



Management And Leadership

## **Leadership, Influence & Trust: Creating Professional Strategies**

## Course Introduction

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This course is suitable to those who are keen on developing and increasing their credibility and influence at work. This course offers compelling content for delegates to exhibit impactful leadership, be more productive, and to have dynamic lifestyle influence. An effective leader is someone who sets the right direction and influences people to follow in that direction. This is a course designed to promote effective leadership and influencing skills among management personnel. This course identifies and presents what creates real leadership empowerment, and how to translate that into an effective and productive work force. In this course, delegates will study the best practices from industry leaders whose techniques have proven to work in the local and global markets.

## Target Audience

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- Mid-level Managers
- Senior Leaders and Executives
- Team Leaders and Supervisors
- Aspiring Leaders and High-Potential Employees
- Project Managers
- Entrepreneurs and Small Business Owners

# Learning Objectives

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

- Determine best practices of leaders through history and how to apply them today
- Determine your role as an effective leader in any organization
- Describe a change management model for management
- Describe how to build and rebuild trust in an organization
- Develop strategies for creating a positive work environment that fosters leadership

## Course Outline

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### • 01 Day One

#### Leadership Development and Influence

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- The challenge of personal leadership development
- Leadership roles that maximize potential
- Developing dynamic interpersonal relationship skills
- Discover the strategy of personal self-coaching
- Knowing the people influence factor
- Paradigms that Guide Thinking

### • 02 Day Two

#### The Great Inner Leadership Discovery

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- Leadership from Within
- Self-Reflection and self esteem
- Understand how you Think
- The Character of a Leader
- Real Leaders are emotionally intelligent
- Balance in mind, body and spirit

### • 03 Day Three

## **The Flexible, Resilient Change Leader**

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- Making the change transition
- Responses to Change
- How to be resilient during change times
- Environmental change agents
- Change and Leadership Paradigms
- The Human Side of Change

### **• 04 Day Four**

## **Trust or Rust Leadership**

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- What is Trust Leadership?
- The Benefits of a High Trust Environment
- Restoring breached trust
- Building Capacity for Trust
- Personal Influence and Political Savvy
- Negotiating Agreement
- Best Practices to Enhance Trust and Influence

### **• 05 Day Five**

## **Creating a Winning Leadership Environment**

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- Mind and action focus
- Developing the Win-Win Solution
- Tips on improving performance
- Leadership knowledge check
- Essential leadership qualities
- Action steps to take

# Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 13, 2025	April 17, 2025	5 days	4250.00 \$	KSA - Riyadh
July 7, 2025	July 11, 2025	5 days	4250.00 \$	UAE - Dubai
Nov. 17, 2025	Nov. 21, 2025	5 days	4250.00 \$	UAE - Abu Dhabi