



Management And Leadership

Project Leadership, Management and Communications

Course Introduction

This Project Leadership, Management and Communications is designed to provide a solid foundation in key leadership competencies for a truly transformational leadership experience. This will allow participants to have a personal assessment of their leadership skills, before mastering the basics of the following leadership competencies: setting direction, aligning people, motivating and inspiring, leading teams, communicating, building relationships, facilitating ethical conduct, negotiating and leading change.

This course will also empower themselves and other team members through more effective negotiation, based on an understanding of the differences between competitive and collaborative negotiation approaches, participants will gain an appreciation of the importance of a collaborative “win/win” negotiation process.

Target Audience

Project Managers

- Team Leaders
- Department Heads
- Executives and Senior Managers
- Aspiring Leaders
- Mid-Career Professionals
- Senior Professionals

Learning Objectives

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

- Discover the role of business and personal ethics in leadership

- Manage and lead project teams through effective communication.
- Identify motivational value systems to improve productivity and cooperation within the team.
- Understand predictable change stages and identify appropriate leadership strategies for each stage
- Formulate a powerful four-stage collaborative negotiation process
- Create a Leadership Development Plan to implement when you return to work

Course Outline

• 01 Day One

Building Relationships

- How individual differences affect your ability to lead
- Identifying your motivational patterns using the Strength Deployment Inventory (SDI)
- How to be more influential by understanding motivational patterns
- Using an understanding of individual differences to help you manage conflict more effectively

Leadership and Management

- What is leadership?
- The difference between leadership and management
- Assessing your leadership competencies and developmental needs
- Articulate your leadership vision, in light of the assessment, and consider the best way(s) to realise it
- Processes for establishing direction, aligning people, and motivating people to follow your vision

• 02 Day Two

Leadership and Management

- Identifying different leadership styles:
- Tasking
- Encouraging
- Steering
- Entrusting

Leading Effective Teams

- What is a team?
- The stages of team development
 - Forming
 - Storming
 - Norming
 - Performing
 - Adjourning
- Leading and maintaining effective, productive teams
- Evaluating team progress and coaching team members as necessary

• 03 Day Three

Ethics and Leadership

- The definition of ethics and the link between ethics and trust
- The role of ethical behavior and leadership
- The difference between personal and organizational ethics
- Discuss the effect of the triple constraint on ethics

• 04 Day Four

Leading Change

- Your role in a changing organisation
- Predictable stages of adjusting to change
- Appropriate leadership strategies for each stage
- Developing a change management plan

• 05 Day Five

Negotiating Conflict

- Major sources of conflict on project teams
- The five modes of handling conflict
 - Forcing
 - Smoothing
 - Withdrawing
 - Compromising
 - Problem Solving
- The difference between competitive negotiation and collaborative negotiation
- Conflict scenarios and strategies for initiating conflict resolution
- Power bases used in typical organisations

- How to plan and conduct collaborative negotiation

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 28, 2025	May 2, 2025	5 days	4250.00 \$	UAE - Dubai
Sept. 29, 2025	Oct. 3, 2025	5 days	4950.00 \$	Turkey - Istanbul
Oct. 19, 2025	Oct. 23, 2025	5 days	4250.00 \$	KSA - Riyadh