

Leadership and influence Course

Leadership and influence

They say that leaders are born, not made. While it is true that some people are born leaders, some leaders are born in the midst of adversity. Often, simple people who have never had a leadership role will stand up and take the lead when a situation they care about requires it. A simple example is parenting. When a child arrives, many parents discover leadership abilities they never knew existed in order to guide and protect their offspring. There are countless war stories of simple GI's and sailors who rose to a challenge on their own in the heat of battle.

Clearly, leadership potential exists within each of us. That potential can be triggered by outside events, or it can be learned by exploring ourselves from within. This training takes the latter approach. Once you learn the techniques of true leadership, you will be able to build the confidence it takes to take the lead. The more experience you have acting as a genuine leader, the easier it will be for you. It is never easy to take the lead, as you will need to make decisions and face challenges, but it can become natural and rewarding.

Course Timeline;

2 Days.

Who should attend?

Experienced or middle managers and team leaders who wish to enhance their leadership abilities to drive team results while enhancing team performance and productivity.

Course Objectives

- Introduce the concept of leadership behaviors,
- Discussion and debate about leadership,
- Define beyond traditional leadership stereotypes,
- Cement personal understanding,
- Individual leadership qualities and strengths,
- Clarify the way communication works,
- Provide insight into communication by behavior,
- The importance of attitude,
- The power of changing what you do,
- Leading by example,
- Getting people committed to projects,
- How individuals make things happen.



Course Benefits

You gain practical knowledge and skills to become more effective at implementing strategy, making decisions, building networks and alliances, and leading teams through

various types of change. You develop the confidence to engage and mobilize others to achieve positive business outcomes.

Course style

The course is highly interactive and exercises and discussions will be run throughout the sessions.

- Practical skills development exercises - case studies,
- Interactive discussion and participation throughout the course,
- Group work activities.

Course Content

Module One: Getting Started

Icebreaker

Workshop Objectives

Module Two: The Evolution of Leadership

Defining Leadership

Characteristics of a Leader

Leadership Principles

A Brief History of Leadership

Historical Leaders

Modern Leaders

Transformational Leadership

Module Three: Situational Leadership

Situational Leadership: Telling

Situational Leadership: Selling

Situational Leadership: Participating

Situational Leadership: Delegating

Module Four: A Personal Inventory

An Introduction to Kouzes and Posner

Model the Way

Inspire a Shared Vision

Challenge the Process

Enable Others to Act

Encourage the Heart

A Personal Inventory

Creating an Action Plan

Set Leadership Goals

Address the Goals

Choose a Role Model



Module Five: Modeling the Way

Determining Your Way

Being an Inspirational Role Model

Influencing Others' Perspectives

Module Six: Inspiring a Shared Vision

Choosing Your Vision

Communicating Your Vision

Identifying the Benefit for Others

Module Seven: Challenging the Process

Developing Your Inner Innovator

Seeing Room for Improvement

Lobbying for Change

Module Eight: Enabling Others to Act

Encouraging Growth in Others

Creating Mutual Respect

The Importance of Trust

Module Nine: Encouraging the Heart

Sharing Rewards

Celebrating Accomplishments

Making Celebration Part of Your Culture

Module Ten: Basic Influencing Skills

The Art of Persuasion

The Principles of Influence

Creating an Impact

Module Eleven: Setting Goals

Setting SMART Goals

Creating a Long-Term Plan

Creating a Support System

Module Twelve: Wrapping Up

Words from the Wise

Review of Parking Lot

Lessons Learned

Completion of Action Plans and Evaluations

Course outcome

- Improve your leadership communication skills,
- Build greater buy-in, trust and loyalty,
- Overcome resistance to change,



- Motivate followers and inspire them to action,
- Rally support in difficult situations,
- Communicate a clear mission and inspire vision and values,
- Handle conflict and hostile disputes.

Course completion certificate

The certificate will be present to the trainees upon successful completion of a course.

