

GULF INSTITUTE



WINNER OF THE AWARD FOR THE BEST
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Leadership Development

INTRODUCTION

- How well do you understand your passion, power and leadership presence? What are the key leadership skills and tools that you have at your disposal?
- It is well documented that the best leaders have greater self-awareness and can utilise their skills and internal strengths to influence the direction of others. This Leadership Development training course enables participants to develop their passion & power, and become more self-aware whilst identifying the key leadership skills and practical tools needed to grow their personal leadership presence.
- Participants attending this highly interactive and thought-provoking Leadership Development training course will gain greater self-awareness and understanding of their own leadership style; as well as developing strong strategies to master their leadership impact. Undertake this unique and individual leadership journey to develop your passion, power and leadership presence to become an effective and influential leader.

This training course will highlight:

- A clear understand of leadership through a personal self-awareness journey
- Develop the “inner” leader as a strong source of growth
- Harness and develop your passion and personal power
- Skills to lead through intrapersonal, interpersonal and influencing techniques
- Strategies to lead team development to new levels of achievement

OBJECTIVES

At the end of this training course, you will learn to:

- Understand leadership from a new and higher-level perspective
- Analyse your preferred leadership style for greater effectiveness
- Discover and develop further your intrinsic leadership qualities
- Understand emotional intelligence and its impact on leading
- Grow in personal power, influence and impact
- Develop the critical interpersonal skills essential for leading others

TRAINING METHODOLOGY

- This innovative and dynamic Leadership Development training course will utilize a variety of adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This will include highly interactive and engaging group as well as individual activities, relevant leadership case studies, worked examples and specifically targeted content videos. In addition, a Leadership Profile assessment will be utilised to ensure development of individual leadership self-awareness.

ORGANISATIONAL IMPACT

Organisations will benefit greatly through this development as Leaders with high self-awareness and emotional competence:

- Have the ability to understand and relate to people in the organisation
- Avoid many of the difficult people and HR problems within many organisations
- Possess skills that are now considered to have greater impact on organisational performance than traditional measures of intelligence such as IQ
- Promote increased employee cooperation, increased motivation, increased productivity, and increased profits

PERSONAL IMPACT

In attending this training course, you benefit greatly as you will:

- Accelerate your career development
- Undertake a leadership self-development journey
- Assess your leadership potential more clearly
- Be able to recognise your own emotions as well as the emotions of others
- Improve your ability to communicate, resolve conflict, influence and work with others
- Become a more self-aware and influential leader

WHO SHOULD ATTEND?

- The best leaders understand their own self-awareness and can utilise their internal strengths to influence the direction of others. By undertaking this unique and individual leadership journey you will develop clear strategies to grow as an effective and influential leader.

This training course is suitable to a wide range of professionals but will greatly benefit:

- Team Leaders and Supervisors with leadership responsibilities
- Managers seeking career development
- Managers recently appointed to leadership roles
- Managers requiring strategies to grow as effective and influential leaders

Course Outline

Understanding and Mastering Your Preferred Leadership Style

- The Principles of Leadership
- Understanding the Psychology of Great Leadership (understanding mind and heart)
- Defining the Characteristics and Competencies of Effective Leaders
- Application of New Leadership Theories and Principles
- Defining Your Leadership Preference Style – (Self-assessment Leadership Profile)
- Re-balance Your Leadership Style for Optimal Results

Towards Emotional Intelligence and Greater Self-Awareness

- Emotional Intelligence and the impact on Leadership
- Achieving Leadership Emotional Excellence
- Leadership through Inner Mastery
- Growing your Inner Personal Power and Positive Attitude
- Developing Your Personal Brand and Personal Integrity
- Designing a Strategic Plan for Your Life and Career

Mastering the Art of Influence and Persuasion

- Utilising Powerful Interpersonal Skills
- Applying the Proficient Principles of Influence & Persuasion
- Powerful Behavioural Motivation Techniques
- Empowering Others in the Right Way to Achieve Successful Results
- Techniques for Overcoming Objections and Managing Conflict
- The Art of Win-Win Negotiation

Building and Leading Extraordinary Teams

- How a high performing team differs from a traditional work group?
- Team Dynamics: How teams really work
- Understanding and Optimising Team Member Styles
- Igniting Team Creativity
- Applying Group Think – The Power of Group Influence
- Leading and Influencing Others through Change

Developing Strategies for Leading People Performance

- Leading the Performance of Others
- Conducting Effective Performance Discussions
- The Art of Practical Coaching and Mentoring
- Powerful Feedback for Greater Performance

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