



Management And Leadership

Advanced Leadership and Relationship Mastery

Course Introduction

This comprehensive five-day training program combines the essential elements of leadership and relationship management skills to empower participants with advanced techniques for success in a professional environment.

The program covers a broad spectrum, focusing on effective communication, relationship building, and leadership strategies, plus how to use the 7 habits of highly effective people to achieve the required success in their professional life as effective leaders.

Through interactive exercises, case studies, and real-world scenarios, participants will gain practical insights to enhance their leadership capabilities and build lasting, impactful relationships.

Target Audience

This program is designed for leaders, managers, supervisors, executives, directors, team leaders, and individuals eager to enhance their networking, influencing, and leadership skills.

Learning Objectives

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

- Apply breakthrough leadership and communication techniques to drive business value and enhance their leadership prowess.
- Comprehend the role of trust in establishing successful relationships.
- Identify, analyse, and engage stakeholders using the power/interest matrix.
- Navigate challenges such as delivering unpopular news, boosting team motivation, and winning hearts and minds effectively.

- Communicate confidently in any environment.
- Recognize the influence of context when communicating and building relations with others.
- Develop, manage, and nurture relationships, transitioning from transactional to transformational.
- Identify how to use the 7 habits of highly effective people to achieve leadership success.
- Expand and diversify their network of influence and success.
- Evaluate paradigms and harmonize them with principles of efficiency.
- Take ownership, concentrate, and take action on what is within your control and sphere of influence.
- Enhance collaboration with others through the establishment of trusting relationships.
- Persuade others by gaining a thorough comprehension of their viewpoints.
- Create inventive solutions that embrace diversity and fulfill the needs of all major stakeholders.
- Boost motivation, vitality, and equilibrium between work and personal life by prioritizing rejuvenation.

Course Outline

• 01 Day One

Understanding Relationships and the Trust Factor:

- The significance of relationships and networks.
- Moving beyond self-centred perspectives.
- Addressing challenges posed by contemporary habits.
- Unpacking the importance of trust.
- Positive relationships versus coerced relationships.
- Exploring the Johari Window.

Relationships and Communication:

- The three components of communication.
- The significance of assertiveness – pros and cons.
- Introducing the Botari Box.

- Establishing rapport in the workplace.

• 02 Day Two

Connecting with Hearts and Minds:

- Managing stakeholders' expectations.
- Crafting a persuasive message that elicits appropriate emotions.
- Adapting your message to align with stakeholders' needs, wants, and communication style.

Building and Influencing Relationships:

- Understanding power and influencing dynamics.
- Incorporating Dale Carnegie principles and self-awareness.
- Recognizing the role of context in building successful relationships.
- Soliciting feedback and diverse perspectives.
- Investing in relationships.
- Shifting from transactional to transformational interactions.
- Practical tips for cultivating positive relationships.

• 03 Day Three

Mastering Successful Networking:

- The advantages of expanding your network.
- Key considerations for effective networking.
- Simple guidelines for building and nurturing your network.

Leadership and Effective Communication:

- Organizing and delivering thoughts and messages.
- Significance of communication for any leader.
- Effective communication of tasks and assignments.
- Addressing performance issues through communication.

Earning Credibility as a Leader:

- Establishing your credibility.
- Identifying the five main sources of a leader's power.
- Adapting communication style based on team members and conditions.
- Motivating through effective communication.

• 04 Day Four

Winning Hearts and Minds of People:

- Managing employees' expectations.
- 'Selling' your ideas to an audience.
- Crafting a persuasive message that evokes the right emotions.
- Reframing the message for impact.

Building Consensus, Commitment, and Cooperation:

- Addressing ethical dilemmas faced by leaders.
- Identifying techniques for building consensus.

• 05 Day Five

Using The 7 habits of highly effective people to achieve leadership success: “Workshop”

Habit 1: Be proactive

- What are the meaning of being proactive?
- Are you reactive or proactive?
- The characteristics of proactive people.
- How to change the way you speak to yourself?
- What is the proactive approach to a mistake?
- How to be more proactive person?

Habit 2: Begin with the end in mind:

- Planning for your own future: tips and tricks.
- Why it's important to develop a personal mission statement? And how to do it?
- How to identify your own life goals?
- How to thrive on change?

Habit 3: Put First things First:

- Why leaders need to set and organize their priorities?
- What are the differences between the urgent and the important? And how to react to each of them?
- Why effective people need to have the ability to pursue opportunities?
- How to identify your key important roles and results?
- Managing time to achieve important results.

Habit 4: Seek to understand, then be understood:

- How to (listen to understand)?
- Empathy vs sympathy.
- What is the Empathic listening? And how to apply it?
- Why the human dynamic is more important than the technical dimensions? “Case studies”.
- Influence others by developing a deep understanding of their perspectives.

Habit 5: Think “win-win”:

- The meaning of self-discipline.
- How to build self-discipline?
- What is The Emotional Bank Account?
- How to increase your Emotional Bank Account?
- The three traits of Win/Win:
 - Integrity.
 - Maturity.
 - Abundance Mentality.
- How to use “Think win-win” in developing the way you deal with others and increasing your Emotional Bank Account?

Habit 6: Synergize:

- What is the meaning of Synergy?
- The importance of Synergy.
- How to release creativity?
- How to use creativity to experience synergy with your team?
- Collaborate more effectively with others by building high-trust relationships.

Habit 7: Sharpen the saw:

- What it means to “Sharpen your Saw”?
- What are the four aspects of our natures?
- How to take care of your spiritual dimension?
- How to Increase motivation, energy, and work/life balance by making time for renewal.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 16, 2025	June 20, 2025	5 days	4250.00 \$	UAE - Dubai
July 7, 2025	July 11, 2025	5 days	4250.00 \$	UAE - Dubai
Dec. 1, 2025	Dec. 5, 2025	5 days	5950.00 \$	USA - Los Angeles