

Developing Leadership Voice for Presence and Impact

3 Day highly Interactive Workshop

Suitable for

Anyone interested in improving their leadership communication skills can benefit from this course. Fundamental communication and presentation skills are assumed. Previous experience in a leadership role is helpful.

Course Overview

You learn to develop your authentic leadership voice and the confidence to lead in daily situations and during periods of change. You also learn techniques for engaging, inspiring and motivating others; handling challenging conversations; and achieving greater success.

Course Outcomes

- Adopt a strategic process and a framework for leading change
- Communicate effectively to successfully implement change
- Apply a strategic approach to communication and planning
- Inspire and motivate others to support change
- Skillfully handle challenging situations

Course Content

INTRODUCTION AND OVERVIEW

- Communicating as the key to leadership
- Reviewing key communication skills
- Inspiring change
- Building a model for leadership communications

UNCOVERING THE LEADER IN YOU

A. Looking in the mirror

- Discovering your personal values
- Mapping your roles and identity
- Decoupling authority from power

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B. The Persuasive Leader

- Leading with logic, credibility and emotion
- Selecting supporting tools
- Building a strong opening

C. The Honest Leader

- Integrating who you are with what you do
- Ensuring clarity, consistency and integrity
- Building your leadership voice
- Preserving authenticity when adapting your style

APPLYING LEADERSHIP OBJECTIVES

A. Communicating to achieve results

- Defining your leadership goals
- Envisioning a new future
- Mitigating the change impact on others
- Applying a whole brain approach
- Turning resistors into supporters

B. Developing communication outcomes

- Planning winning outcomes
- Translating objectives into communication outcomes
- Evolving outcomes
- Building your change champions
- Delivering the right message at the right time

C. Improving your political game

- Investing in reputation and credibility
- Customizing your communication strategy
- Combining logic, emotion and credibility for the right mix
- Connecting with your audience
- Choosing a powerful network

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REFINING YOUR PERSONAL COMMUNICATION

A. Employing nonverbal skills for greater impact

- Preparing and knowing when to stop
- Communicating with more than words
- Interpreting body language

B. Crafting compelling messages

- Simplifying and strengthening the message
- Packaging messages to achieve desired outcomes
- Asking "What's the point?"

C. Exploring communication styles

- Discovering your communication style
- Identifying how others communicate
- Flexing your style

D. Rallying your team

- Storytelling to connect with others
- Communicating with emotional intelligence
- Working appropriately with reasoning and logic
- Linking your message to core motivations
- Drawing successfully on emotional appeal

SUSTAINING YOUR CHANGE INITIATIVE

A. Triggering change is just the beginning

- Dealing with stages of change
- Defining your team's needs
- Planning for progression
- Adapting to organic change

B. Dealing with difficult conversations

- Coping with anxiety
- Leveraging self awareness
- Moving discussions forward
- Managing conversational traps
- Prioritizing people before process

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PROGRESSING FROM THEORY TO PRACTICE

- Identifying your personal target
- Building a campaign
- Clarifying your short- and long-term priorities
- Combining tactics to maximize presence and impact
- Encouraging others to take action
- Transferring your skills from class to workplace

Other Details:

- Payment to be made within 15 days from the date of the invoice.
- All payments must be made by cheque/online transfer etc., drawn in favour of Sieger Training Consultants Pvt. Ltd. Sieger will charge on INR basis only.
- Overseas clients will have to take care of all the training materials directly as briefed by Sieger Training. However, Sieger can procure some (which can be transited) not all, on behalf of the client but any additional charges for custom clearance has to be taken care by client only.
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