

Course Overview:

True leadership is an art form, and like all art forms, to become a master, takes a great amount of dedication and skill.

Many people believe that if you have the job title of Manager, Team Leader, Supervisor, Director this means you are a leader. However leadership is not a title you can be given, it is a position you must claim as your own. This course has been specifically designed for people who would like to take their leadership to the next level and become a true leader.

This course will give you the tools you need to lead people, whether it is a team, department or the whole organization. This course will give you a step by step guide to leading people, and introduce you to techniques and methodologies that have been used by the great leaders throughout history.

This is far more than a leadership course; this will allow you to discover the hidden art of Leadership, Communication and Vision.

Course Objective:

At the end of this course the participants will be able to:

- Understand the real meaning of leadership
- Become a master of communication and influence
- Increase their level of influence on others
- Create and control the power of vision and visualization
- Motivate and inspire people
- Learn how to have a magnetic personality
- Create momentum and urgency within yourself and others
- Learn how to be a much stronger leader
- Clarify their business and personal vision

Course Outline:

Unit 1: Leadership:

- What is true leadership, lessons from the past masters
- Modern leadership and its impact on business
- Human behavior, predictable outcomes
- The new business reality and its impact on us all
- Force field analysis and the comfort zone
- Employee mentality VS entrepreneurial spirit
- The equalizer effect
- Leaders VS Managers

Unit 2: Vision:

- The strangest secret
- How to create a vision
- How to harness the power of vision through visualization
- Psycho cybernetics and its connection with vision
- Goal setting the key to making the vision reality
- The mastermind group
- Positive mental attitude, gaining power from a strong vision
- Linking vision to mission and values
- Vision timeline, mathematical coaching model

Training Language:

EN

Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation

Unit 3: Communication:

- Discover your communication style
- Identify other peoples communication style
- Learn how to motivate and influence each of the style
- Body language
- The 5 levels of listening
- Advanced questioning techniques
- Selling your ideas and vision
- How to get buy-in from others
- Selling your ideas through excellence in communication

Unit 4: Innovation:

- How to create a culture of innovation
- How to engage your people to generate new ideas
- Left brain, right brain, and innovation
- Creative thinking and problem solving
- Suggestion boxes, and reward criteria
- Quantity VS Quality on innovation projects
- Sticky note innovation
- Absolute VS Desirable criteria
- Using multi-disciplined employees to gain width and depth
- Using innovation to reduce costs

Unit 5: Influencing Skills:

- The relationship bank account
- The 10 guaranteed deposits
- Confidence is king
- The give to get ratio
- The fire within, Enthusiasm
- Time to get passionate
- The BE. DO.GET model
- The pipeline principle

Who Should Attend:

- Managers
- Supervisors
- Team Leaders
- Interested persons