



## Programmer Leader :

**Devyani Patel** has over 21 years' experience in the financial, technology and business consultancy industries. Starting her career in training systems and developing business process with overseas clients, she pursued a career in Wall Street in the technology and regulatory systems division of the New York Stock Market (NYSE). Leading to a Managing Director level, she also managed trading systems technology, training and business support for the NYSE through its mergers and later as A.Vice President at the Hong Kong Stock Exchange. As one of the first S. Asian women in senior management she quickly learned the skills to work in a fast paced, male dominated and demanding industry.

Devyani has serviced businesses with key skills in developing process improvements, management consulting, technology leadership and women's leadership development. Today the company has a team of lead trainers that offer clients within the US, Europe and Asia, exclusive courses in personal development, business management, financial & technology training and focuses on women and leadership.

Devyani has a BSc in Applied Business & Computer Science , UK; a MBA in International Business and Finance from New York University and has completed the Securities Industry Institute management program from Wharton Business School, US.

## WOMEN IN LEADERSHIP - LEADERSHIP BREAKTHROUGH'S FOR WOMEN



### Introduction:

Leadership qualities are key in any organization. While women in management is a hot topic these days, this course focuses on how women can better lead using their natural qualities & style. Learn about key leadership qualities and techniques to achieve recognition and results in your workplace and maneuver around the typical challenges.

### Who it's for:

- For Women early and mid way through their careers, looking to develop key management techniques to be better leaders.
- Women in supervisor and manager levels who want to further develop their management and leadership skills.
- For individuals who work in a male dominated environment and want to learn how to demonstrate leadership skills.
- Women who want to better understand how a woman's management style can succeed.
- For women early in their career who want to be better prepared for the future, working in an equal level playing field.



### Learning Outcome:

Upon completion of the course, participants will:

- Understand what leaderships skills are necessary to make it through management which are key to women.
- Be self aware of their own skills and how to continually develop, the necessary skills for management positions and taking leadership roles.
- Recognize their role as leaders, what influences leadership style and the impact they can have with/without the right skills.



# WOMEN IN LEADERSHIP - LEADERSHIP BREAKTHROUGH'S FOR WOMEN

## Programme Outline

### LEADERSHIP QUALITIES

- Your Leadership style—Review and recognize the various types of leadership styles and what they mean.
- Assessing your own style—Exercise Self Assessment on identifying your style.
- Leadership Qualities between men and women—highlight which factors are prominent in each Gender and how we can embrace them.
- What does Branding mean?— Exercise to define your Brand
- Values and the role it plays in your leadership.
- Elevator Pitch—What is it?, what does it do? and how do you create one?



### COMMUNICATION & CONFIDENCE

- Communication language—Cover key aspects of communication Faux Pas and how to make a clear, lasting and positive impact.
- Body basics—Look at image and the right balance to make the shine.
- Impactful Communication—8 Steps to successful communication.

- Mentors—What it is, was and how it works today.
- Net worth in Networking —Building relationships and networking tips to align your future leadership role.

### PERCEPTIONS & BEYOND

- Cultural influencing factors—Review how your environment and background has an influence on how you take leadership.
- Shaping Environmental Influences—Discuss key tools in bouncing off influences that we have been so normalized towards.
- Bias and Perceptions—discuss how these develop and how we can change or control our own creations of these.
- Challenging Political Environment—addressing what politics play in the workplace and dealing with this.

### MANAGING LEADERSHIP

- Impact with authority & presence
- Strategista's—a Review on women as strategists and how to make it successful in the office.
- Beyond the barriers—Influence, Persuade and Negotiate. Address the key skills in getting what you want.

### ASSERTIVENESS

- Setting your tone & vision
- Alignment and relationships
- Defining your leadership with Authenticity
- Work Life Balance—How do we really make this happen?
- A self evaluation in Work life balance.

### Learning Techniques:

Participants will be introduced to key skills required in leadership, and will have the opportunity to apply these to their working environment throughout the course via discussions and participant exercises. The course uses individual self analysis exercises and group lessons to help participants to absorb the concepts and apply them to their work.

**Language:** English

**No. of participants:**  
Up to 12

**Duration:** 1-2 days  
as required

### iEdge Consulting Ltd

2F Dah Sing Life Building,  
99-105 Des Voeux Road C,  
Central, Hong Kong

**T:** +852 2287 5253

**E:** info@iedge-consulting.com

**W:** iedge-consulting.com