

# € TRAINING

Advanced High Performance Leadership



28 October -  
8 November 2024  
Lisbon (Portugal)



# Advanced High Performance Leadership

REF: M30 DATE: 28 October - 8 November 2024 Venue: Lisbon (Portugal) - Fee: 10100 Euro

## Introduction:

This training program is designed to equip individuals with the skills, knowledge, and mindset necessary to excel in leadership roles within high-performance environments. Participants undergo tailored development focused on enhancing their ability to inspire, motivate, and drive teams towards achieving ambitious goals while adapting to complex and rapidly changing circumstances.

## 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.
- Create and harness 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 engage, inspire and enable your people.

## Targeted Audience:

- Managers among all managerial levels.
- Chair Managers.
- Executive Managers.
- Team leaders.
- Employees who want to gain great skills to improve their career and personality.

## 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 versus entrepreneurial spirit.
- The equalizer effect.
- Leaders VS managers.

## Unit 2:

### Vision:

- How to create a vision and 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 a 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 and 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.

## 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 versus quality on innovation projects.
- Absolute VS Desirable criteria.
- Using multi-disciplined employees to gain width and depth.
- Using innovation to reduce costs and Sticky note innovation.

## 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.

## Unit 6:

### The Challenge:

- The leadership challenge.
- Rule number 1, Everything matters.
- The importance of stretching ourselves.

- Association and its impact on our ability to inspire.
- Receiving feedback on our abilities, from other leaders.
- Why standing still is no longer an option.
- Even eagles need a push, and so do we.
- The cycle of personal growth.

## Unit 7:

### Inspirational Leadership:

- Why some people are inspirational and Why Human Beings desire to be inspired.
- Human behavioral patterns and cultural differences.
- Differing forms and styles of inspiration.
- A decision? A skill? or something we are born with.
- Why some people win and some people fail.
- Dreamers versus planners.
- Lighting a fire under your people.

## Unit 8:

### Enabling:

- What is an enabler and Why managers and enablers are so different.
- The skills required to become an enabler.
- How the giving away power, will gain you more.
- Enabling in different cultures.
- Resistance to an enabling business culture.
- Why enabling, gains loyalty and increases trust and Why enablers are far stronger than managers.

## Unit 9:

### Engaging and Encouraging Your People:

- Why most employees are not engaged by their work.

- The 45-year plan, and its effect on motivation.
- The true cost of business meetings.
- Engage your team to gain better results, Engagement in business meetings.
- Everyday engagement principles, Engaging an audience through presentations.
- Recognition and rewards.

## Unit 10:

### Personal Leadership Challenge:

- The dream, The goals and The style.
- The accountability.
- The payback.
- The enabler.
- The shield.
- The sword.