

€ TRAINING

Developing Excellence in People Leadership



28 October -
1 November 2024
Rome (Italy)



Developing Excellence in People Leadership

REF: M2432 DATE: 28 October - 1 November 2024 Venue: Rome (Italy) - Fee: 5940 Euro

Introduction:

This comprehensive training program incorporates a number of the most difficult leadership skills, the ones that deal with other people, into an intensive program of people leadership with a focus on communication, interpersonal skills, motivation, and organizational culture. Through a blend of interactive workshops, case studies, and practical exercises, participants will gain insights into fostering a culture of excellence, driving performance, and maximizing the potential of their people.

Program Objectives:

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

- Study effective management of our thoughts, beliefs, focus and action.
- Consider how to build confidence, enthusiasm and courage.
- Explore methods of improving communication.
- Analyze the public face of the leader.
- Gain insights into their own strengths and weaknesses and leadership styles.
- Be able to understand the emotional makeup of their teams, colleagues and customers.
- Be able to harness their employees' emotional intelligence to release creativity in the workplace.
- Understand and practice key people skills to motivate towards excellence.

Targeted Audience:

- Executives and senior leaders seeking to enhance their leadership capabilities and drive organizational success.
- Managers and supervisors responsible for leading and developing high-performing teams.
- Human resources professionals focused on cultivating leadership talent and fostering employee growth.
- Emerging leaders and aspiring managers eager to develop their leadership skills and advance in their careers.

Program Outline:

Unit 1:

Who Do You Think You Are? Self-Mastery, Reality, and Responsibility:

- Taking charge of your brain.
- Reaching success based upon your paradigm.
- Understanding the emotional loop.
- Gaining power and freedom by taking responsibility.
- Analyzing the power of beliefs.
- Utilizing emotion to drive action and Directing your focus.
- Understanding visual, auditory, and kinesthetic submodalities.

Unit 2:

Vision and Integrity:

- Analyzing the impact of values on your vision.
- Understanding how your values impact your purpose.
- Designing your destiny with the power of vision.
- Strengthening your courage.

Unit 3:

Advanced Communication Skills:

- Communicating with intention.
- Breaking negative patterns.
- Understanding the communication process.
- Creating effective oral communication and Utilizing active listening techniques.
- Understanding the relationship between verbal and nonverbal communication.
- Dealing with difficulties in communication.
- Analyzing communication styles: aggressive, passive, and assertive.

Unit 4:

Leadership:

- Understanding the importance of emotional intelligence.
- Developing self-awareness, motivation, empathy, and social skills.
- Moving to a new model of empowerment and Recognizing 21st-century leadership skills.
- Interpreting institutional and interactive leadership.
- Comprehending the difference between leadership and management.
- Utilizing effective situational leadership.
- Learning the 4 Es of leadership at GE: energy, excite, edge and execute.
- Evaluating the leadership secrets of Jack Welch.
- Investigating theories of motivation.

Unit 5:

The Public Face of the Mature Leader:

- Making successful presentations.
- Influencing through the appeal to the achievement of a vision, utilization of logic, and a genuine people orientation.
- Displaying personal power in communications.
- Overcoming the failure mechanism.
- Running productive meetings.