



Management And Leadership

Effective Communication for Global Leaders

Course Introduction

Leaders at the highest levels are often tasked with steering their organizations through complex challenges, driving transformational change, and inspiring their teams to achieve ambitious goals. In this context, the ability to communicate effectively—whether through articulating a vision, navigating difficult conversations, or negotiating key deals—is crucial to their success.

This training program is designed to enhance the advanced communication capabilities that are essential for leaders in today's globalized and multifaceted business environment.

The program delves into the nuances of communication that go beyond the basics, offering top management leaders the tools and techniques to engage and influence their teams, stakeholders, and external partners with clarity, confidence, and impact.

By exploring advanced concepts and practical applications, participants will learn how to elevate their communication strategies, build trust, and drive their organizations towards greater success.

Target Audience

- C-Suite Executives
- Senior Managers
- Directors
- Team Leaders
- Department Heads
- High-Potential Leaders
- Business Owners
- Organizational Decision-Makers
- Board Members
- Change Management Leaders

Learning Objectives

By the end of this Training program, participants will be able to:

- Recognize the importance of advanced communication skills in the context of top management and its impact on organizational success.
- Master communicating effectively with different personality types and adapt communication styles to various contexts.
- Develop advanced active listening skills and learn to read non-verbal cues and body language.
- Transition from transactional to transformational communication, fostering deeper connections and positive relationships.
- Refine public speaking abilities and learn to organize and convey thoughts and messages with clarity and impact.
- Adapt communication strategies to build trust, motivate teams, and navigate complex situations effectively.
- Identify and navigate various types of difficult conversations in the workplace with clarity, confidence, and control.
- Develop strategies for managing defensive behaviors, resolving conflicts, and providing constructive feedback.
- Learn key principles and strategies for successful negotiations, including stakeholder analysis and setting negotiation goals.
- Master the art of influencing others and applying collaborative negotiation techniques to achieve mutually beneficial outcomes.

Course Outline

- **01 Day One**

Advanced Communication Skills for Top management Leaders:

- Why advanced communication skills is important for top management leaders?
- Grasping your leadership role and its connection to effective communication.
- Exploring The Johari Window and Botari Box.
- Communicating with different personalities.

- The power of questions and how to structure these for impact.
- Advanced Active Listening techniques.

• 02 Day Two

Advanced Communication Skills for Top management Leaders:

- Reading Non-verbal communication / body language.
- Transitioning from transactional to transformational connections
- How to nurture positive relationships?
- How to communicate on an emotional Level? “Tips and Tricks”
- How to Organize and convey thoughts and messages?
- Fundamental principles of public speaking.
- Addressing performance issues through communication.
- Practical Application.

• 03 Day Three

Establishing credibility as a leader:

- Building and solidifying your credibility.
- Exploring the five primary sources of a leader's power.
- Adapting communication styles based on team members and circumstances.
- Navigating ethical dilemmas encountered by leaders.
- Identifying strategies for building consensus.
- Building Trust: Tips and Tricks.
- Motivating through strategic communication.
- Practical Application.

• 04 Day Four

Managing Difficult Conversations:

- Types of difficult conversations in the workplace.
- Recognizing triggers and managing emotions “With Case Studies”.
- Techniques for Navigating Difficult Conversations.
- The 3 Cs: Clarity, Confidence, and Control.
- Managing defensive behaviors and resistance.
- Techniques for de-escalation and conflict resolution.
- Best Practices for Giving Feedback.
- Balancing assertiveness with empathy.
- Handling objections and pushback.
- Strategies for mediating group conflicts.
- Fostering a culture of open communication.
- Strategies for managing conversations across cultures.

- Role-playing activity on difficult conversations.

• 05 Day Five

Negotiation Skills for Top Management Leaders:

- Role of negotiation in resolving conflicts and achieving objectives.
- Key principles and strategies for successful negotiations.
- How to prepare for Negotiations?
- Stakeholder analysis and understanding interests and objectives.
- Setting negotiation goals and establishing a BATNA (Best Alternative to a Negotiated Agreement).
- Planning negotiation strategies and identifying potential trade-offs.
- Identifying and managing different types of conflicts in negotiations.
- Managing difficult negotiators and handling tough negotiation tactics.
- Master influencing others “Best Practices”.
- Applying collaborative negotiation techniques to reach mutually beneficial outcomes.
- Generating creative solutions and fostering cooperation among stakeholders.
- Maintaining professionalism and integrity in negotiations.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	4250.00 \$	UAE - Abu Dhabi
Sept. 1, 2025	Sept. 5, 2025	5 days	4250.00 \$	UAE - Dubai
Dec. 22, 2025	Dec. 26, 2025	5 days	4250.00 \$	UAE - Dubai