



SCANDINAVIAN ACADEMY
For Training and Development



Course: Building Skills for Working in Teams: Igniting Passion & Activating Potential in Teams

Code	City	Hotel	Start	End	Price	Language - Hours
MT-282	Marrakesh (Morocco)	Hotel Meeting Room	2026-05-03	2026-05-07	3450 €	En - 25

Course Overview

Introduction

This highly-interactive training seminar will help you understand how teams can achieve much more than either the team leader or the team members dream possible.

It will help team leaders and supervisors learn skills and techniques that enable them to feel more in control of their team while at the same time applying techniques that helps team members release their talents, energy and potential.

The seminar will examine the latest ways to motivate and manage teams for improved productivity and morale and help turn average team leaders into one's that others in the organisation will aspire to join.

Program Objectives

- Identify individual work styles differences and how to use them to develop your team
- Apply the modern principles of time and activity management and manage self and team by them
- Draw-up a comprehensive Team Purpose Analysis and objective set for the team's foundation
- Use creative techniques to push the boundaries of team problem-solving and



decision-making

- Apply modern motivation techniques to get the best out of team members
- Use communication techniques that help minimize “noise in the team system”
- Influence team members to embrace change and use it as a powerful, positive force

Who Should Attend?

This course will mainly benefit to purchasing managers, senior buyers, project managers, civil engineers, construction managers, contractors, sub-contractors, site engineers, senior management, and government agencies, architects, construction professionals, and anyone responsible for purchasing at a senior level who seeks to enhance their skills further.

Program Outline

DAY 1 : Starting From Within - You, The Team Leader

- Know yourself and your role as a team leader - your strengths and style preferences
- Set personal goals to guide your outputs
- Prioritize your time and tasks effectively and train your team to do the same
- The power of role modelling and “Managing by Walking Around”
- Examine and challenge the impact of your belief system and limiting beliefs

Building Team Foundations

- Learn from what high performing teams do
- Establish a stretching team purpose - developing a Team Purpose Analysis - TPA
- Map out stakeholders and their needs

DAY 2 : Establishing Team Environment, Membership and Roles



- Build an energetic team environment
- Establish team roles – what's missing in your team, what's duplicated?
- Apply team development stages knowledge to inform your leadership interventions
- Identify and share individual's social and work style preferences

DAY 3 : Building Outstanding Team Productivity, Progress and Learning

- Deploy the lessons of motivational theory in managing the team
- Influence and persuade stakeholders and partners
- Help the team cope with change and be resilient
- Develop a systems thinking perspective for continuous team improvement
- Conduct team "After Action" reviews and follow up actions and achievements
- Apply methods to celebrate team progress and successes

DAY 4 : Building Frictionless Team Communications

- Improve and enhance individual and team communication skills – listening, questioning, clarifying and summarizing skills
- Identify and develop strategies to overcome barriers to communications
- Use Appreciative Inquiry to develop positive approaches to team issues
- Give corrective and positive feedback that motivates
- Design and conduct productive team meetings
- Deploy the RACI approach to work allocation and reporting

DAY 5 : Dealing with Team Conflicts and Using Them to Improve Team Performance

- Identify and resolve common team problems
- Using the Thomas-Kilmann conflict mode instrument
- Identify and manage dysfunctional, counter-productive team behaviour

Creativity for Team Problem Solving and Learning



- Deploy methods to overcome mental blocks
- Obtain the benefits of brainstorming
- Make use of a range of creative and decision-making tools



The Scandinavian Academy for Training and Development adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training and Development.

Program Timings:

- 9:00 AM to 2:00 PM in Arab cities.
- 10:00 AM to 3:00 PM in European and Asian cities.

The program includes:

- A daily buffet provided during the sessions to ensure participants comfort.