



## Negotiating in Lean Times & Leadership Skills

Leading with Emotional Intelligence

### ► Upcoming Sessions

27-31 May 2024	Online	\$3,950
26-30 Aug 2024	Online	\$3,950

### ► Training Details

#### Online Training Course Overview

Do you want to be at the cutting edge of today's 21<sup>st</sup> century, competitive and ever-changing globalized business world? Then this empowering training course on Negotiating In Lean Times & Leadership Skills / Leading With Emotional Intelligence, has been especially designed to achieve this!

Negotiation, Leadership and empowering Emotional Intelligence, are the essential skills for those who are dedicated to maximizing their performance and value-added contribution (and that of the people who work for them). As the business environment becomes ever more uncertain and turbulent, the requirement for professional leadership and management throughout organizations is at a premium. Hence, these strategic elements on this course provide a structured and coherent framework for addressing the challenges for which professionals face in respect of both their day-to-day and longer-term responsibilities.

#### **This online training course will feature:**

- Identifying effective and proven leadership skills
- Practical Win-Win Negotiating Strategies
- Dynamic interpersonal, emotional intelligence skills
- How to motivate yourself and others
- Proactive leadership that gets results

#### Online Training Course Objectives

#### **By the end of this online training course, participants will be able to:**

- Understand the dynamics of really successful leadership
- Develop powerful interpersonal relationship skills
- Cultivate empathy and the ability to understand the emotional makeup of other people and skill in responding according to their emotional reactions
- Develop negotiation skills that create a win-win situation
- Develop personal empowerment on the inside, so that one can be powerfully motivated on the outside

#### Designed For

This Anderson online training course has been designed for selected individuals, by the Company, but will also greatly benefit a wide range of professionals.

#### **This online training course is most suitable to:**

- ▶ Team members
- ▶ Supervisors
- ▶ Management professionals
- ▶ Delegates of any sector of industry and/or business

## ▶ Training Details

### Day One: Strategic Professional Leadership

- ▶ The strategic role and nature of effective leadership
- ▶ The challenge of personal leadership development
- ▶ The role of the modern leader and how leadership has changed
- ▶ Case studying top company leadership strategies
- ▶ Innovative Leadership skills

### Day Two: Developing Empowering Interpersonal Relationship Skills

- ▶ Understanding the latest research on interpersonal relationship skills
- ▶ Developing the 85% leadership success zone
- ▶ How to effectively use interpersonal and leadership communication skills
- ▶ Developing a personal action plan for further self-development
- ▶ Strategic leadership for team development

### Day Three: How to Power Negotiate Successfully

- ▶ The everyday role and attitude of 'Win-Win' negotiating
- ▶ Power - gaining a superior position
- ▶ Strategy and Tactics in negotiating
- ▶ Understanding your opponents negotiating style and tactics
- ▶ Negotiating Countermeasures

### Day Four: The Impact of Emotionally Intelligent Leadership

- ▶ Understanding the importance of Emotional Intelligence
- ▶ The components of Emotional Intelligence
- ▶ Operating out of your personal state
- ▶ The significance of perception and vision
- ▶ Using an Emotionally Intelligent mindset
- ▶ Emotionally Intelligent Attributes of a successful leader

### Day Five: Emotionally Intelligent Proactive Leadership

- ▶ How to be a proactive leader
- ▶ How to be a strategic maker
- ▶ Becoming an environmental change agent
- ▶ Developing team building strategies
- ▶ Optimising your personality strengths

## ▶ The Certificate

Anderson e-Certificate of Completion will be provided to delegates who attend and complete the course

## ▶ INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

Call us: +971 4 365 8363

Email: [info@anderson.ae](mailto:info@anderson.ae)

**Request for a Tailor-made training and educational experience for your organization now:**

Email: [inhouse@anderson.ae](mailto:inhouse@anderson.ae)

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