

# LEONIDAS

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ACADEMIA MAGISTRIS DUCTORIBUS



2021





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DR. ZÁMBÓ PÉTER

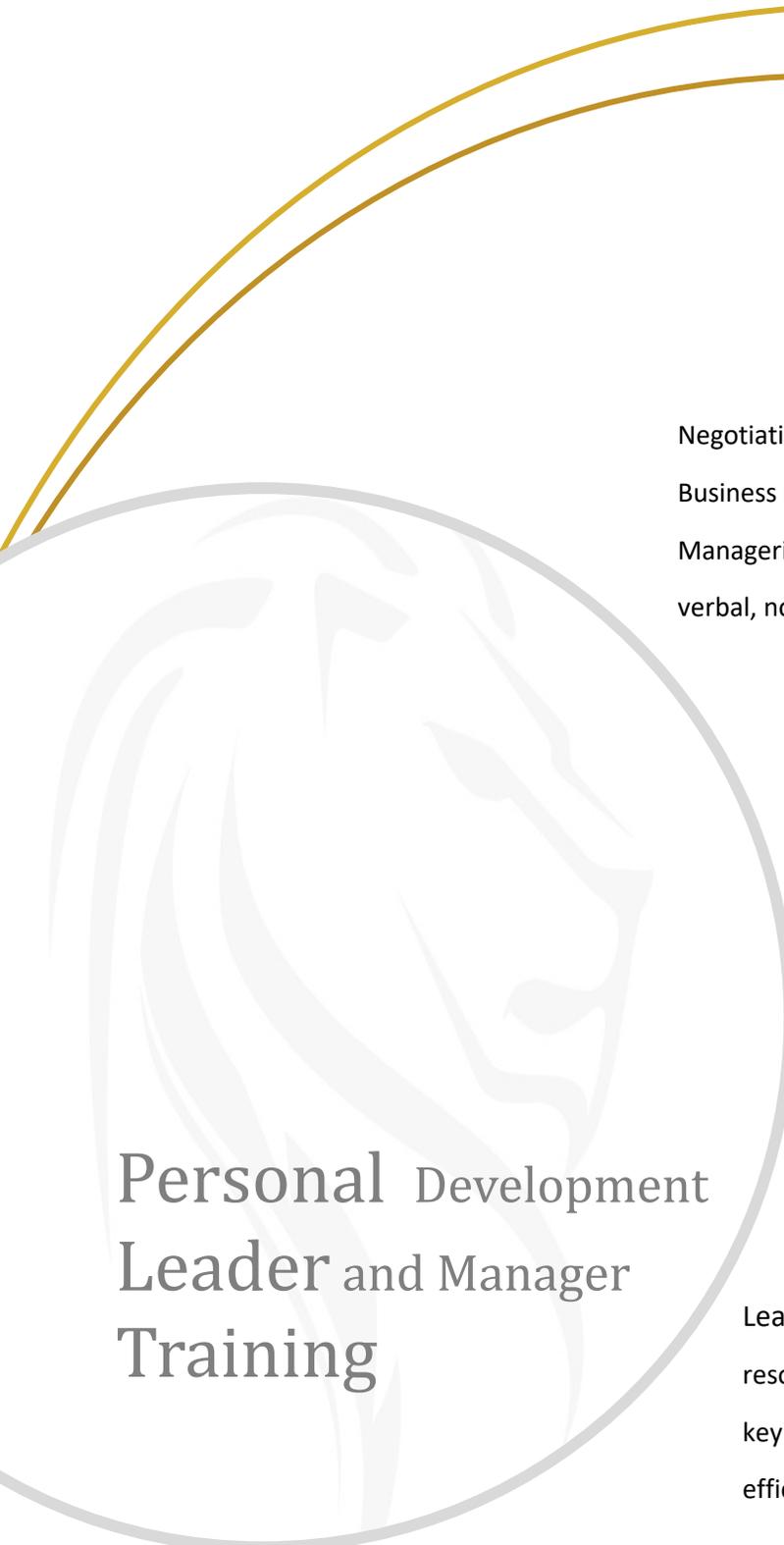
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LIONS OF LEONIDAS



# Personal Development Leader and Manager Training

Competence map

Development

Coaching

Negotiations techniques – tactical development

Business negotiation – presentation

Managerial meetings – Project discussions

verbal, non-verbal communication

Media communication

press releases – interviews, reports

social media

internal company communication

International negotiations

country specific customs

efficient techniques

protocol

Leadership model analysis

resource management consulting

key decisions – responsibility

efficiency analysis

Personal brand management

office, meeting room design – based on meeting strategy

business wear consulting

healthy lifestyle, nutritional counseling

brochure, presentation design



Themed team building trainings  
for leaders  
for teams

Communication training  
conflict management, the practice of convincing  
verbal, non-verbal communication practices

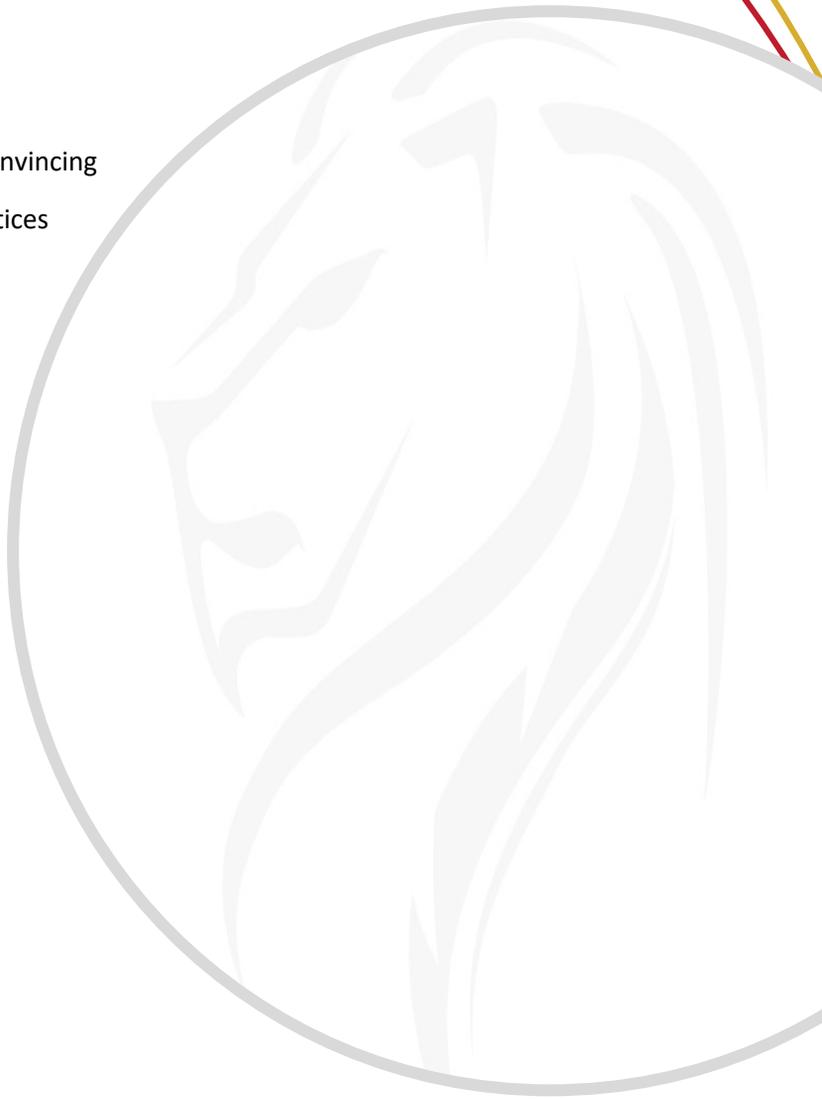
Stress management techniques  
mental training

Designing a mentor program  
young leaders, selection methods

Counter- burn out training  
for leaders  
strategic workers

Change management support  
remodeling – integration/ fusion  
product/mission change  
downsizing

Crisis management  
workplace accident – mental  
processing  
employee personal crisis – mental  
processing





## Curriculum Vitae

*2014-2021*

National Tax and Commissions Administration

Criminal Directorate- General

Deputy Director General

*2010-2014*

National Tax and Commissions Administration

Criminal Directorate- General

Head of Department

*2008-2010*

Customs and Financial Guard

Criminal Investigation Department

Commander

*1999-2002*

University of Pécs

State and Law

*1998-2008*

Border Guard National Commandant

*1995-1998*

Police College

Cum Laude

1400 criminal actions

32 countries: international negotiations

60 conferences presented

130 university teaching

80 recognitions, medals

**More than:**

17 years of leadership experience

25 years of operational experience

4 700 hours training experience

4 complex organizational modernization

1 300 subordinates lead

The story started 40 years ago...

I've decided to become a general. Looking back, it turned out to be a solid decision for a five year old, and now I know since this thought formed, every step, effort, thought and action took me in towards that goal...

*"Just as we can explain our past in many ways, we can change our present in countless ways, and we have different possible futures ahead of us"*  
(Socrates)



The supply and demand side of the labor market is transformed, the philosophy and target system and communication habits of the growing generations are changing, and FinTech, RegTech, Artificial Intelligence, Blockchain technology, Robotics, Automation, Biotechnology create a lot of opportunities for the quality development of our finances, household, transport, businesses, workplaces, health, individual and sporting performance.

*"Are you lead by others, are you leading them or are you walking your own path? One needs to know what he wants and IF he wants. "*

Now, at the peak of my career, it is timely to pass on the acquired battlefield knowledge and clear practical experience to all success-oriented people who want to develop quality and are committed to getting to know the new.

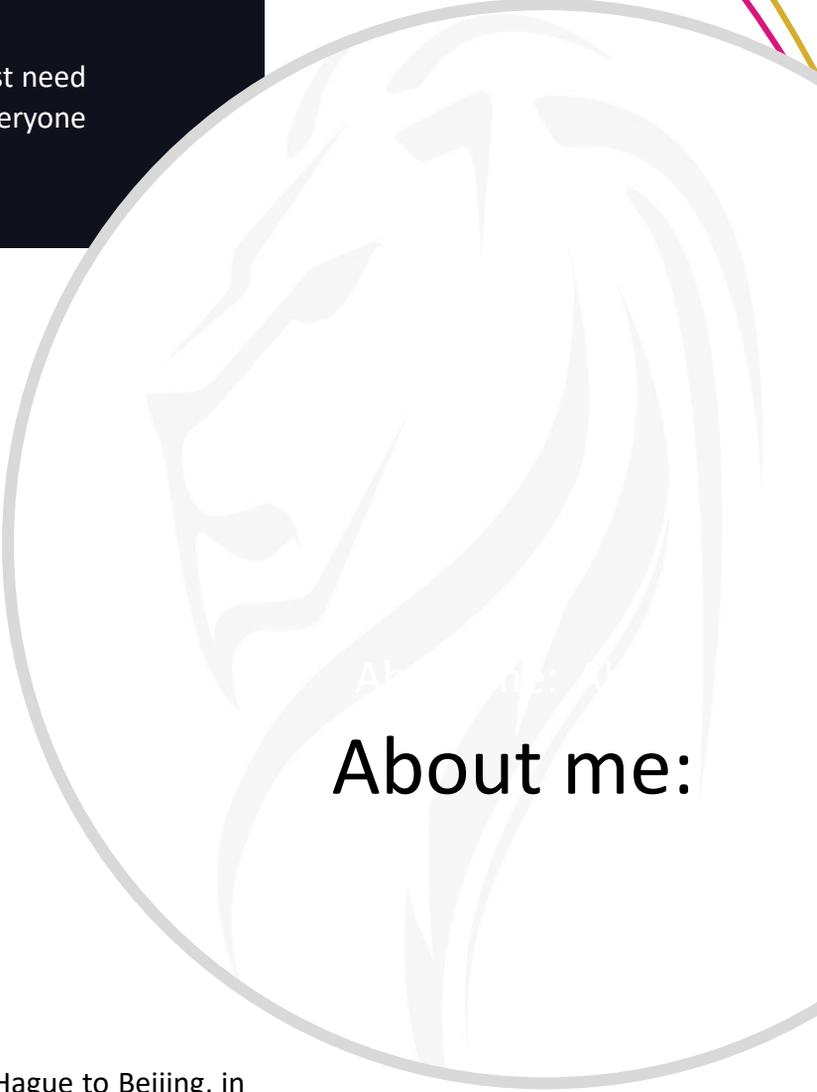
I always knew where I was going, what skills I needed to develop to realize my dream. Sport strengthened me in perseverance, school based my desire for knowledge, history presented me with a series of role models, as a scout I came to know the responsibility of leadership and the value of nature.

„Learns the game rules, then you just need to play – naturally, better than everyone else.“ (Albert Einstein)

After serving as a conscript, my journey led me to the College of Police Officers, where my performance was recognized with a study abroad award and then an honorary degree. As a young officer, the fight against organized crime introduced me to the world of secret operations, and during special trainings and missions I experienced that success and failure can be measured in lives. The results were followed by recognitions, in ever higher positions, with new tasks, quality objectives and increasing responsibility for my profession.

I've worked from Los Angeles to The Hague to Beijing, in many parts of the world. The key to success has always been a combination of preparation, attention, knowledge, respect, and the fact that I never wanted to show myself anything other than who I am. The strongest base for victory was deep self-knowledge, rapid profiling, and sophisticated negotiation techniques.

The fundamentals of my current knowledge are cross-border operations, criminal actions, interrogations, the establishment of intelligence networks, the execution of interceptions, the construction and management of effective departments, the use of state-of-the-art training techniques, the implementation of international negotiations, the preparation of comprehensive reorganizations in the field, proactive strategic planning, the management of emergencies at different levels and the many practical experiences gained in responsible decision-making.



About me:

... Leonidas was a king of ancient Sparta. In 480 BC, the Spartans sent Leonidas to the Thermopylae Strait to hold up the Persian Empire's army in the Thermopylae Strait with 300 Spartans and 6,700 allies. Xerxes' Persian ruling army, which planned to invade the Hellenic city-states from the north, had hundreds of thousands of troops, according to ancient sources. The tiny but well-armed and disciplined team defending the tight strait massacred the Persians attacking from the front for the first two days. At this time, however, through the mountain trails the Greek Ephialtes, led a large Persian team behind the Greeks, and Leonidas had to divide his army. The king stayed at the entrance to the strait with 300 Spartans, 400 Thebaic and 700 Thespians, with the intention of holding up the Persians at the cost of their lives so that the Greek city states could prepare for the invasion...

For me, Leonidas's character embodies an effective leader who prepares his team, motivates them to the ultimate mission with his example, takes risks to protect higher values, thinks in several steps, builds a strategy, and can use his resources with exceptional success based on their abilities.

The idea for the Leonidas Masters development program came to me two years ago. In my management work, I have met many talented people with extraordinary abilities, who are excellent representatives of some specialty, economists, engineers, doctors, lawyers, IT professionals, winemakers, managers...

Based on their results, they reached ever higher levels in their organization, they continuously expanded their enterprises, and the performance of their managerial duties became a decisive part of their daily activities. However, most of them have never been trained for the challenges of leadership, the effective and motivating methodology of managing people, the practice of dealing with conflicts naturally associated with the operation of groups, and the lifting of stress caused by increased responsibility, continuous decision-making position, and result-oriented work.

Leadership is a separate profession, science, and art. Professional performance of our managerial duties and finding and maintaining our internal balance are the key to our long-term success.

I have organized the complex knowledge and practical experience gained during special missions into a development program that is able to achieve quality development, create value, provide more efficient management, a cohesive team, and a company proactively adapting to rapidly changing market challenges in a way tailored to the individual and the employee community.

Now we prepare the participants who choose the path of development in the framework of a series of trainings with an example and practice focus, which has been tested with management experience and special training skills.

Imagine a deployment unit tasked with catching dangerous armed criminals. Imagine the warriors of this elite unit, who are highly skilled, with special knowledge, and strong dominant characters individually.

Imagine the commander of the unit who guides his team from mission to mission with the accuracy of clockwork, ensures their continuous preparation, guarantees the perfect physical and mental condition of his men, creates unity, designs, and focuses on the goal for success and safe return home.

Now imagine your own company, your team, your environment, your life...

When creating the development program, I also imagined Leonidas, who is the he was one of the most effective leaders.

Shaped like a modern-day peaceful warrior, we will need modern knowledge, strategic vision, leadership competences in our explosively changing daily lives

Destiny whispers into the warrior's ear:

-You can't resist the storm!

The warrior concentrates and replies:

-I am the storm!



The aim of the Masters of Leonidas is to increase the resilience, efficiency and achievement of the individual and the groups created to achieve common goals, through exercises and through exercises.

