

# € TRAINING

The Leadership Journey



29 September -  
3 October 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



# The Leadership Journey

REF: M24 DATE: 29 September - 3 October 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 5300 Euro

## Introduction:

This training program will give you the tools you need to lead people, whether it is a team, department, or the whole organization. It will give you a step by step guide to leading people, and introduce you to techniques and methodologies that have been used by the great leaders throughout history. This is far more than a leadership training program; this will allow you to discover the hidden art of Leadership, Communication, and Vision.

## Program Objectives:

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

- Understand the real meaning of leadership.
- Become a master of communication and influence.
- Increase their level of influence on others.
- Create and control the power of vision and visualization.
- Motivate and inspire people.
- Learn how to have a magnetic personality.
- Create momentum and urgency within yourself and others.
- Learn how to be a much stronger leader.
- Clarify their business and personal vision.

## Targeted Audience:

- Managers.
- Supervisors.
- Team Leaders.
- Employees interested in leadership positions.

## Program Outlines:

Unit 1:

## Leadership:

- What is true leadership, lessons from the past masters.
- Modern leadership and its impact on business.
- Human behavior, predictable outcomes.
- The new business reality and its impact on us all.
- Force field analysis and the comfort zone.
- Employee mentality VS entrepreneurial spirit.
- The equalizer effect.
- Leaders VS Managers.

## Unit 2:

### Vision:

- How to create a vision.
- How to harness the power of vision through visualization.
- Psycho cybernetics and its connection with the vision.
- Goal setting the key to making the vision reality.
- The mastermind group.
- Positive mental attitude, gaining power from a strong vision.
- Linking vision to mission and values.
- Vision timeline, mathematical coaching model.

## Unit 3:

### Communication:

- Discover your communication style.
- Identify other peoples communication style.
- Learn how to motivate and influence each of the styles.
- Body language, and the 5 levels of listening.

- Advanced questioning techniques.
- Selling your ideas and vision.
- How to get buy-in from others.
- Selling your ideas through excellence in communication.

## Unit 4:

### Innovation:

- How to create a culture of innovation.
- How to engage your people to generate new ideas.
- Left brain, right brain, and innovation, Creative thinking and problem solving.
- Suggestion boxes, and reward criteria.
- Quantity VS Quality on innovation projects, Sticky note innovation.
- Absolute VS Desirable criteria.
- Using multi-disciplined employees to gain width and depth.
- Using innovation to reduce costs.

## Unit 5:

### Influencing Skills:

- The relationship bank account.
- The 10 guaranteed deposits.
- Confidence is king.
- The give to get the ratio.
- The fire within, Enthusiasm.
- Time to get passionate.
- The BE. DO.GET model.
- The pipeline principle.