

€ TRAINING

Achieving Strategic Leadership





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Introduction:

This training program is designed to enhance leadership capabilities, focusing on building influence and trust as central strategies for professional success. Participants will learn to effectively lead with integrity, influence others positively, and foster trustful relationships within any organizational setting.

Program Objectives:

By the end of this program, participants will be able to:

- Understand the dynamics of influence and trust in leadership.
- Develop strategies to enhance their influence within their teams and organizations.
- Build and sustain trust with colleagues and stakeholders.
- Apply leadership techniques that promote transparency and integrity.
- Cultivate a leadership style that inspires commitment and fosters organizational loyalty.

Targeted Audience:

- Emerging Leaders.
- Middle and Senior Managers.
- Team Leaders.
- Organizational Development Professionals.
- HR Managers.

Program Outline:

Unit 1:

The Foundations of Leadership and Influence:

- Exploring the relationship between leadership, influence, and organizational success.
- Identifying different leadership styles and their impact on influence.
- Techniques for effective influence across diverse teams.

- Establishing credibility and authority as a leader.
- Five key behaviors that enhance a leader's influence.

Unit 2:

Building Trust as a Strategic Leader:

- Understanding the elements of trust in professional relationships.
- Strategies for building and maintaining trust in dynamic environments.
- The role of ethical behavior in fostering trust.
- Communicating effectively to build trust and clarity.
- Overcoming challenges to trust in leadership positions.

Unit 3:

Influence and Negotiation Techniques:

- Advanced negotiation skills for leaders to influence outcomes.
- Balancing assertiveness and empathy in negotiations.
- Using emotional intelligence to enhance persuasive abilities.
- Tailoring negotiation strategies to different contexts.
- Case study: Successful negotiation and influence tactics.

Unit 4:

Leadership in Practice: Developing and Leading Teams:

- Best practices for assembling and leading high-performing teams.
- Role of a leader in setting vision and aligning team efforts.
- Techniques for empowering and motivating team members.
- Creating a culture of accountability and continuous improvement.
- Managing team dynamics and resolving conflicts effectively.

Unit 5:

Sustaining Influence and Trust in Long-term Leadership:

- Continuous personal and professional development strategies for leaders.
- Techniques for monitoring and evaluating your influence as a leader.
- Building a legacy of trust and respect within and outside the organization.
- Planning for succession and leaving a strong leadership imprint.
- Maintaining influence and trust through organizational changes.