



*Training Course:
Leading with Excellence*

*15 - 19 September 2025
London (UK)
Landmark Office Space - Portman Street*

Training Course: Leading with Excellence

Training Course code: LS235984 From: 15 - 19 September 2025 Venue: London (UK) - Landmark Office Space - Portman Street Training Course Fees: 5500 € Euro

Introduction:

In today's complex business environment, leaders must excel not only in decision-making and planning but also in their ability to influence, persuade, and negotiate. These interpersonal skills are at the core of building strategic alliances, resolving conflicts, and navigating organizational challenges.

Leading with Excellence is a specialized 5-day program designed by **Global Horizon Training & Consulting Center** to empower professionals with high-level skills in negotiation, persuasion, and critical thinking. Through engaging presentations, interactive discussions, and real-life case scenarios, participants will sharpen their ability to lead strategically, communicate with impact, and reach win-win outcomes in any negotiation setting.

Objectives:

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

- Develop strategic approaches to high-stakes negotiations
- Apply persuasive techniques to gain stakeholder buy-in
- Use critical thinking to frame problems and make sound decisions
- Recognize and adapt to different communication styles during negotiation
- Handle resistance and overcome negotiation barriers
- Build trust and long-term collaborative relationships

Target Audience:

This program is ideal for:

- **HR Managers, HR Business Partners**, and other human capital professionals involved in negotiations, conflict resolution, and stakeholder engagement.
- **Department Heads** who lead teams and collaborate across departments to drive strategic outcomes.
- **Project Leaders, Operations Managers** responsible for decision-making, influencing others, and managing complex interactions.
- **Organizational Development, Change Management, and Learning & Development Specialists** seeking to enhance leadership impact through communication and persuasion

Expected Results:

Participants will:

- Lead negotiations with greater confidence, clarity, and structure
- Achieve outcomes that align with both organizational and partner interests
- Strengthen team performance through improved influence and communication
- Enhance decision-making skills under pressure
- Cultivate stronger, more sustainable business relationships

Core Competencies :

- Strategic negotiation techniques
- Persuasive and impactful communication
- Critical thinking and problem-solving
- Stakeholder influence and alliance-building
- Behavioral intelligence in professional interactions
- Trust-building and conflict navigation

Outlines:

Day 1:

Building Strategic Alliances and Communication Foundations

- The role of alliances in leadership and business success
- Understanding culture, perception, and communication filters
- Communication barriers and trust-building strategies
- Personality traits and their influence in negotiation
- Action planning and self-awareness exercises

Day 2:

Persuasion and Influence Skills

- Persuasive communication: logic, credibility, and emotion
- Reading and applying body language effectively
- Impactful presentation techniques in negotiation contexts
- Managing group vs. one-on-one communication settings
- Feedback strategies and influencing outcomes

Day 3:

Structuring Win-Win Negotiations

- Collaborative negotiation frameworks and tactics
- The win-win mindset: balancing assertiveness with empathy
- Understanding and leveraging negotiation positions
- Identifying and countering manipulation and ploys
- Ethics and professionalism in negotiation

Day 4:

Advanced Negotiation & Conflict Handling

- Navigating difficult conversations and personalities
- Listening for signals, needs, and resistance
- Recovering from breakdowns and building trust again
- Higher-level negotiation dialogues and behavior flexibility
- Case examples of successful conflict resolution

Day 5:

Critical Thinking for Strategic Decision-Making

- The role of critical thinking in leadership and negotiation
- Framing issues and evaluating assumptions
- Analyzing formal vs. informal information sources
- Decision-making under pressure

- Final group simulation, review, and personal action plan

Registration form on the Training Course: Leading with Excellence

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

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