

TRAINING PLAN

TRAINING :

Leadership of Influence



EXPERTS IN PROFESSIONAL DEVELOPMENT

MP-Plus group has been delivering personalized training to companies for more than 25 years. We train more than 3,200 professionals every year.

Our training programs are popular because they are structured and personalized to meet your specific needs.

 **mp-plus**
GROUP

ABOUT MP-PLUS

MP-Plus Group is a leader in the field of professional development. We deliver world-class training in leadership, commitment, achievement, and fun at work - thereby bolstering Québec's international reputation in this regard. Our mission is to enable your professional development by optimizing your personal potential.

What sets us apart is the positive impact that our training programs have on the bottom line. To what do we owe our success? To our steadfast commitment, up-to-the-minute expertise, and reliable processes.

For the past 25 years plus, MP-Plus Group has trained and mobilized personnel at many major companies, resulting in direct positive impacts on more than 250,000 people.

As an external consultant, MP-Plus Group has provided the guidance that Mouvement Desjardins needed to transform itself into a client-centric organization and helped many of Québec's top 100 companies to achieve strong growth.

MP-Plus Group has built its reputation on outstanding training performance and optimal practices. Our team includes first-rate trainers such as sports psychologist and TV commentator Sylvain Guimond and non-verbal business communication specialist Christian Martineau. At one time, former Québec Vice-Premier Monique Jérôme-Forget also contributed her expertise to our professional training offer.

With every MP-Plus training program, your organization takes a giant step toward achieving the best version of itself.



François Trachy, Director of Development



TRAINING: Leadership of Influence

Context:

Rarely are we aware of the power of our leadership and especially the influence it gets on our environment.

In this session, we will analyse the attitude, the commitment, the way to manage your energy, the communication and the influence you have on yourself and others. We will make you discover that the way you think, know yourself, ask questions and communicate with people has a direct impact on your environment.

Objectives:

AT THE END OF THIS WORKSHOP TRAINING, YOU WILL KNOW HOW TO:

- ✓ Raises your performance expectations
- ✓ Increased motivation
- ✓ Increased Commitment
- ✓ Easier to communicate
- ✓ Clarify your thoughts and make people accept your ideas easier
- ✓ How to get the best of people around you
- ✓ Better time and energy management

Daily Step:

1. Develop your full power of influence!
2. Winning attitude as a starting point
3. Get to know yourself better with time, stress and emotion management
4. Communicate to grow and to encourage total commitment around you
5. A game plan to get effective in every area

CONTENT

In this training, you will discover:

- ✓ Why it is so important to focus on other people's strengths.
- ✓ The four different types of personality and the way they think and express themselves.
- ✓ How to adapt your communication depending on their personality.
- ✓ How great leaders think and act.
- ✓ The way the best athletes manage their emotional reaction to be at the top.
- ✓ How to communicate and listen to create action and avoid conflict.
- ✓ Many exercises that will help you to get to know yourself better and reach your full potential.

At the end of this day, each of you will have the best tool in hand to become a great leader of influence.



THE TRAINER

Fares Chmait

EXECUTIVE COACH - SPEAKER - TRAINER- AUTHOR

With his energy and devotion, Fares Chmait has enabled a wide variety of companies to meet their business goals since 1986. Inspired and inspirational, Fares Chmait is not satisfied playing the mere roles of trainer, consultant, and speaker. He is totally involved in the process of provoking change and positively influencing his clients' destiny by supplying them with effective and productive tools.



As a guest lecturer at Concordia University's John Molson School of Business Executive Centre and at York University's Schulich Executive Centre, he puts his vast and varied business experience at the disposal of management executives from all over the world. His unique approach is cultivated and refined by what he calls the "human factor." His expertise in the study of individuals' subjective experience sheds light on why people "do what they do," and not what they SHOULD do. He has mastered the following subjects: leadership, emotional intelligence (EI), reading and interpreting the hidden side of communication (he taught this course to provincial government investigators for five years), project management, the individual within the team, public speaking, negotiation, cultural differences, and intergenerational communication.

Fares Chmait has shared the fruits of his experience with clients from 20 different nations, working in four different languages. In addition to being an outstanding speaker, his knowledge of different national and ethnic groups has proved a major asset in this era of globalization, allowing him to adapt his presentations to his clients' cultural and entrepreneurial reality.

Practitioner to the core and firm believer in his methods, Fares Chmait is the author of numerous publications, including *Beyond Selling* (1995), recognized as one of the best works on the application of new communication techniques to the sales process. He has also co-authored *Coupables de réussite* (2002) and authored *The Power of Decision* (2012).

