



Management And Leadership

## Leadership Coaching Strategies

## Course Introduction

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If you want to move from being a good professional to being a great professional, you cannot afford to miss this seminar. Because leadership skills are attributes that every successful professional need in today's business environment. Here you will learn how to motivate your team in order to get them to want to do what they are supposed to do. Like all great leaders, you will learn how to provide a learning environment where team members can grow and develop new skills. You will learn how to stay on course while constantly refocusing your group or department's goals. You will become an innovator able to add value to your organization, its customers, and its stakeholders.

## Target Audience

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Mid level and Senior Managers

## Learning Objectives

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**By the end of this training course, participants will be able to:**

- Inspire and direct your team to greater skills and motivation
- Spot opportunities for strategic alliances with peers, staff, and superiors
- Become a visionary, innovative, and successful leader
- Identify your leadership strengths and weaknesses and the strengths and weaknesses of your staff
- Develop a leadership style that flexes to the person and situation
- Be a successful coach, mentor, and communicator
- Put new concepts into action through real-life case studies and simulated projects

# Course Outline

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## • 01 Day One

### THE CHARACTERISTICS OF LEADERS

- Characteristics of highly effective leaders
- The difference between traditional and transformational leadership
- Using a flexible effective leadership styles
- Attributes of successful Leaders
- Effective leadership and emotional intelligence
- Developing a positive leadership mindset
- Making decisions and building teams

### BUILDING LEADERSHIP INFLUENCE THROUGH COMMUNICATION

- Identifying the importance of effective interpersonal communication for the leadership role
- Building trust and believability: behaviors vs. intentions
- Perception and communicating with others
- Self-concept and leadership success – strategies for improving self-concept
- Delivering clear, concise messages
- Acting assertively, not aggressively or passively

## • 02 Day Two

### FROM PERFORMANCE APPRAISAL TO PERFORMANCE MANAGEMENT

- Performance Appraisals to Performance Management – manager's self-evaluation
- Managerial barriers to effective Performance Appraisals
- How to assess and employee's performance fairly – avoiding subjectivity and bias
- The benefits of on-going Performance Management
- Leadership/coaching behavior
- Your leadership/coaching style – strengths and gaps
- Using performance management as a leadership strategy

## • 03 Day Three

## LEADERSHIP STRATEGIES AND TOOLS FOR BUILDING A LEARNING ENVIRONMENT

- Defining a learning environment and its benefits
- Discovering the significance of discipline

### • 04 Day Four

**Personal mastery – learning to expand our personal capacity to create the results we most desire**

- Mental models – seeing how our internal pictures of the world shape our actions
- Shared vision – building a sense of commitment in a group

### • 05 Day Five

**Creating a team learning synergistic environment**

- The power and strategy of teleological thinking and understanding your reticular activating system

## Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 11, 2025	May 15, 2025	5 days	2150.00 \$	Virtual - Online
June 16, 2025	June 20, 2025	5 days	4250.00 \$	UAE - Abu Dhabi
July 7, 2025	July 11, 2025	5 days	4250.00 \$	UAE - Abu Dhabi
Dec. 1, 2025	Dec. 5, 2025	5 days	4950.00 \$	Netherlands - Amsterdam

