



Global Professionals Institute for Training
معهد المحترفون العالميون للتدريب الأهلي

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Communication and Influence for Leaders



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Introduction

Effective communication and the ability to influence others are essential skills for leaders at all levels. Whether you're guiding a team, working with stakeholders, or making critical decisions, your communication style and influence can significantly impact outcomes. This course focuses on developing the communication techniques and persuasive strategies that leaders need to inspire trust, motivate teams, and achieve organizational goals. Through interactive exercises and real-life examples, participants will learn to enhance their verbal, non-verbal, and written communication skills while mastering the art of influence.

Course Objectives:

- ✓ Understand the importance of effective communication in leadership.
- ✓ Develop skills to articulate ideas and strategies clearly and persuasively.
- ✓ Master techniques to influence and inspire others towards common goals.
- ✓ Enhance listening skills to improve relationships and decision-making.



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Who should attend?

- ❖ Team leaders and managers looking to improve communication with their teams.
- ❖ Executives and senior leaders aiming to enhance their influence within the organization.
- ❖ Project managers and department heads who need to engage with diverse stakeholders.
- ❖ Aspiring leaders who want to develop strong communication and influencing abilities.

Program Syllabus

First Day

- Introduction to Leadership Communication and Influence
- The Power of Effective Communication
- Building Trust through Communication
- The Role of Non-Verbal Communication in Leadership



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Second Day

- Active Listening Skills for Leaders
- Tailoring Communication to Different Audiences
- Influencing Without Authority
- Mastering Persuasive Communication

Third Day

- Storytelling as a Leadership Tool
- Overcoming Communication Barriers
- Effective Use of Digital Communication Tools
- Negotiation Skills for Leaders



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Fourth Day

- Managing Difficult Conversations
- Building Emotional Intelligence for Better Communication
- Using Feedback to Improve Communication
- Framing and Reframing Messages

Fifth Day

- Conflict Management and Resolution
- Inspiring and Motivating Teams through Communication
- Communication in Crisis Situations
- Creating a Personal Communication and Influence Action Plan



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Program Methodology

A highly interactive combination of lecture and discussion sessions will be managed to maximize the amount and quality of information, knowledge and experience transfer. The sessions will start by raising the most relevant questions, and motivate everybody finding the right answers. The attendants will also be encouraged to raise more of their own questions and to share developing the right answers using their own analysis and experience. Course material through power point equipped with necessary animation, learning videos, and general discussion to provide participants with full understanding concerning the subject course will be provided.

Percentage of Delivery Methodologies

50% Presentation

20% Group & Individual Exercises

20% Case Studies

10% Active Movies and Videos

العرض المالي

السعر	مكان الانعقاد	تايخ الانعقاد	مدة البرنامج
1200 kd	Istanbul	08-12 December/ 2024	5 days

تفاصيل التكلفة :

- المحاضرة العلمية ❖
- المادة العلمية ❖
- الشهادات ❖
- بوفيه خفيف ❖



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