



**BAHRIA UNIVERSITY – LEADERSHIP &
PROFESSIONAL DEVELOPMENT CENTER &
ASK DEVELOPMENT** Present

Leadership:

Influencing and Developing High-Performing Teams

**Certification
By Bahria
University**

PKR 30,000
Investment
per participant

Instructor Led



Course Overview

Effective leadership is no longer defined by authority alone—it is measured by the ability to influence, inspire, and bring out the best in others. "Leadership: Influencing and Developing High-Performing Teams" is a dynamic training experience designed to unlock the leader within you. Whether you're a seasoned manager or an emerging professional, this session will empower you with the mindset and tools to lead with purpose, build trust, and cultivate a team culture rooted in collaboration, accountability, and growth. Great teams don't just happen, they are shaped by leaders who know how to guide, coach, and elevate others. This training is your first step toward becoming that kind of leader.



Training Objective

To equip current and aspiring leaders with practical skills and insights for effectively influencing, inspiring, and leading teams.



Islamabad



Date: 16th Oct, 2025 (Thursday)



Timing: 9:00 AM – 5:00 PM

Learning Outcomes

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



Understand and apply key principles of leadership and influence



Build trust-based, collaborative relationships with team members



Develop strategies for motivating and coaching diverse teams



Create a personalized action plan for ongoing leadership growth



Special Discount

for Bahria Alumni/Students/Faculty, Armed Forces Personnel, & HEI's Employees.

Organization Discount

3 or more participants

Early bird Discount

Register before 6th October

Trainer Profile

Arshad Akif is a seasoned trainer, consultant, and entrepreneur with over 25 years of experience in the corporate and development sectors. As CEO of ASK Development, he leads a major HR outsourcing and consultancy firm, driving performance improvement across organizations. Holding master's degrees in Business Administration and Literature, and a Fellow of the LUMS-McGill Social Enterprise Program, he is a certified master trainer known for his participatory and customized training approach. His expertise includes HR management, leadership, conflict resolution, youth employment, and communication. He also contributes to global HR standards through ISO-260 working groups on Recruitment and Diversity & Inclusion.



Arshad Akif

Trainer, Entrepreneur, HRM Expert &
CEO of ASK Development



Methodology:

Interactive
discussions

Group activities
and case studies

Role plays and
real-world
scenarios

Reflection exercises
and action planning

Course Contents



Understanding Leadership in the Team Context

- What makes a great leader today?
- The role of a leader in shaping team dynamics
- Identifying your leadership style (Brief self-assessment)



Influencing Without Authority

- Principles of influence and persuasion in leadership
- Building trust and credibility with your team
- Navigating resistance and fostering buy-in



Building and Developing Effective Teams

- Stages of team development
- Identifying and leveraging team strengths
- Setting clear expectations and shared goals



Motivating and Engaging Teams

- Intrinsic vs. extrinsic motivation
- Using recognition and feedback to energize performance
- Encouraging innovation and ownership



Coaching and Developing Team Members

- Role of a leader as a coach and mentor
- Providing constructive feedback for growth
- Helping in Career development
- Tools and frameworks for coaching (GROW model)



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