



*Training Course:
Leadership, Influence & Trust - Creating
Professional Strategies*

*16 - 20 November 2026
Milan (Italy)*

Training Course: Leadership, Influence & Trust - Creating Professional Strategies

Training Course code: LS1006 From: 16 - 20 November 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

Introduction

This program is designed to help participants enhance their leadership abilities by exploring the key aspects of leadership, influence, and trust. Understanding how to lead from within, manage change effectively, and foster an environment of trust and collaboration will equip you with the necessary skills to create a lasting impact in your professional life. This course empowers leaders to not only influence but also build strong relationships that are grounded in trust, while enhancing their personal effectiveness and organizational success.

Course Objectives

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

- Understand the key principles of leadership and influence, and how they shape organizational success.
- Reflect on their leadership behaviors and develop strategies to lead from within.
- Navigate the complexities of change and act as resilient change leaders.
- Build and restore trust within teams and organizations.
- Create an environment that fosters leadership, trust, and professional growth.
- Develop strategies for improved performance and leadership effectiveness.

Target Audience

- **Senior Executives and Directors**
Leaders responsible for driving strategic decisions and shaping the culture of their organizations.
- **Middle and Senior Managers**
Managers who want to strengthen their leadership influence and enhance team collaboration.
- **HR and Organizational Development Professionals**
HR leaders focused on leadership development, employee engagement, and building trust within the organization.
- **Project and Program Managers**
Professionals looking to improve their leadership and influence skills to manage complex projects and teams.
- **Entrepreneurs and Business Owners**
Business owners aiming to strengthen their leadership capabilities and foster trust within their teams.
- **Aspiring Leaders and High-Potential Employees**
Emerging leaders looking to enhance their leadership skills and prepare for higher-level roles.
- **Leadership Coaches and Mentors**
Coaches or mentors who seek to deepen their knowledge of leadership behaviors, influence, and trust-building strategies.

5-Day Training Outline

Day 1: Leadership and Influence: What Do They Mean?

- Course Introduction
- Leadership roles and their impact
- Self-assessment: Leadership behaviors
- Leadership from within
- Paradigms that guide thinking
- The three lenses of leadership

Day 2: How a Leader Leads From Within

- Ways to increase self-knowledge
- Self-reflection and self-esteem
- Understanding how you think
- The character of a leader
- Creating an environment of leadership
- Real leaders are emotionally intelligent
- Guide to your inner leader
- Balancing mind, body, and spirit

Day 3: The Role of a Change Leader

- Making the change transition
- Responses to change
- How to be resilient during change
- Environmental change agents
- Change and leadership paradigms
- Communicating change effectively
- The human side of change

Day 4: How a Leader Builds Trust

- What is trust?
- The benefits of a high-trust environment
- Trust-reducing behaviors
- Restoring breached trust
- Building capacity for trust
- Personal influence and political savvy
- Negotiating agreements

Day 5: How a Leader Fosters a Leadership Environment

- Mind and action focus
- The alliance mindset
- Developing the win-win solution
- Tips on improving performance
- Strategies for fostering leadership
- Leadership knowledge check



- Essential leadership qualities
- Success questions and action steps

Registration form on the Training Course: Leadership, Influence & Trust - Creating Professional Strategies

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