The Influential Leader Self-understanding, Building Relationships and Leading Organizations

INTRODUCTION

- Any successful leaders understand their strengths and weaknesses, as well as being able to build strong, powerful relationships with clients and individuals to leverage business success. This training course entitled, The Influential Leader will focus on the prime competencies of self-awareness, as well as the ability to influence in order to form strong professional relationships to help drive sustainable business growth. Understanding and practicing these key competencies will help to develop your professional leadership and improve your standing as an influential leader who also inspires others.

This training course will highlight:

- The Importance of Leadership and how this differs from traditional management techniques
- The Knowledge and Techniques in order to improve your leadership self-awareness
- The Importance of Networking and using key interpersonal skills in building business relationships
- The Key to setting vision and direction for people and the organisation
- Strategic Leadership for the wider organisational growth

OBJECTIVES

At the end of this training course , you will learn to:

- Describe the differences in leadership and management and be aware of your own self-understanding
- Understand your own self-imposed limits, growing your self-understanding and how to overcome issues arising from this knowledge
- Apply techniques to grow your own self-understanding to improve your engagement with others
- Utilize influencing techniques to build and form strong business relationships
- Understand how to lead the organisation by providing strategic direction and vision

ORGANISATIONAL IMPACT

In attending this training course, the organisation will greatly benefit through:

- Self-aware Leaders
- Greater Leadership Potential and Knowledge within the Organisation
- Increased Commercial and Customer Focused Awareness
- The Formation of Strong Internal and External relationships with Clients and Key People
- Improved Understanding of Leading the Organisation to Achieve Sustainable Growth

PERSONAL IMPACT

By attending this training course, you will gain:

- A Greater understanding of your own leadership awareness
- Increased Confidence in your own leadership ability
- Greater Understanding of influencing and positive negotiation
- Increased Confidence with networking and building professional relationships
- Insight into the Importance of sustainable and strategic leadership

WHO SHOULD ATTEND?

This training course is suitable to a wide range of leadership professionals but will also greatly benefit:

- Senior Managers
- Middle Managers
- Identified Leadership Talent and High Potential Personnel

Course Outline

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

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

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

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

Leading Organisational Success

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