



*Training Course:  
The Oxford Leadership Seminar*

*28 June - 2 July 2027  
Milan (Italy)*

## Training Course: The Oxford Leadership Seminar

Training Course code: LS1124 From: 28 June - 2 July 2027 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

### Introduction

The Oxford Leadership Seminar is designed for practicing and potential leaders, focusing on developing the essential skills needed to guide teams effectively. This comprehensive program explores the critical idea that leadership is primarily about facilitating team development through various stages. By the end of this seminar, leaders will have the tools to drive organizational success by adapting to challenges, making strategic decisions, and managing teams with excellence.

Throughout the 5-day course, participants will gain insights into effective leadership styles, communication, time management, and the tools necessary for fostering a motivated and productive team environment. The seminar is grounded in both theoretical concepts and practical exercises, offering a balanced learning experience.

### Objectives

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

- Understand the broad range of skills required for effective leadership.
- Develop and enhance personal leadership competencies.
- Build confidence and leadership ability for managing teams.
- Comprehend the impact of change and how to manage it within teams.
- Cultivate effective communication skills for various leadership contexts.
- Formulate strategies to develop key skills in each team member through coaching and mentoring.

### Target Audience

The Oxford Leadership Seminar is intended for:

- **Current leaders** who want to further refine their leadership skills.
- **Aspiring leaders** preparing for leadership roles.
- **Middle and senior managers** who aim to enhance their leadership effectiveness and decision-making.
- **Team leaders or supervisors** responsible for leading teams and driving organizational performance.
- **HR professionals** focused on leadership development and management training programs.

### Outline

#### Day 1: Achieving Excellence in Leadership Issues

- Foundations of Self-Transformation
- Understanding the key roles and responsibilities for the effective leader
- Transformational Leadership
- Identifying and developing the key skills required as a leader

- Leadership styles and their effect on the team
- Situational Leadership
- Johari's Window
- Understanding the difference between leadership and management

#### Day 2: Excellence in Communication

- SWOT Analysis
- Understanding the principles of excellent communication
- The Communication Channels
- Active Listening
- Communication Cycle & Filters
- Identifying and Overcoming your communication problems
- Questioning Skills
- Coaching
- Leadership Beliefs

#### Day 3: Time Management, Problem Solving, and Decision Making

- Making the best use of your time
- Setting and maintaining priorities
- Understanding the difference between urgent and important
- Identifying your key time stealers
- Making the Pareto Principle work for you
- A structured approach to problem-solving
- Identifying the influences on decisions you make
- Selecting and evaluating options
- Creativity and problem solving

#### Day 4: Understanding and Influencing Behaviour

- Understanding why we behave as we do
- Personality profiling
- Different types of motivation
- Different forms of behavior
- Using our behavior to persuade and influence others
- Dealing with difficult behavior in others
- The 7 Step Creative Process
- Developing a negotiation style

#### Day 5: Managing People To Achieve Results

- Maslow's Hierarchy of Needs
- Frederick Herzberg - Hygiene Factors and Motivation
- Is Money a Motivator?
- Managing Conflict
- Using delegation & empowerment effectively
- Coaching and Developing Others
- The role of coaching & mentoring
- How to Give Feedback

## Registration form on the Training Course: The Oxford Leadership Seminar

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

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### Company Information

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### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
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### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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