

Preview of the day

Leadership grows with sound stakeholder management. Elegantly conveyed, it makes people responsible for the fulfilment of their own expectations, especially by collaborating with others to reach a common goal.

Leadership is demonstrated through influential communication that adapts to a variety of audiences. Whether in client relations, employer branding for recruitment or international communications, everyone at their own level is – more often than not – required to lead.

This seminar brings learning challenges to exercise different ways of communicating. This aim is to ensure mutual understanding and co-decisional power to move forward together. Participants will experiment with frameworks and expressions of leadership that adapt to different internal and external target groups.

Examples will be both company internal (staff management) and external situations (clients and other stakeholders).

By the end of the day, participants will have a good understanding of their personal leadership type and how to expand alternative styles to increase their capacity in leading different people to successful outcomes.

Format and Schedule

- 09:00 Welcome & presentations
- 09:30 Pitching & storytelling the “Why” of your business – Leadership by living the vision and translating the mission
- 10:15 Leading individuals in your company by raising the motivational effect of your presence
- 10:45 Break
- 11:00 Levels of development in work & business relationships
The balancing act between directing & supporting
- 12:30 Lunch
- 13:30 “Seeing people” without judging: developing the ability to see what people need in order to grow, perform, and be proud of what they do
- 14:30 Encouraging communication:
- asking pertinent & respectful questions
- sharing meaningful moments
- 15:30 Leading and pacing during crucial conversations:
- getting to the evidence-based facts
- pleading for trust, responsibility and accountability
- working out dilemmas
- 16:00 Break
- 16:15 Coaching your team
- 16:45 Conclusion of the learning points
- 17:00 Thank you, goodbye, and keep leading!