

The Influential Leader

Day 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

Day 2

Leading through Positive Interaction and Influence

- Developing Positive Inspirational Leadership
- Psychology of Personal Interaction and Motivation
- Key Interpersonal and Engagement Techniques
- Influencing Skills and Methods
- Social Networking - *How to work the room?*
- The Art of Social Negotiation

Day 3

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

Day 4

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

Day 5

Leading Organisational Success

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