



# LEADERSHIP & INFLUENCE

This Leadership and Influence training module is designed to prepare individual learners interested in broadening their knowledge/skills base or for those seeking to instruct others on how to influence others. It provides a strong foundation in leadership and management, influence techniques, and how to build relationships.

Completion of this course will provide participants with effective strategies for influencing others long after the course is over.

**At the end of this module participants will be able to:**

- ✓ **Outline the relationship between leadership and influence.**
- ✓ **Understand the main approaches to Leadership:**
  - Traits Perspective
  - Behavioural Perspective
  - Leadership Styles
  - Contingency Perspective
  - Transactional & Transformational
  - Charismatic Leadership
- ✓ **Understand how to build relationships.**
- ✓ **Appreciate different methods and zones of influence.**
- ✓ **Effectively employ nine influence tactics.**

THE ART OF  
COMMUNICATION

**This is a 2 day interactive workshop.  
The course is designed for 6-15 delegates per session.**