



## **Brain-Based Techniques for Leaders, Linked with Effective Decisions and Outcomes**

### **Duration of the Training Programme**

This programme takes place in a classroom environment. It is an eight-hour programme taking place from 10am to 6pm. It includes: 6 hours of interactive content using a proven, brain-friendly approach, 3 x 15 minute breaks and 1 hour lunch.

### **Description**

In today's fast-paced, rapidly shifting world, leaders must adapt to changes swiftly, in order to avoid stagnation, miss an opportunity for innovation and growth, or worse, become incapacitated.

Chances are that if you are a successful business person, you've found a formula of behaviours that work to achieve the results you want. But when the results start to alter, the old formula can't be repeated; a new formula for success must be calculated. If the internal drivers, outcomes or environment have changed, then it's time to adapt.

In this one-day workshop, we will examine what holds you back, by sharpening your self-awareness, focus on the here-and-now, and finally understand the value of "holding back" your emotions.

The NeuroLeadership programme provides an introduction to the history, core concepts, organizing principles and frameworks that underpin the field of neuroleadership. Led by a Professor of Neuroscience from the University of Sheffield Executive Development Institute (EDI), you will learn about neuroleadership and the broader context of the field that was created by the NeuroLeadership Institute.

### **Date and Time of Delivery**

Tuesday, 6 March 2018  
10:00 - 18.15

## Delivery and Assessment Method

Lectures and presentations are accompanied by videos, discussions and debates, as well as problem-solving activities, in-class exercises and applied case-studies. We are believers and practitioners of dynamic, participative and blended-based learning and this is how we deliver all our trainings.

A simultaneous translation will be available per request at the registration.

## Delivered By

### **Dr. Nick Lambridis**

Head Coach of the Executive MBA

The University of Sheffield International Faculty, CITY College

## Brief Biography

Nick Lambridis has specialized in Communications, Coaching and Emotional Intelligence. He holds a Master's Degree in Biomedical Engineering from the Univ. of San Francisco, Ca., USA, and a Diploma in Organizational Psychology from INSEAD Business School in France.

He is the founder and CEO of Advisor Training and Coaching Ltd., based in Athens with clients from over 12 countries in the South East Europe region.

**Communication  
Techniques,  
Coaching, Team  
Coaching, Emotional  
Intelligence, Large  
Group Facilitation...**

His experience was gained "on the job" in several Management roles in blue chip companies such as Informix, Vodafone, Toshiba, where he managed the International US and European sales operations.

Early in his life, Nick Lambridis was confronted with "real life" communication and intercultural interaction issues playing for the Greek Olympic team and then in USF's 3 times National championship soccer team, made out of 16 different nationalities. In order to manage those communication issues he had to develop specific skills and emotional intelligence that proved to work well in professional situations as well, in the last 30 years.

His Training and Coaching methodology is based on the ground works of Positive Psychology, Transformational Coaching and Client-centered Executive coaching of INSEAD's Coaching and Consulting for Change (CCC) practice principles. Nick Lambridis is an affiliated member of the International Coaching Federation, Management Center Europe and CEO Europe.

He has been teaching and coaching for the last 12 years in many large multinational companies such as Pfizer, Novartis, WIND, Abbott, ROCHE, Health Ministry of FYROM, Eurobank, Piraeus Bank, Citibank, Marks and Spencer, Johnson & Johnson, Sanofi – Aventis, and participants from more than 15 European and Middle East countries. He is often called on the spot by some

organizations to facilitate, consult or coach their groups, managers or the top management team on issues such as Leadership, Strategy, Top Team building, Emotionally Intelligent Teams etc

## Training Schedule

10.00 - 11.30	<b>Understanding NeuroLeadership-</b> Toward State-SCARF
11.30 – 11.45	Coffee Break
11.45 – 12.55	<b>Developing Insights - Problem solving:</b> The Growth Mindset
12.55 – 13.55	Lunch Break
13.55 – 14.45	<b>Selecting and Implementing Ideas</b> - The Dance of Insights
14.45 – 15.00	Coffee Break
15.00 – 16.30	<b>Building a Habit</b> - 5 Steps
16.30 – 16.45	Coffee Break
16.45 – 18.15	Final Exercise - <b>Case study</b>

## The Results Model

1. Create a TOWARD state: Learn how to structure your conversations in a safe environment and promote a non-threatening culture.
2. Facilitate INSIGHT: Listen actively and allow your conversations to create insights, “aha” moments and positive thoughts toward a solution.
3. Commit to ACTION: Review the steps of getting into action by restating the goals and objectives from the Brain and not from the Emotion.
4. Follow up to build HABIT: Create a strategy of those action steps every time there is a similar situation, and create a habit out of it.

## Registration Requirements

Step 1 - Fill in the online registration form.

Step 2 – Proceed to the payment of the fees.

The completed online registration form and the photocopy of the bank transfer certificate **should be sent by March 1, 2018 to:** [ishahzadeyan@citycollege.sheffield.eu](mailto:ishahzadeyan@citycollege.sheffield.eu)

## Training Programme Fees

**Training Delivery Fee:** 150 euros

**Registration and payment deadline:** March 1, 2018

**Early bird registration and payment by February 10, 2018:** 130 euros

**Fees for the University of Sheffield Executive MBA students:** 100 euros

**Fees for the simultaneous translation (upon request at the registration):** 20 euros

**Included:** lecturer/facilitator, development and delivery in class of all taught material, venue, catering, A/V equipment, “Certificate of Attendance” by The University of Sheffield International Faculty, CITY College, feedback form for participants, online follow up session.

**Not included:** any printouts for participants, bank transfer costs.

## Payment

**Terms of payment:** The amount that must be paid **in full** by before the deadline (1 March 2018).

**Photocopy of the bank transfer certificate and online registration form should be sent by March 1, 2018 to:** [lshahzadeyan@citycollege.sheffield.eu](mailto:lshahzadeyan@citycollege.sheffield.eu)

**Way of payment:** Online Payment System

## Executive Development Institute (EDI)

The EDI addresses all executive development needs by providing with strategic, holistic and tailor-made solutions: from training and workshops to consulting, coaching, corporate research and more. All these, with the signature of a World Top 100 university, The University of Sheffield and its International Faculty, CITY College.

EDI is formed as a dynamic response to the executive development needs of our times. Corporations, institutions, governments and individuals alike ask for a credible, recognizable and experienced partner that has the power and commitment to support them in their continuous efforts for growth. EDI is the answer to this call.

After two decades of successfully running the leading Executive MBA in our region, and after delivering numerous tailor-made training programmes for companies and institutions, the University of Sheffield International Faculty has taken its educational excellence for professionals to the next level. EDI has unique capacities to deliver diverse training, consulting, coaching and research services to its partners. EDI is matching its top-of-the-world, higher education competences with your professional needs. A unique combination for a unique region.

## Selected References

Actavis, Black Sea Trade & Development Bank (BSTDB), CEDEFOP, Embassy of UK Sarajevo, Embassy of UK Belgrade, Globul (COSMOTE) Bulgaria, Coca Cola Hellenic Serbia, HR Department Deutsche Telekom FYR Macedonia, Institute of the Association of Greek Tourism Enterprises, MAKRO CASH & CARRY, MTEL (Vodafone) Bulgaria, NATO Undersea Research Centre, NESTLE, Pfizer, Philip Morris, Siemens, The World Bank, Vodafone, XEROX Ltd.