

Leadership and Influence

In today's collaborative business environment, work is completed in teams, and leadership is often based more on influence than authority. During this course participants gain practical knowledge and skills to leverage their individual thinking and behavioral preferences to increase their influence, and prepare them to apply that knowledge on the job through a series of team activities and individual reflection. They also develop the confidence to engage and mobilize others to achieve positive business outcomes.

Course Outline

- Influence Tactics
- Leadership
- Autocratic Versus Participative Leaders
- Building Relationships
- Methods and Zones of Influence
- Leadership & Influence

Who Should Attend

High level staff such as:

- Managers
- Directors
- Team leaders
- Head of operations
- Advisors

Prerequisites

The candidate must have completed or be in the process of completing a high school or secondary school diploma or similar educational standards.

Approvals & Accreditation

- Ministry of Labour, Kingdom of Bahrain
- HABC
- ILM

Course Duration

The standard duration of this course is 12 contact hours.

Learning outcomes

Upon the completion of this Course, the learner will be able to:

- Understand the four main approaches to Leadership
- Understand how to build relationships
- Appreciate different methods and zones of influence
- Effectively employ nine influence tactics

Training methods

- Interactive facilitator lead learning
- Class activities
- Group discussions
- Case studies
- Practical sessions
- Question and answer sessions
- E-learning
- Role-plays
- Self-assessment tools

For more information please feel free to contact:

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