

**Training Title**

**INFLUENTIAL LEADERSHIP**

**Training Duration**

**5 days**

**Training Venue and Dates**

REF SS05	INFLUENTIAL LEADERSHIP	5 Days	01- 05 June 2020	\$6,250	Milan, Italy
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**In any of the 5 star hotel. Exact venue will be informed later.**

**Training Fees**

- 6,250 US\$ per participant for Public Training includes Materials/Handouts, tea/coffee breaks, refreshments & Buffet Lunch

**Training Certificate**

**Define Management Consultancy & Training Certificate of course completion will be issued to all attendees.**

**TRAINING OVERVIEW**

**TRAINING DESCRIPTION**

**Leadership means the ability to influence a group toward the achievement of a particular goal. A dynamic leader motivates and influences the group to achieve Quality Management.**

**TRAINING OBJECTIVES:**

- The Influential Leadership
- 3 Dimensions of Leadership - Concern for People, Production, and Effectiveness
- Leadership Skills
- Leadership Styles
- Engaging Employees
- Motivating workers
- Setting Goals (Setting SMART objectives)
- Managing people and performance
- Influencing Difficult people
- Aligning sections' objectives with individuals
- Influencing change

**WHO SHOULD ATTEND?**

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The participants may be Supervisory level personnel , Managers / Sr. Managers who have the responsibilities of managing business and personnel.

**TRAINING METHODOLOGY:**

A highly interactive combination of lectures and discussion sessions will be managed to maximize the amount and quality of information and knowledge transfer. The sessions will start by raising the most relevant questions, and motivate everybody find the right answers. You will also be encouraged to raise your own questions and to share in the development of the right answers using your own analysis and experiences. Tests of multiple-choice type will be made available on daily basis to examine the effectiveness of delivering the course. Very useful Course Materials will be given.

- 30% Lectures
- 30% Workshops and work presentation
- 20% Group Work& Practical Exercises
- 20% Videos& General Discussions

**DAILY OUTLINE**

**Day 1:**

- Introduction
- The Influential Leadership
- 3 Dimensions of Leadership - Concern for People, Production, and Effectiveness
- Leadership Skills
- Leadership Styles
- Engaging Employees

**Day 2**

- Leadership types
- Leadership Styles and Motivation
- Motivating workers
- The Role of the Supervisor
- Self-assessment
- Understanding differences between hard skills and soft skills
- The changing role of supervisor

**Day 3:**

- Setting standards
- The supervisor as a coach
- The Supervisor as a mentor
- Encouraging people
- Setting Goals(Setting SMART objectives)
- Managing people and performance

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Day 4

- Influencing Difficult people
- Delegating people
- Empowering People
- Introducing Management Mix concept
- Problem Solving

Day 5

- Aligning sections' objectives with individuals , and the organization's
- Why do strategies fail, and how to avoid failure
- Management and effective planning
- Influencing change

NOTE:

Pre & Post Tests will be conducted

Post tests will be with minimum pass marks

Case Studies, Individual & Group Exercises, Project works (making in to groups), Role plays, Group Discussions, Last Day Review & Assessments will be carried out as applicable.



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