KOENIG SOLUTIONS · COURSE OUTLINE

Executive Leadership: Influence & Change Management

Learn to lead yourself and others, build influence, and drive organisational change across volatile, digital environments.

5 Days	5	26
DURATION	MODULES	TOPICS

COURSE OVERVIEW

This course examines executive leadership beginning with self-awareness, situational leadership and resilience, then moves to mobilising teams through accountability, vision and motivation. It covers developing influence through presentations, conflict resolution, executive presence and negotiation, followed by leading organisational change using models such as the change iceberg and approaches to transformation. The course concludes with leadership skills for volatility, complexity, digital contexts and remote or hybrid teams, ending in action planning.

WHO THIS COURSE IS FOR

- **Executive Leaders**
- **Senior Managers**
- **Team Leaders**
- **Change Managers**
- **Business Unit Heads**

LEARNING OBJECTIVES

- Apply situational leadership and self-awareness tools such as MBTI
- Describe techniques for building resilience and managing stress
- Foster accountability and shape a team's vision
- Explain the art and science of motivation and transformational leadership
- Apply influencing techniques and deliver impactful presentations
- Analyse conflict resolution and negotiation approaches
- Compare leading versus managing organisational change
- Plan responses to volatility, complexity and digital leadership challenges

COURSE SYLLABUS

5 Modules, 26 Topics

DAY 1 Leading Yourself

01

TOPICS

The pivotal impact of executive leaders · Leveraging situational leadership · Developing resilience and dealing with stress · Learning about the MBTI for self-awareness · The JOHARI Window

DAY 2 Mobilising People

02

TOPICS

Managing, leading and 'living in the middle' · Fostering accountability in others · Shaping your team's vision · The art and science of motivation · Transformational leadership · Creating a high-performance climate

DAY 3 Developing Your Influence

03

TOPICS

- The subtle art of influencing
- Delivering impactful presentations
- Mastering conflict resolution in the workplace
- Shaping your executive presence
- Negotiating for success

DAY 4 Transforming Organisations

04

TOPICS

- Strategic thinking
- Leading versus managing change
- The change iceberg model
- Human reactions to organizational change
- Modern approaches to managing change and transformation

DAY 5 Executive Leadership Skills for the 21st Century

05

TOPICS

Leading through volatility and uncertainty · Managing complexity and ambiguity · Leading in the digital context · Managing remote and hybrid teams · Action planning

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

FLEXIBLE DELIVERY

Learn the Way That Suits You

Classroom Training | Live Online Classes (ILO) | Fly-Me-A-Trainer (FMAT) | Flexi (Self-Paced) | 1-on-1 Training

Ready to Get Started?

Talk to a learning advisor about schedules, group training and customised delivery.

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