct, 2020	Managing Self and Leading Others	English	Dubai	US\$ 5200
25 - 29 Oct, 2020	Leadership and Communication	Arabic	Dubai	US\$ 5200
1 - 5 Nov, 2020	Certified Professional Manager	English	Dubai	US\$ 5200
1 - 5 Nov, 2020	Results Based Leadership	Arabic	Dubai	US\$ 5200
8 - 12 Nov, 2020	Adaptive Leadership: Tools and Tactics	Arabic	Dubai	US\$ 5200
8 - 12 Nov, 2020	ILM Endorsed Leading and Managing Change	English	Dubai	US\$ 5200
15 - 19 Nov, 2020	ILM Endorsed Key Managerial Skills for New	English	Dubai	US\$ 5200

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Dates	Course Name	Language	Location	Fees
	Managers and Supervisors			
15 - 19 Nov, 2020	Leadership and Communication	English	Dubai	US\$ 5200
22 - 26 Nov, 2020	ILM Endorsed Coaching and Mentoring Skills for Managers and Supervisors	Arabic	Dubai	US\$ 5200
22 - 26 Nov, 2020	ILM Endorsed Managerial Decision Making and Problem Solving	English	Dubai	US\$ 5200
29 Nov - 3 Dec, 2020	Supervisory Skills	English	Dubai	US\$ 5200
29 Nov - 3 Dec, 2020	The Power of Leaders	Arabic	Dubai	US\$ 5200
6 - 10 Dec, 2020	Certificate in Leading Innovation and Organizational Transformation	English	Dubai	US\$ 5200
6 - 10 Dec, 2020	Certified Team Leader	Arabic	Dubai	US\$ 5200
6 - 10 Dec, 2020	Leading with Agility and Resilience	English	Dubai	US\$ 5200
6 - 10 Dec, 2020	Managing Self and Leading Others	English	Dubai	US\$ 5200
13 - 17 Dec, 2020	Good to Great Management: The Road Ahead	Arabic	Dubai	US\$ 5200
13 - 17 Dec, 2020	The Leadership Challenge® Workshop	English	Dubai	US\$ 5200
13 - 17 Dec, 2020	The Certified Supervisor	Arabic	Dubai	US\$ 5200
20 - 24 Dec, 2020	Leadership and Communication	Arabic	Dubai	US\$ 5200
20 - 24 Dec, 2020	The Leadership Program for GCC Executives	Arabic	Dubai	US\$ 5200
20 - 24 Dec, 2020	Organizational Leadership	English	Dubai	US\$ 5200
27 - 31 Dec, 2020	Certified Professional Manager	Arabic	Dubai	US\$ 5200
27 - 31 Dec, 2020	ILM Endorsed Key Managerial Skills for New Managers and Supervisors	Arabic	Dubai	US\$ 5200
27 - 31 Dec, 2020	Transformational Change and Strategic Leadership	English	Dubai	US\$ 5200



Meirc Timeline

