



ATENEO DE MANILA UNIVERSITY
GRADUATE SCHOOL OF BUSINESS
CENTER FOR CONTINUING EDUCATION



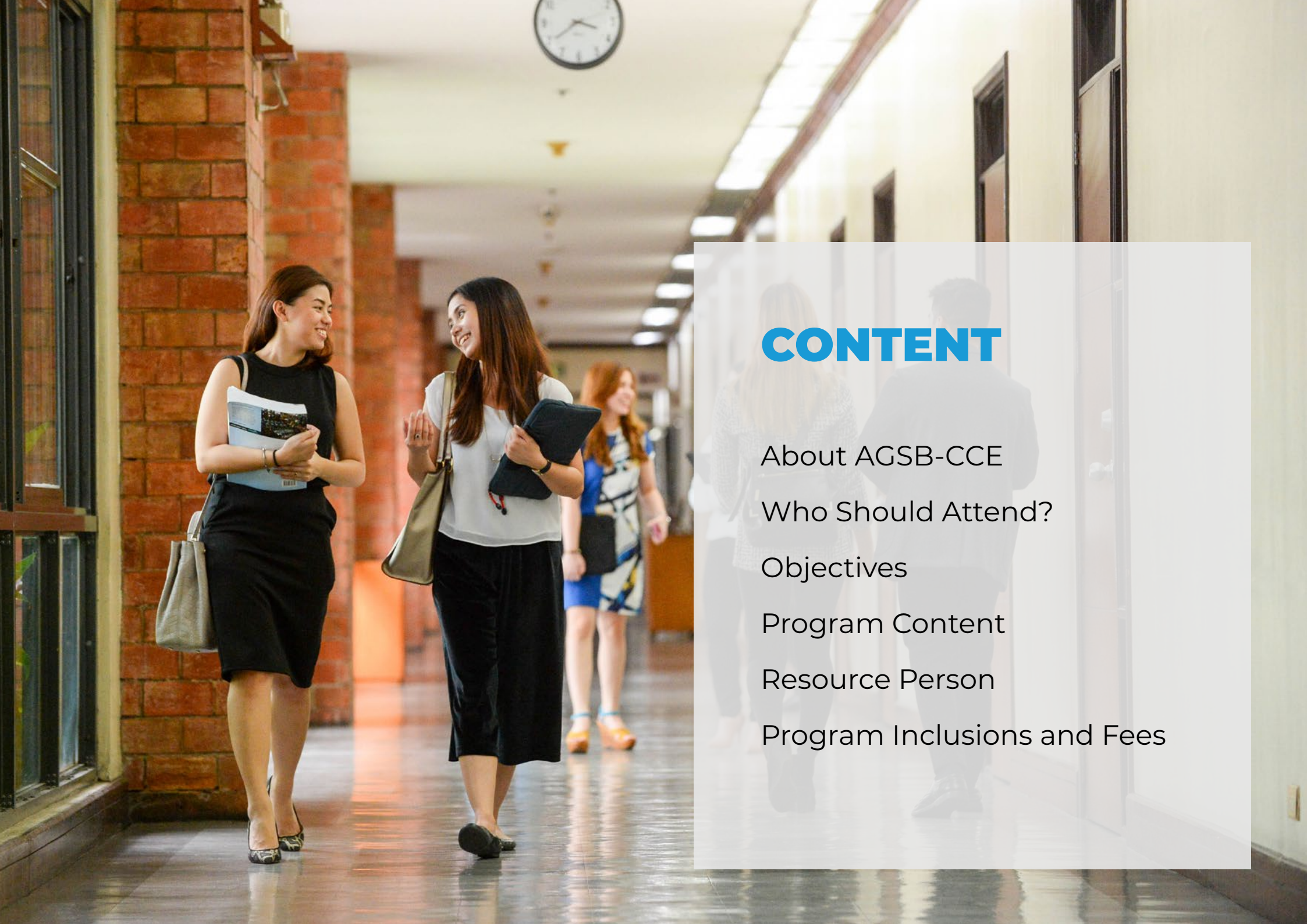
Leadership and Management **ONLINE PROGRAM**

Motivational Intelligence for Effective Leadership

September 1 & 2, 2022

Synchronous sessions via Zoom

Asynchronous sessions via access to the AteneoBlueCloud (Canvas LMS)



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ABOUT AGSB-CCE

The Ateneo Graduate School of Business - Center for Continuing Education (AGSB-CCE) was established to complement the existing Ateneo-BAP Institute of Banking, a consortium between the Ateneo de Manila University and the Bankers Association of the Philippines. It was initially known as the Basic Leadership Program (BLP) until the name was changed to Continuing Professional Education (CPE) and then finally, to Center for Continuing Education (CCE).

Under AGBS, CCE takes an active role in addressing specific industry concerns that require immediate, purposeful, and focused response. As an industry resource and partner, CCE offers continuing professional development programs that are workplace-based with immediate take-away value. Methodologies are based on business simulation, practical exercises and applications, case analyses, and focused discussions. Courses are designed, developed and delivered by industry practitioners who are noted experts in their respective fields. Together, AGBS and CCE support the Ateneo mission to promote excellence, integrity and service.

WHO SHOULD ATTEND?

Heads of Groups, Divisions, Departments; people being groomed for management or leadership positions; people seeking personal development.

OBJECTIVES

To learn how to be empowered by comprehensive and in-depth self-awareness using motivational intelligence to formulate a strategy on how to manage “self” to be an effective leader.

MOTIVATIONAL INTELLIGENCE FOR EFFECTIVE LEADERSHIP

Research shows that a high self-awareness score is deemed as the strongest predictor of overall success as a leader. Leaders with heightened self-awareness have a good grasp of their strengths, weaknesses, blind spots and biases. Leaders who are self-aware are empowered to manage their basic nature in order to be effective and successful leaders. The most efficient and effective method of attaining self-awareness is by using motivational intelligence.

This course is designed for people in leadership positions to acquire motivational intelligence, attain a heightened self-awareness of who they are and manage their natural behavior to become effective leaders.

The course starts with the participants learning what “effective leadership” means in the current times so that there is a common definition for reference.

Next is to ensure you attain a high degree of self-awareness, you shall be learning how to acquire motivational intelligence from a powerful psychometric assessment called Reiss Motivation Profile® (RMP). From your personal Reiss Profile, you will attain motivational intelligence to know and understand what motives and values in your unique nature determine why you do what you do. As the saying goes, “how one behaves depends on one’s nature”. Understanding your nature will enable you to accurately predict how you would behave in various situations or when interacting with or leading people.

After using motivational intelligence to master your knowledge and understanding of your “self”, you will compare your assessed values and natural behavior to the values and behavior of an effective leader. You will become aware whether given your nature, some of your natural behavior could be hindering you from being an effective leader or are supportive for you to be an effective leader. It will be very clear to you what natural behaviors you need to manage in order to be an effective leader.

With the clarity from your self-awareness of which aspects of your basic nature support you or hinder you from being an effective leader, you will be empowered to construct an action plan which with a high degree of confidence will make you overall an effective leader. Your action plan will be the most important take-away from this course. If implemented, you will experience significant positive impact on your life and career.

MOTIVATIONAL INTELLIGENCE FOR EFFECTIVE LEADERSHIP

PROGRAM OUTLINE

- I. What is effective leadership?**
 - a. What is leadership?
 - b. Difference between a boss/manager and a leader
 - c. Types of Leadership
 - d. Indicators of when is Leadership effective?
 - e. Core qualities of an effective leader
- II. How to be an effective leader**
 - a. Key to Successful Leadership
 - b. Strongest predictor of overall success as a leader
 - c. Why self-awareness is critical to be an effective leader
- III. Leadership's role in employee engagement**
 - a. What is employee engagement
 - b. Impact of employee engagement on leadership success
 - c. Factors influencing employee engagement
- IV. Attain motivational intelligence - discovering and understanding who you are**
 - a. Know your "self" from your Reiss Motivation Profile®
 - b. Understanding who you are, why you do what you do
 - c. How you would naturally lead people, interact with people

- V. Attaining self-awareness on your effectiveness as a leader**
 - a. Evaluate how your core values support or hinder your effectiveness as a leader
 - b. Identify any "blind spots" and the issues which they may give you as a leader
 - c. Relate who you are to how you would be effective as a leader
- VI. Awareness of others to overcome barriers to team performance**
 - a. Distrusting value differences
 - b. Misunderstanding motives
 - c. Assigning the right task to the wrong person
- VII. Action plan to be an effective leader**
 - a. Write what you need to manage in how you would naturally behave to be effective as a leader (stepping out of your comfort zone)
 - b. What other things you could do to strengthen your effectiveness as a leader

****Participants to generate their Reiss Profiles on-line before the course.***

RESOURCE PERSON



MR. CLEMENTE ESCAÑO

Managing Consultant and trainer at C-3 Empowerment Resources Pte. Ltd, a Singapore based company providing training on personal and leadership development, performance and life balance, and advising organizations in transforming Human Resource and Talent management for greater effectiveness and success.

In providing consultancy and training, motivational intelligence derived from Reiss Motivation Profile® is used to help clients achieve success with immediate impact and sustainable results.

Mr. Escaño is a certified Reiss Profile Master, trained and certified by Prof Steven Reiss, the creator of Reiss Motivation Profile®. As an expert in the use and application of the Reiss Motivation Profile®, he together with his partner at C-3 Empowerment, is a licensed trainer of the Reiss Profile Master Certification Program which leads to certification as a Reiss Profile Master. In Asia, except China and Taiwan, they are the only two professionals licensed as such by IDS Publishing Corp USA , the owner and publisher of Reiss Motivation Profile® .

Mr. Escaño's clients are individuals, SMEs and conglomerates in Singapore, Philippines and Indonesia.

MOTIVATIONAL INTELLIGENCE FOR EFFECTIVE LEADERSHIP

PROGRAM DETAILS

September 1 & 2, 2022
Thursday & Friday
8:30 am - 12:30 pm

Synchronous sessions via Zoom
Asynchronous sessions via access to the AteneoBlueCloud
(Canvas LMS)

PROGRAM FEE

Php 10,000.00 (Early Eagle Rate)
Php 11,000.00 (Regular Rate)

**Schedules and prices may change without prior notice.*

INCLUSIONS

- Digital copies of the materials can be accessed through AteneoBlueCloud (Canvas LMS)
- Digital Certificate of Completion
- Reiss Motivation Profile®

REGISTER NOW!

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SCAN CODE
TO REGISTER



Experience
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