



*Training Course:  
Leading with Excellence*

*8 - 12 September 2025  
London (UK)*

## Training Course: Leading with Excellence

Training Course code: LS235984 From: 8 - 12 September 2025 Venue: London (UK) - 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

### 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  
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Giza, Giza Governorate,  
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