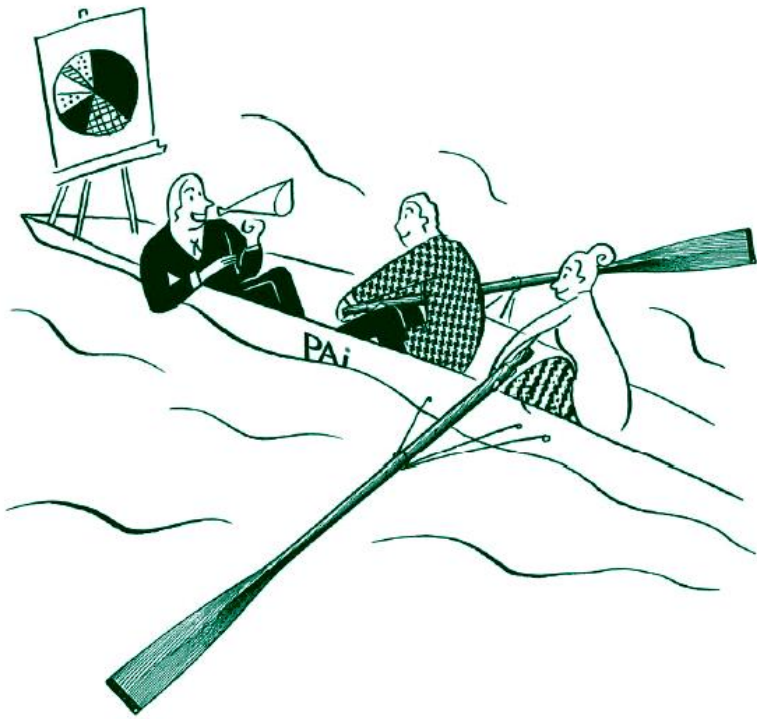


Results-Oriented Management:

All about people



One-week professional development workshop
4 to 8 August 2025 in Dubai



BRITISH ACCREDITATION COUNCIL
ACCREDITED SHORT COURSE PROVIDER

PAI is accredited by the
British Accreditation Council
for Independent Further and Higher Education

About the workshop

Organisations are dynamic and subject to constant and often complex change. This dynamism is often stimulated by technology, but societal, cultural and generational factors can also be significant drivers of change. All of these elements need to be recognised and taken into consideration when seeking to manage people effectively. People management is not a skill or competence where 'one size fits all'. Critically, managers must be willing to identify and respond to the inherent differences in experience, background, education and potential performance for individual members of their team. The essential elements of good management are to drive high performance through reward; to resolve conflict; to support continued professional development and, through consistent monitoring and guidance for staff, to ensure that discrete and project-based tasks are completed – to specification, on time and within budget.

This workshop will help you to become an optimum people manager, developing synergy from your working teams and delivering the highest possible performance.

Who is the workshop for?

This workshop is suitable for middle to senior level managers, human resources professionals, project managers and anyone with an interest in improving the performance of their team and of their organisation.

How participants will benefit

The workshop will enable you to:

- Understand how the key elements of the effective management of people, resources, projects and stakeholders can contribute to a high-performing organisation
- Review and assess your own management skills and identify strengths, areas for development and your preferred management style
- Familiarise yourself with current management and organisational development models and technology and, through group work and practical exercises, practise using and adapting them to your own organisation
- Explore current good practice in human resource management, focussing especially on getting the best out of individuals and teams.

What the workshops will cover

During the week you will learn about:

- Organisational development
- Performance management
- Managing people
- Negotiation and conflict management
- Managing projects
- The balanced scorecard
- Managing multiple stakeholders

Programme outline:

	AM	PM
Day 1	<p>Welcome and introductions, setting the learning climate</p> <p>Programme overview</p> <p>Organisational development:</p> <ul style="list-style-type: none"> Defining organisational development External and internal drivers for organisational development Organisational development intervention in practice Diagnostic cultural analysis Lean management (what is it?) 	<p>Performance management: part one</p> <ul style="list-style-type: none"> Time management Core performance management requirements Koontz and O'Donnell model Performance regimes Managing by objectives Linking and measuring achievements; targets, objectives and performance standards <ul style="list-style-type: none"> Participants' exercise
Day 2	<p>Performance management: part two</p> <ul style="list-style-type: none"> Delegation Management information Group dynamics Motivating others <ul style="list-style-type: none"> Models for motivating others Applying a suitable motivational model – scenarios 	<p>Managing people:</p> <ul style="list-style-type: none"> 5-way management model Managing emotions: emotional intelligence Team development and team building: Belbin model Team building activity
Day 3	<p>Understanding and managing conflict:</p> <ul style="list-style-type: none"> What is conflict? Core reasons for conflict Conflict and negotiation What is the cost of conflict? Range of resolution outcomes Managing conflict in the workplace <p>Role play exercise</p>	<p>Developing negotiation capacity:</p> <ul style="list-style-type: none"> Appreciating key factors and range of outcomes Choosing style and approach Personality types Phases of negotiation Role play scenarios
Day 4	<p>The Balanced Scorecard (BSC):</p> <ul style="list-style-type: none"> The model The four balanced perspectives The five strategic management principles Benefits of implementing the BSC <ul style="list-style-type: none"> Identifying management systems, tools and techniques linked to the BSC 	<p>Managing multiple stakeholders:</p> <ul style="list-style-type: none"> Stakeholder analysis Stakeholder engagement / consultation Allegiance types Stakeholder engagement communication strategies Levers for cultural change Gaining commitment Role play scenarios
Day 5	<p>Managing projects:</p> <ul style="list-style-type: none"> What is a project? Benefits of good project management Project fundamentals: definition, organisation, planning and control <p>Cost benefit analysis</p>	<p>Review and reflection</p> <p>Evaluation of the workshop</p> <p>Presentation of certificates of attendance</p>

We reserve the right to change the programme as necessary.

Workshop Director

The Workshop Director will be Derek Driver.

Derek is an experienced leadership and management development trainer and consultant with a wide range of clients in the public and private sector in the UK and internationally. His areas of expertise also include strategic change, negotiation and conflict management. He is an accredited member of the Institute of Leadership and Management and has a first degree in Social Psychology and Post-Graduate Certificate in Education.

His international work includes a three-year period working on a UK Foreign and Commonwealth Office funded project in Albania where, as Head of Strategic Development for the Reform of the Albanian Police, he worked at the Albanian Ministry of the Interior, Albanian National Police, non-government organisations, local service providers and interested community groups. He has also spent substantial periods working in Bosnia, Kosovo and Serbia and has undertaken assignments in Botswana, Indonesia, Kuwait, Nigeria, Somaliland, Suriname, Tanzania and Thailand.

In the UK, his clients have included the Department for Work and Pensions, the Child Support Agency, the Passport Service, the Forensic Science Service, the Independent Police Complaints Commission, the Serious and Organised Crime Agency, the Immigration Service, the Fire Service, the London Metropolitan Police Service and several local government authorities. More recently, he was (for two years) a lead provider in delivering the UK Government's Counter Fraud Apprenticeship Programme. Currently, he is the sole Food Technologist delivery trainer for a high-end UK retail supermarket

Derek retired from the London Metropolitan Police Service, after 31 years' service, at the rank of Chief Superintendent, as Head of North-East London Territorial Operations. He had overall command for 630 police and civil staff personnel. He was commended several times during his police career, including for saving life, bravery and leadership. He was awarded the highest-level certificate at retirement: 'Exemplary Police Service.'

How to apply

Please complete the PAI application form online via our website:

<https://www.public-admin.co.uk/booking-form/>

You can also complete our hard copy application form. Please contact us at pai@public-admin.co.uk to obtain a copy. Once completed please return to Amanda Anderson, Programme Manager, at the same email address.

If you would like to discuss this workshop, any of our other international workshops or our consultancy services, please contact Claire Cameron, Director.

We also have extensive experience of designing tailor-made training (from one day to two or three weeks) which can be run in your own country or in the UK to meet the specific needs of groups or individuals at all levels within your organisation. Please contact us if you would like further information.

Language

The workshop is conducted in English. You will need to have a good working knowledge of the language.

Location and arrival arrangements

The workshop is based in Dubai. We will provide you with details of the workshop location nearer the time.

Fees

The tuition fee for this workshop is £2,550. It includes tuition, presentation material and other documentation. It also includes a light lunch and refreshments during each working day as part of the fee.

Other costs

Airfares and daily travel to and from the workshop venue are not included. Our workshops are non-residential and you are responsible for your accommodation costs. We can help you with booking hotel accommodation so please let us know if you would like us to advise you or make a reservation.

Value Added Tax

We do not have to charge UK Value Added Tax (VAT) if you can provide written confirmation from your government or its accredited representative that you are "employed by the government in furtherance of its sovereign activities". In all other cases, we will have to charge VAT (currently 20%) in addition to the fee.

Ways to pay

You, or your government agency, can pay by bank transfer or by cheque, made payable to Public Administration International. We accept payment by credit or debit card but there is a surcharge for this way of paying. Please contact us if you would like to pay by credit or debit card.

Discounts

We offer a 10% reduction on the full tuition fee if we receive payment no later than 28 days before the first day of the workshop. If we receive payment after that, we will charge the full tuition fee.

Cancellations

If you have to cancel your booking, you must let us know in writing and we will acknowledge in writing your cancellation. For cancellations received up to 29 days before the start of the workshop we will refund the tuition fee, minus a charge of £200 to cover our administration costs. For cancellations received within 28 days of the start of the workshop, we will charge the full tuition fee. If you have paid the tuition fee and have subsequently been refused a visa to enter Dubai, we will refund the tuition fee, minus a charge of £200 to cover our administration costs, providing you send us the original letter from the United Arab Emirates Embassy confirming refusal of a visa and providing you have not entered the UAE.

Substitutions and transfers

If you have booked a place on a workshop and are not able to attend, we will accept an appropriate substitute at any time without penalty, but our normal terms and conditions will apply. Also, it is possible to transfer to a future workshop, but only one transfer is permitted. Please get in touch with us and we will advise you about transfers.

Substitutions and transfers continued

Please see our website for our full terms and conditions. If you would prefer a hard copy of our full terms and conditions, please let us know.

<http://www.public-admin.co.uk/terms-and-conditions-for-booking/>

Insurance

We advise you to arrange travel and health insurance cover before you leave your home country.

Who we are

PAI (Public Administration International) specialises in management consultancy, training and development services for organisations in, and associated with, the public sector worldwide. We provide advice and support for governments going through political, economic, structural and legislative change. Our extensive network of associates includes practitioners, academics and independent consultants. Our key objectives are promoting good governance and good practice in delivering public services. This workshop is one of a number of specialist UK-based professional development workshops designed to meet the needs of public services worldwide.

We pride ourselves on our:

- High quality, practical advice and support for our clients
- Professionalism and integrity
- Ability to offer excellent value for money
- Sound experience and track record internationally
- Networks and partnerships across the world
- Flexible, collaborative approach
- Friendliness and focus on putting people first.

Where we are



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