

# LEADERSHIP, MOTIVATION, MINDSET & INFLUENCE

9-10 NOVEMBER 2017

CCIFER, Ethos House, BUCAREST



## CONTENT

Highly successful people can lead others, motivate them, transform their mindsets, influence their decisions and behaviours.

Prior to the workshop participants will perform four different assessments:

- **Mindset**, which is your mindset? Do you have a growth mindset or a fixed mindset?
- **Self-Efficacy**, which is your level of perceived self efficacy? What does it mean in terms of performance?
- **Emotional Intelligence**, which is your level of emotional intelligence? How can you appraise and express emotions? How can you regulate and manage emotions? How can you use emotions to solve problems?
- **Personality Types**, which is your personality profile? What does it mean in terms of leadership, decision making, organisation, planning and other aspects of professional and private life?

During the workshop participants explore and understand key concepts and frameworks about leadership, motivation, mindsets, emotional intelligence, self efficacy, personality types, team problem solving, influencing tactics and strategies.

Even most importantly, participants practice, discuss, experiment and use their time in class to acquire new skills and mindsets. Action learning situations include case studies, role plays, groups exercises and discussions.

## LEARNING OUTCOMES

After this module, participants will be able to:

- Be aware of their style for best performance as leaders
- Make situational decisions about the most appropriate leadership style
- Motivate others by using appropriate and effective levers
- Lead change with participative approaches
- Understand mindsets and lead mindset transformation
- Understand and develop self-efficacy
- Leverage emotional intelligence for performance at individual and interpersonal level
- Understand personality types (MBTI profiles) and leverage differences for performance
- Leverage personality type differences for improving performance at team and organisational level, both at individual and at group level
- Master influencing tactics and their matching with personality profiles.
- Master influencing strategies and develop your own approach to influence

**Early-Bird Price: 10% discount for registrations before 6th of October**

TWO DAYS OUT OF THE OFFICE FOR RECHARGING, ENRICHING, SHARING DIVERSITY OF POINTS OF VIEW, EXPERIENCES, INDUSTRIES  
A NETWORKING OPPORTUNITY WITH PARTICIPANTS AND FACULTY

## PRICE

Workshop: 520€ /pers+TVA for CCIFER members  
580€ /pers+TVA for non-members  
Assessment and individual report: 100€

**IF YOU REQUIRE FURTHER INFORMATION PLEASE CONTACT:**

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## Roberto Quaglia

is Professor of Strategy and Management at ESCP Europe and visiting Professor at various leading Institutions in Europe, Middle East and Africa. His teaching performances are the result of a unique professional journey, which blends two distinctive backgrounds and sets of capabilities:

- 15 years of academic activity at top levels, which started with a specific training at Harvard Business Schools and had continued as a full faculty member at ESCP Europe and as a consultant of choice of distinguished leaders,
- 20 years of business experience, which started as a consultant at McKinsey and has continued as a manager, entrepreneur, board member and senior advisor.