€TRAINING

The Influential Leader



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Introduction:

The Influential Leader training program is designed to empower participants with the skills and strategies necessary to become effective leaders in their respective fields. By mastering the principles of influential leadership, participants emerge as catalysts for success, capable of guiding their teams towards sustainable growth and excellence.

Program Objectives:

At the end of this program, participants will be able to:

- Differentiate between management and leadership, while cultivating self-awareness.
- Identify personal limitations, enhance self-awareness, and address associated challenges effectively.
- Utilize techniques to enhance self-understanding and enhance interpersonal engagement skills.
- Apply influencing strategies to establish and sustain valuable business relationships.
- Demonstrate the ability to lead the organization through strategic guidance and visionary direction.

Targeted Audience:

- Senior Managers.
- Middle Managers.
- Identified Leadership Talent and High Potential Personnel.

Program Outline:

Unit 1:

Leadership: Self-Awareness to Growth:

- Defining Leadership.
- Competencies of Great Leaders.
- Leadership Styles, Attributes and Qualities.
- VUCA Leadership: The New Normal.

- Personal Power and Emotional Intelligence.
- Self-understanding to SWOT.
- Leadership Assessment.

Unit 2:

Positivity in Interaction and Influence: Leading:

- Creating a Psychology of Personal Interaction and Motivation for Positive Inspirational Leadership.
- Important Interpersonal and Engagement Strategies.
- Influence Techniques and Skills
- How to work the room in social networking?
- Social Negotiation: An Art.

Unit 3:

Leadership for Sustainable Growth:

- Creating an Environment for Growth.
- Forming Vision and Values.
- Defining Organisational Aims, Goals, and Targets.
- Developing and Cascading Clear Business Objectives.
- Communicating the Message as a Leader.

Unit 4:

Client Relationship Building:

- Defining Your Key Clients and Customers.
- 5 Key Fundamentals of Lasting Client Building.
- Networking and Business Influence.
- Social Media and Business Communication to Build Relationships.
- Developing Long-term Partnerships through Trust and Integrity.

Unit 5:

Leading Organisational Success:

- Leading through Change.
- Strategic and Future Planning.
- Organisational Planning: Succession Planning for a sustainable future.
- Celebrating Organisational Success.
- Next Steps.