

# **Course Name: Leadership Development**

## Course Outline:

### **DAY 1**

#### **Understanding and Mastering Your Preferred Leadership Style**

- The Principles of Leadership
- Understanding the Psychology of Great Leadership (*understanding mind and heart*)
- Defining the Characteristics and Competencies of Effective Leaders
- Application of New Leadership Theories and Principles
- Defining Your Leadership Preference Style – (*Self-assessment Leadership Profile*)
- Re-balance Your Leadership Style for Optimal Results

### **DAY 2**

#### **Towards Emotional Intelligence and Greater Self-Awareness**

- Emotional Intelligence and the impact on Leadership
- Achieving Leadership Emotional Excellence
- Leadership through Inner Mastery
- Growing your Inner Personal Power and Positive Attitude
- Developing Your Personal Brand and Personal Integrity
- Designing a Strategic Plan for Your Life and Career

### **DAY 3**

#### **Mastering the Art of Influence and Persuasion**

- Utilising Powerful Interpersonal Skills
- Applying the Proficient Principles of Influence & Persuasion
- Powerful Behavioural Motivation Techniques
- Empowering Others in the Right Way to Achieve Successful Results
- Techniques for Overcoming Objections and Managing Conflict
- The Art of Win-Win Negotiation

### **DAY 4**

#### **Building and Leading Extraordinary Teams**

- How a high performing team differs from a traditional work group?
- Team Dynamics: How teams really work
- Understanding and Optimising Team Member Styles

- Igniting Team Creativity
- Applying Group Think – The Power of Group Influence
- Leading and Influencing Others through Change

## **DAY 5**

### **Developing Strategies for Leading People Performance**

- Leading the Performance of Others
- Conducting Effective Performance Discussions
- The Art of Practical Coaching and Mentoring
- Powerful Feedback for Greater Performance
- Next Steps