



The Leadership Journey: Communication,  
Innovation & Vision



18 - 29 November 2024



Baku (Azerbaijan)

# The Leadership Journey: Communication, Innovation & Vision

course code: M1023 From: 18 - 29 November 2024 Venue: Baku (Azerbaijan) - course Fees: 4500 Euro

## The Course

True leadership is an art form, and like all art forms, to become a master, takes a great amount of dedication and skill.

Many people believe that if you have the job title of Manager, Team leader, Supervisor, Director this means you are a leader. However leadership is not a title you can be given, it is a position you must claim as your own. This course has been specifically designed for people who would like to take their leadership to the next level and become a true leader.

The Leadership Journey: Communication, Innovation and Vision will give you the tools you need to lead people, whether it is a team, department or the whole organization. This course will give you a step by step guide to leading people, and introduce you to techniques and methodologies that have been used by the great leaders throughout history.

This is far more than a leadership course; this will allow you to discover the hidden art of Leadership, Communication and Vision.

## The Goals

- Understand the real meaning of leadership
- Become a master of communication and influence
- Create and harness the power of vision and visualization
- Motivate and inspire people
- Learn how to have a magnetic personality
- Create momentum and urgency within yourself and others

## The Process

The course is delivered in a fun and inspiring style, by a speaker passionate about the art of leadership. Various methods will be used to keep participants engaged; the use of video, and case studies from historical leaders, modern examples, group work, and one to one practice. This course will be an exciting journey of discovery you will enjoy.

## The Benefits

- You will be a much stronger leader
- You will be a master of communication
- You will clarify your business and personal vision
- You will increase your level of influence on others
- You will learn the secrets of the past masters
- You will gain the tools to build a magnetic personality

## The Programme Content

## Day One

### Leadership

- What is true leadership, lessons from the past masters
- Modern leadership and its impact on business
- Human behaviour, predictable outcomes
- The new business reality and its impact on us all
- Force field analysis and the comfort zone
- Employee mentality versus entrepreneurial spirit
- The equalizer effect
- Leaders versus managers

## Day Two

### Vision

- The strangest secret
- How to create a vision
- How to harness the power of vision through visualisation
- Psycho cybernetics and its connection with vision
- Goal setting the key to making vision a reality
- The mastermind group
- Positive mental attitude, gaining power from a strong vision
- Linking vision to mission and values
- Vision timeline, mathematical coaching model

## Day Three

### Communication

- Discover your communication style
- Identify other peoples communication style
- Learn how to motivate and influence each of the style
- Body language
- The 5 levels of listening
- Advanced questioning techniques
- Selling your ideas and vision
- How to get buy in from others
- Selling your ideas through excellence in communication

## Day Four

### Innovation

- How to create a culture of innovation
- How to engage your people to generate new ideas
- Left brain, right brain and innovation
- Creative thinking and problem solving
- Suggestion boxes, and reward criteria
- Quantity versus quality on innovation projects
- Sticky note innovation
- Absolute versus desirable criteria

- Using multi disciplined employees to gain width and depth
- Using innovation to reduce costs

## **Day Five**

### ***Influencing skills***

- The relationship bank account
- The 10 guaranteed deposits
- Confidence is king
- The give to get ratio
- The fire within, Enthusiasm
- Time to get passionate
- The BE. DO .GET model
- The pipeline principle