

# € TRAINING

Leadership Excellence for Goal Achievement



28 October -  
8 November 2024  
Lisbon (Portugal)



# Leadership Excellence for Goal Achievement

REF: M2267 DATE: 28 October - 8 November 2024 Venue: Lisbon (Portugal) - Fee: 10100 Euro

## Introduction:

This training program is designed to enhance leadership skills and empower participants to effectively guide teams towards achieving organizational goals. Through interactive sessions, participants learn best practices in performance management and receive guidance on fostering a culture of excellence within their teams. It emphasizes the crucial role of leadership in driving goal attainment and organizational success.

## Program Objectives:

At the end of this program, Participants will be able to:

- Learn about leadership or management, what is the difference and the importance of that.
- Identify the principles of leadership and clarify its vision.
- Learn how to activate dialogue.
- Knowledge of effective procedures and prioritization.
- Learn how to develop employees to exceed expectations.
- Develop your team to support it and to face any challenges and Know the key points of development.
- Identify the most important means to establish internal and external relations.

## Targeted Audience:

- Strategic planners.
- Managers and supervisors.
- Team and project leaders
- Employees in the areas of management or consulting who wants to improve their leadership performance.

## Program Outline:

Unit 1:

Leadership or Management: What's the difference? And what is the significance of that?

- Understand the six major theories of leadership and how they apply to your situation.
- Understand the critical links between leadership, ethics, principles, cohesion, and learning.

## Unit 2:

### Clarifying your leadership vision and principles:

- Build a strong foundation.
- What kind of leader would you like to be? If you are successful: How do you know?
- How to use the personal vision structure to build strong leadership principles, clarify vision, focus strength, and prioritize tasks.

## Unit 3:

### Activating Dialogue and Working with Managers:

- Do your actions match your vision? Increasing your self-awareness to explore your blind spots and your self-beliefs.
- Miscommunications, irrelevant perceptions, and how your perceptions can build or negatively affect your effectiveness.

## Unit 4:

### Activating Dialogue and Developing Effective Procedures, Priorities, and Balance:

- Clarify priorities.
- Managing time on a daily basis in order to live according to your principles and vision.
- How to effectively balance work, career, family, and personal time.
- Why balance is essential for effective work performance.

## Unit 5:

### Developing Employees to Exceed Their Expectations and Yours:

- Transitional strategies and skills for leadership training to develop employee performance and motivation.
- Why managers neglect high-performing employees.
- How can you help employees strengthen career development?

## Unit 6:

### Team Building for Support and Challenge:

- Overcoming the expected lapses of groups and teams.
- How to lead meetings to motivate all participants to participate effectively.
- How to develop team competence toward creativity and problem-solving.
- How to build a team to achieve high performance.

## Unit 7:

### Leading by building bridges, caring and facilitating:

- Why and how effective leaders can reach beyond their immediate boundaries to build effective alliances and relationships with other organizations.
- When and how to bridge the gap within your organization to connect core groups and constituencies.

## Unit 8:

### Teaching for Learning:

- How and how to build renewal, education, and continuous development of your plan.
- Adjust your vision.
- Key points of development.
- Planning individual and institutional permanent education.

## Unit 9:

### Effective communication and collaboration skills:

- Enhance communication skills to facilitate effective team collaboration.
- Develop strategies for active listening and clear articulation of ideas.
- Foster a culture of open communication and constructive feedback within teams.

## Unit 10:

### Project management fundamentals:

- Learn the foundational principles of project management.



- Understand project lifecycle stages and key project management processes.
- Apply project management tools and techniques to initiate, plan, execute, monitor, and close projects successfully.