

High-Impact Leadership: Influence, Presence & Executive Confidence

Duration: 5 Days

Language: en

Course Code: MG2-145

Objective

Upon completion of this course, participants will be able to:

- Formulate efficient plans and strategies to cultivate alliances.
- Enhance negotiation skills and adaptability to various negotiation stages.
- Identify and counter common negotiating tactics.
- Develop influencing skills crucial for business success.
- Understand factors influencing daily planning and project execution.
- Cultivate interpersonal techniques for effective team building.

Audience

This course caters to a diverse audience, including:

- Leaders seeking to enhance their visionary communication skills.
- Managers aiming to refine their team-working abilities.

- Delegates exploring new projects or added responsibilities.
- Managers preparing for promotion or expanded roles.
- Professionals aspiring to improve their planning and negotiation proficiency.

Training Methodology

This course employs an engaging and multifaceted approach to adult learning, combining theoretical studies with practical exercises, discussions, and real-world applications. Participants will participate in interactive sessions to enhance negotiation and communication skills through role-playing, case studies, and group exercises.
Practical work will allow them to develop and implement effective strategies in a simulated environment, receiving immediate feedback to refine their techniques. This dynamic blend of methodologies ensures participants understand the core concepts and build the confidence and competence to lead with brilliance in their professional roles.

Summary

In today's competitive business landscape, adept negotiation and effective communication are essential for establishing alliances and driving productivity. This course equips participants with the tools and skills necessary to excel in these domains. Through a dynamic blend of studies, exercises, discussions, and practical work, participants will develop the confidence and competence to lead with brilliance. In today's competitive business landscape, adept negotiation and effective communication are essential for establishing alliances and driving productivity. This course equips participants with the tools and skills necessary to excel in these domains. Through a dynamic blend of studies, exercises, discussions, and practical work, participants will develop the confidence and competence to lead with brilliance.

Course Content & Outline

Section 1: Foundations of Negotiation and Alliance Building

- Understanding the significance of negotiation in alliance formation.
- Decision-making and critical thinking strategies for sustaining alliances.

Section 2: Mastery in Influence and Negotiation

- Enhancing persuasion and influencing skills to achieve desired outcomes.
- Advanced negotiation techniques for navigating challenging situations.
- Crafting negotiation strategies for both internal and external stakeholders.

Section 3: Effective Planning and Organisation

- Strategies for planning and organising work and projects effectively.
- Delegation techniques, priority setting, and personal organisation methods.
- Implementing collaborative teamwork for project success.
- Anticipating and planning for personal and team-based change initiatives.

Section 4: Leadership Development and Visionary Communication

- Enhancing vision communication for effective leadership.
- Refreshing team-working skills for managerial excellence.
- Preparing for new projects or additional responsibilities.
- Improving planning and negotiation skills for career advancement.

Section 5: Emotional Intelligence and Adaptive Leadership

- Strengthening emotional self-awareness and empathy in leadership contexts.
- Managing stress and maintaining composure in high-pressure situations.
- Adapting leadership styles to suit different team dynamics and challenges.
- Fostering psychological safety and trust within diverse teams.
- Applying emotional intelligence to conflict resolution and team motivation.

Section 6: Strategic Thinking and Change Leadership

- Developing a strategic mindset for long-term decision-making.
- Leading through uncertainty and organizational transformation.
- Aligning personal leadership goals with broader business objectives.
- Facilitating innovation and guiding teams through continuous improvement.
- Building resilience and adaptability in response to change.

Certificate Description

Upon successful completion of this training course, delegates will be awarded a Holistique Training Certificate of Completion. For those who attend and complete the online training course, a Holistique Training e-Certificate will be provided.
Holistique Training Certificates are accredited by the British Assessment Council (BAC) and The

CPD Certification Service (CPD), and are certified under ISO 9001, ISO 21001, and ISO 29993 standards.
CPD credits for this course are granted by our Certificates and will be reflected on the Holistique Training Certificate of Completion. In accordance with the standards of The CPD Certification Service, one CPD credit is awarded per hour of course attendance. A maximum of 50 CPD credits can be claimed for any single course we currently offer.

Categories

Management & Leadership, Quality & Productivity, Human Resources Management (HRM)

Tags

Leadership, Empathy, Alliance Building

Related Articles



Leading with Empathy: The Benefits of Servant Leadership

Learn more about Servant Leadership, a philosophy rooted in empathy and empowerment. Understand how it shapes compassionate leadership, guides practical actions, and cultivates a collaborative environment. Explore its traits, weigh its pros and cons, and understand its differences from other styles.

YouTube Video

https://www.youtube.com/embed/aK97htXxlIc?si=9ye3j1lHg8nL5jH7