



# The Influential Leader - The Power of Leadership and Influence Course

## Venue Information

**Venue:** London UK

**Place:**

**Start Date:** 2026-11-10

**End Date:** 2026-11-14

## Course Details

**Net Fee:** £4750.00

**Duration:** 1 Week

**Category ID:** MAL

**Course Code:** MAL-136

## Syllabus

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### Course Introduction:

This 5-day course aims to equip current and aspiring leaders with the skills and knowledge to effectively influence others. You'll learn about human psychology, decision-making, emotional intelligence, and more, all tailored to improve your leadership effectiveness.

### Objectives:

- Understand the Foundations of Leadership and Influence
- Develop Emotional Intelligence
- Master Effective Communication
- Implement Persuasion Techniques

- Enhance Interpersonal Skills
- Measure Leadership Impact

## **The Course Outlines :**

### **Day 1: Understanding Influence and Leadership**

- Defining Influence and Leadership
- Types of Leadership Styles
- Psychology of Influence
- Self-assessment on Leadership Styles

### **Day 2: Emotional Intelligence and Communication**

- Introduction to Emotional Intelligence
- The 5 Components of Emotional Intelligence
- Effective Communication Skills for Leaders
- Active Listening and Feedback

### **Day 3: Persuasion Techniques and Decision-Making**

- Introduction to Persuasion Techniques
- Cognitive Biases in Decision Making
- The Art of Persuasion in Leadership
- Decision-Making Strategies for Leaders

### **Day 4: Building Trust and Authenticity**

- The Importance of Trust in Leadership
- Building Authentic Relationships
- Strategies for Gaining and Maintaining Trust
- The Role of Authenticity in Influence

### **Day 5: Leading Change and Action Planning**

- Leading Organizational Change
- Influencing Group Dynamics
- Case Studies: Leaders Who Made a Difference
- Creating Your Personal Action Plan