

# GULF INSTITUTE



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# Thought Leadership

## INTRODUCTION

- What does it take to become a Thought Leader in the world today? Thought Leaders are the dynamic new leaders of expertise, who have the ability to set the pace for industry, as well as offer insightful, intelligent and informed opinions. Thought Leaders are the 'go-to' experts, they lead innovation, inspire others, that is - not just working on or in the system – they create the system.
- This highly interactive and thought-provoking training course will stretch your leadership capabilities; as well as provide you with leading-edge skills and know-how to drive your leadership development to a new dimension. You will learn the key competencies to become a Thought Leader, as well as creatively design, develop and implement new ideas for your organisation. This will be achieved through personal self-mastery, projecting your brand, as well as opening the creative power of yourself and those around you. You will create, as well as implement, innovative and inspiring ideas to take you and your organisation to the highest level of competitiveness. In today's rapidly changing and competitive markets – Thought Leaders in a business are a must - not a 'nice to have'.

### This training course will feature:

- Defining Thought Leadership and the key competencies required to be a Thought Leader
- The primary tools to develop your self-mastery through 'Active' Emotional Intelligence
- Proactively utilize your personal brand to achieve success, recognition, respect and credibility
- Utilize the prime organisation and social mechanisms to promote and communicate ideas
- Use powerful creative tools and techniques to increase your Thought Leadership expertise
- The key models of how to influence, inspire and gain trust from others to develop and implement ideas

## OBJECTIVES

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

- Define the competencies and true value of a Thought Leader in an organisation
- Apply powerful models of influence and inspiration to achieve the end goal
- Develop your personal self-mastery, as well as develop your individual brand of expertise
- Adopt key strategies to communicate your ideas, ensuring buy-in and compliance of others
- Create ground-breaking ideas and concepts moving to the highest level in your field
- Lead through your knowledge and expertise to achieve new dimensional thinking

## ORGANISATIONAL IMPACT

Organisations will greatly benefit from sending delegates on this training course by:

- Gaining more motivated, confident and proficient future leaders in the organisation
- Increasing the positive interpersonal behaviours and communication skills of individuals and leadership in the organisation
- Reducing workplace problems and issues through effective Thought Leadership strategies and techniques
- Increasing decision making, strategy and positive leadership across the organisation
- Developing leadership, ownership and empowerment within the organisation
- Have a positive impact on the business and business growth

## PERSONAL IMPACT

As a participant on this training course, you will gain:

- A greater understanding and application of Thought Leadership techniques
- Critical leadership development increasing emotional intelligence, self-awareness and fulfilment
- Techniques to help empower people to achieve greater potential and development
- An increased awareness of your behaviour and communication skills and how to improve these
- Pro-actively develop and help influence Thought Leadership to those around you
- Have a positive impact on the business, your own leadership development and growth

## WHO SHOULD ATTEND?

- This training course is suitable to a wide range of professionals in leadership roles but will greatly benefit those of a 'technical' discipline – e.g. Engineering, Finance, Commercial, etc., to become experts in their field in producing more innovative and creative ideas. It will suit all levels from:
  - Middle Managers
  - Senior Managers
  - Directors
  - Identified talent, high potentials and future leaders in the business

## Course Outline

### Competencies of Dynamic Thought Leadership

- Defining Thought Leadership
- Strategic Advantages of Thought Leadership
- Competencies Required for Thought Leaders
- Applying Active Emotional Intelligence
- Knowledge Management: The 7 Principle Stages

## Developing Your Creative, Innovative and Dynamic Capacity

- Understanding How the Mind Works on Creative Problems
- Mastering Tools and Techniques for Creative Inspiration
- Expanding Your Dynamic Creative Intuition
- Helping Others to Develop Creative and Innovative Ideas
- Mining Other Ideas to Form Alternative Solutions and Concepts
- Group Creative Exercise

## Personal Mastery and Influence: Building Your Personal Brand

- Personal Mastery and Your Own Self-awareness
- Developing Your Expertise: Defining Brand You
- Applying Critical Interpersonal Skills to Gain Acceptance of Ideas
- Applying The Model of Influence
- Key Relationship Building: Tools and Techniques
- Reputation Management

## Agile Change Management to Implement Ideas

- Agile Change Strategies in a Dynamic, Complex World
- Models of Change and Their Application
- Overcoming Organisational Resistance to Change
- Dealing with Negative and Challenging People
- Negotiate to Success: Gambits and Tactics
- Adaptation: Case Study and Exercise

## Gaining Commitment from Others

- Building Your Plan: Aspects of Strategy
- Key Factors in Preparing Your Case
- Utilising Media and Technology in Your Communication
- Presenting and Selling Your Ideas for Maximum Impact
- Getting Buy-in from Key Stakeholders
- Next Steps

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