



course : Leadership, Influence & Trust to Create Professional Strategies

City :	Doha	Hotel :	The Ritz-Carlton, Doha
Start Date :	2025-10-19	End Date :	2025-10-23
Period :	1 Week	Price :	3950 \$

HighPoint Training and Management Consultancy
هاي بوينت للتدريب والاستشارات الإدارية

info@highpointtc.com 
www.Highpointtc.com 
UAE - Dubai 
+971 50 360 6133 

Course Overview

This course is designed for professionals eager to enhance their credibility, influence, and leadership impact in the workplace. It provides participants with practical strategies to demonstrate effective leadership, increase productivity, and positively influence their teams and organizational culture. An effective leader not only sets the right direction but also inspires others to follow. This program focuses on developing leadership and influencing skills essential for management personnel, enabling them to empower their teams and drive performance.

Participants will explore the key factors that foster genuine leadership empowerment and learn how to translate these principles into a productive and motivated workforce. The course also draws on best practices from successful industry leaders, showcasing techniques that have proven effective in both local and global contexts.

Course Objectives

By the end of this course, participants will be able to:

- Determine best practices of leaders through history and how to apply them today
- Determine your role as an effective leader in any organization
- Describe a change management model for management
- Describe how to build and rebuild trust in an organization
- Develop strategies for creating a positive work environment that fosters leadership

Target Audience

This course is suitable to a wide range of professionals, but will greatly benefit:

- All who aspire to build their leadership qualities.
- Potentially endowed Leaders
- Developing proactive Leaders
- Those being groomed for future leadership

Methodology

This course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This course is an interactive mixture of lecture, discussion groups, activities and practice on various exercises, and video sequences. It provides the latest instructional technologies to enable the delegate to learn and apply the skills and techniques used in the programs.

Course Outline

Day 1: Leadership Development and Influence

- The challenge of personal leadership development
- Leadership roles that maximize potential
- Developing dynamic interpersonal relationship skills
- Discover the strategy of personal self-coaching
- Knowing the people influence factor
- Paradigms that Guide Thinking

Day 2: The Great Inner Leadership Discovery

- Leadership from Within
- Self-Reflection and self esteem
- Understand how you Think
- The Character of a Leader
- Real Leaders are emotionally intelligent
- Balance in mind, body and spirit

Day 3: The Flexible, Resilient Change Leader

- Making the change transition
- Responses to Change
- How to be resilient during change times

- Environmental change agents
- Change and Leadership Paradigms
- The Human Side of Change

Day 4: Trust or Rust Leadership

- What is Trust Leadership?
- The Benefits of a High Trust Environment
- Restoring breached trust
- Building Capacity for Trust
- Personal Influence and Political Savvy
- Negotiating Agreement

Day 5: Creating a Winning Leadership Environment

- Mind and action focus
- Developing the Win-Win Solution
- Tips on improving performance
- Leadership knowledge check
- Essential leadership qualities
- Action steps to take

Certificates

On successful completion of this training course, HighPoint Certificate will be awarded to the delegates. Continuing Professional Education credits (CPE): In accordance with the standards of the National Registry of CPE Sponsors, one CPE credit is granted per 50 minutes of attendance.