



The Influential Leader - The Power of Leadership and Influence Course

Venue Information

Venue: London UK

Place:

Start Date: 2026-12-15

End Date: 2026-12-19

Course Details

Net Fee: £4750.00

Duration: 1 Week

Category ID: MAL

Course Code: MAL-136

Syllabus

Course Syllabus

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