



## LEADERSHIP & STRATEGY

# **LE66** Enhancing Executive Leadership and Personal Influence

This course is designed for senior leaders and aspiring executives who seek to enhance their strategic leadership and influencing skills. It focuses on advanced executive leadership, equipping participants with tools to drive strategic thinking, navigate complex decision-making, and lead high-performing teams. Through practical applications, participants will develop their personal leadership style, enabling them to steer their organisations towards success. The course will also enable delegates to hone their influencing skills, learning how to leverage personal and positional power, build trust, and drive collaboration across teams and departments. The course emphasises practical tools and modern strategies that will equip leaders to meet the challenges of today's dynamic business environment, ensuring that they leave with actionable insights that can be immediately implemented in their organisations.

## Course Information

**Duration:** 10 days

**London (£9900):** 14th July 2025, 8th September 2025, 27th October 2025

**Companies nominating 3 or more delegates to attend the same programme will enjoy a special discount on the course fees.**

Upon completion of one of our CPD certified courses, delegates will be awarded both an LMC certificate and a CPD certificate. No examination required.

## Who is the course suitable for?

This course is ideal for individuals holding high-level positions within organisations or those aspiring to reach such roles. It is tailored for senior leaders, executives, and decision-makers responsible for shaping

organisational strategy and leading complex teams. Whether you are seeking to refine your strategic decision-making capabilities or enhance your influence within your organisation, this course offers the practical tools and advanced leadership techniques necessary to succeed. Participants should have significant experience in leadership or senior management roles and be ready to elevate their executive leadership skills and personal effectiveness.

## **Course profile**

### **Establishing Leadership Foundations**

- Exploring the dynamics of executive leadership vs. management
- Identifying your personal leadership style using self-assessment tools
- Applying the four-factor model to enhance trust and credibility
- Leading inclusively across cultural and operational boundaries
- Analysing the traits and strategies of successful leaders across various industries

### **Vision and Strategic Direction**

- Crafting a compelling vision and mission for your team
- Aligning your personal leadership vision with organisational goals
- Navigating organisational politics effectively
- Strategic planning to anticipate and mitigate challenges
- Developing a personal leadership vision that acts as a guide for career and team development

### **Enhancing Team Dynamics**

- Leading by example to inspire and motivate
- Overcoming the challenges of managing managers
- Setting realistic targets and effectively managing team performance
- Techniques for giving constructive feedback
- Mastering the art of coaching and mentoring to foster team growth

### **Mastering Leadership Communication**

- Adapting communication styles to different contexts to maximise impact
- Employing strategies to enhance message clarity and reception
- Conducting effective and decisive boardroom presentations
- Enhancing vertical and horizontal communication in organisations
- Developing strategies to effectively reduce ambiguity and enhance transparency in communication

### **Decision Making and Accountability**

- Understanding the spectrum of decision-making styles
- Identifying and countering cognitive biases in decision making
- Handling high-stakes decisions with confidence

- Balancing between collective and individual decision-making approaches
- Emphasising ethical considerations and accountability in decision-making processes

## **Understanding and Demystifying Influence**

- Defining influence and its practical applications
- Differentiating between influence and manipulation
- Identifying and developing influencing styles
- Cultivating essential skills for effective influence
- Embracing integrity in influence

## **Building Your Network to Influence**

- Understanding the power of networking
- Analysing formal and informal networks
- Differentiating between positional and personal power
- Perceptions of power and influence
- Building trust to enhance professional relationships

## **Interpersonal Skills of Influence**

- Using active listening as an influencing tool
- Establishing rapport and building connections
- Leveraging Merrill Reid social styles for communication
- Channelling body language to enhance influence
- Providing feedback using the Johari Window.

## **Planning and Preparing for Influence**

- Developing plans for influencing in various contexts
- Preparing for persuasive interactions using Robert Cialdini's methods
- Building credibility and managing personal impact
- Creating influential presentations
- Tailoring influence strategies to different personality types

## **Practical Applications of Influence**

- Applying influence in team-based problem-solving
- Managing conflict through influence
- Developing upward influencing strategies
- Handling difficult situations through effective influence
- Enhancing team collaboration through influence

## **Competencies**

## At the end of the course delegates will be able to:

- Develop and communicate a clear vision and strategic direction.
- Lead and manage teams across various cultural and operational frameworks.
- Utilise effective communication strategies to influence and engage stakeholders.
- Demonstrate effective influence in diverse workplace situations.
- Make informed decisions by recognising and mitigating biases.
- Build and maintain networks that enhance professional influence.
- Manage conflicts and influence challenging situations in the workplace.
- Leverage influence to foster collaboration and team effectiveness.

## Course Booking

Call us: +44 (0) 207 724 6007

Email us: [training@lmcuk.com](mailto:training@lmcuk.com)

[www.lmcuk.com](http://www.lmcuk.com)

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