



*Training Course:  
Developing Excellence in People Leadership*

*29 July - 2 August 2024  
Milan (Italy)*

## Training Course: Developing Excellence in People Leadership

Training Course code: LS1116 From: 29 July - 2 August 2024 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

### Introduction

This comprehensive seminar incorporates a number of the most difficult leadership skills, - the ones that deal with other people - into a two-week intensive program of people leadership with a focus on communication, interpersonal skills, motivation, and organizational culture.

This seminar will focus on:

- Self-awareness, self-development and self-mastery
- Advanced communication and interpersonal skills
- Empowering delegation skills
- Giving constructive feedback
- Presentation skills
- Understanding employees' personal needs and wants
- Apply individual differences to motivate others
- Increase motivation by removing self-limiting beliefs
- Develop people and teams to self-perpetuate continual motivation
- Motivate innovative and creative thinking into their employees

### Course Objectives of Developing Excellence

- Study effective management of our thoughts, beliefs, focus and action
- Consider how to build confidence, enthusiasm and courage
- Explore methods of improving communication
- Analyze the public face of the leader
- Gain insights into their own strengths and weaknesses and leadership styles
- Be able to understand the emotional makeup of their teams, colleagues and customers
- Be able to harness their employees' emotional intelligence to release creativity in the workplace
- Understand and practice key people skills to motivate towards excellence

### Training Methodology

A highly interactive blend of informal lecture, group work discussion, exercises, case studies, and videos. Any theory discussed will be grounded immediately in practical day to day work. Learning will be enhanced through active involvement in exercises followed by a review. Opportunities for self-assessment will be provided and feedback on individual and group performance will be encouraged.

### Organizational Impact of Developing Excellence

- Improved communication throughout the organization
- Develop a new organizational culture - 'Customer/ People-Centric' Management style
- Have more results-focused people continuously and constantly
- Highly motivate people at work

- Create an innovative workforce
- Become an organization of leaders with an attitude for excellence achievement, commitment, and passion

## Personal Impact of Developing Excellence

- Learn how to improve personal strengths and manage areas requiring attention
- Improve communication and interpersonal and influencing skills
- Enhance personal performance, credibility with colleagues and career success
- Get motivated when and where you need
- Understand employees and enhance their ability to motivate others in any given situation
- Learn how to expand personal leadership and creativity skills to achieve full potential
- Understand people and learn how to influence team, staff, managers, and self

## Course Outlines of Developing Excellence

Leadership, Communication & Interpersonal Skills:  
Leadership through Self-Mastery

### Day 1: Who Do You Think You Are? Self-Mastery, Reality, and Responsibility

- Taking charge of your brain
- Reaching success based upon your paradigm
- Understanding the emotional loop
- Gaining power and freedom by taking responsibility
- Analyzing the power of beliefs
- Utilizing emotion to drive action
- Directing your focus
- Understanding visual, auditory and kinesthetic submodalities

### Day 2: Vision and Integrity

- Analyzing the impact of values on your vision
- Understanding how your values impact your purpose
- Designing your destiny with the power of vision
- Creating a powerful vision
- Operating with personal integrity
- Achieving positive self-renewal
- Building self-confidence
- Harnessing the power of enthusiasm
- Strengthening your courage

### Day 3: Advanced Communication Skills

- Communicating with intention
- Breaking negative patterns
- Understanding the communication process
- Creating effective oral communication
- Understanding the relationship between verbal and nonverbal communication
- Utilizing active listening techniques
- Dealing with difficulties in communication
- Analyzing communication styles: aggressive, passive and assertive

#### Day 4: Leadership

- Understanding the importance of emotional intelligence
- Developing self-awareness, motivation, empathy, and social skills
- Moving to a new model of empowerment
- Recognizing 21st-century leadership skills
- Interpreting institutional and interactive leadership
- Comprehending the difference between leadership and management
- Utilizing effective situational leadership
- Learning the 4 Es of leadership at GE: energy, excite, edge and execute
- Evaluating the leadership secrets of Jack Welch
- Investigating theories of motivation

#### Day 5: The Public Face of the Mature Leader

- Making successful presentations
- Influencing through appeal to the achievement of a vision
- Influencing through the utilization of logic
- Influencing through a genuine people orientation
- Displaying personal power in communications
- Overcoming the failure mechanism
- Running productive meetings
- Reviewing the course

## Registration form on the Training Course: Developing Excellence in People Leadership

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
Egypt.