



## Effective Leadership & Influencing Skills Training Course

### Leadership Training Course Outline

#### Foreword:

Some of the world's most successful, influential and sustaining leaders such as Winston Churchill, Gandhi, and locally John Howard have demonstrated that it is not necessarily stature or charm, but other qualities and behaviours that make them great and successful leaders.

#### Introduction:

Leadership Development Training has a place of great importance in today's world as leaders are viewed as evolved rather than born. Leaders have been traditionally viewed as "mythological creatures", separate from the rest of humanity and empowered by some mysterious quality that smooths their path towards inevitable success. However, the modern view is that through patience, persistence and hard work, anyone can become a highly effective leader. The onus is on oneself to believe and make it happen. That is the reason Executive Leadership Training is so highly sought after by all successful companies.

Leadership development comes from within us, in the sense that deeply held values and principles provide the road map for the way we lead, and the way other people respond. Hence it is important that a Leader must first understand and then communicate one's own value systems to other people. It is always the Leader's personal value system that sustains them in their quest, whether they are a person of impeccable morals, or quite disreputable. Hence this is an integral part of management training as it is of critical importance to have self-awareness to lead and manage other people.

The role of a leader starts with a thorough understanding of the team's needs, aspirations and concerns, for which it is important to have excellent listening and facilitation skills. Most importantly, it starts with a thorough understanding and congruence of the value systems of all parties.

This **Leadership and Influencing Skills** Training Program will teach you that effective leadership starts with a thorough understanding and congruence of the value systems of all parties.

#### Leadership Skills Training Course - Lesson 1 **The Evolution of Leadership**

- Defining Leadership
- A brief History of Leadership
- The Theory of the Great One
- the Trait Theory

#### Leadership Skills Training Course - Lesson 2 **Types of Leadership**

- Participative Leadership
- Situational Leadership
- Contingency-Based Leadership
- Transformational Leadership

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<p>Leadership Skills Training Course - Lesson 3 <b>A Personal Inventory</b></p> <ul style="list-style-type: none"><li>• An Introduction to Kouzes and Posner</li><li>• A Personal Inventory</li><li>• Creating an Action Plan</li></ul>	<p>Leadership Skills Training Course - Lesson 4 <b>Modelling the Way</b></p> <ul style="list-style-type: none"><li>• Determine your Way</li><li>• Being an Inspirational Role Model</li><li>• Influencing Others' Perspectives</li></ul>
<p>Leadership Skills Training Course - Lesson 5 <b>Inspiring a Shared Vision</b></p> <ul style="list-style-type: none"><li>• Choosing your Vision</li><li>• Communicating your Vision</li><li>• Identifying the Benefit for Others</li></ul>	<p>Leadership Skills Training Course - Lesson 6 <b>Challenging the Process</b></p> <ul style="list-style-type: none"><li>• Developing your Inner Innovator</li><li>• Seeing Room for Improvement</li><li>• Lobbying for Change</li></ul>
<p>Leadership Skills Training Course - Lesson 7 <b>Enabling Others to Act</b></p> <ul style="list-style-type: none"><li>• Encouraging Growth in Others</li><li>• Celebrating Accomplishments</li><li>• Making Celebration Part of your Culture</li></ul>	<p>Leadership Skills Training Course - Lesson 8 <b>Encouraging the Heart</b></p> <ul style="list-style-type: none"><li>• Sharing Rewards</li><li>• Celebrating Accomplishments</li><li>• Making Celebration Part of your Culture</li></ul>
<p>Leadership Skills Training Course - Lesson 9 <b>Basic Influencing Skills</b></p> <ul style="list-style-type: none"><li>• The Art of Persuasion</li><li>• The Principles of Influence</li><li>• Creating an Impact</li></ul>	<p>Leadership Skills Training Course - Lesson 10 <b>Setting Goals</b></p> <ul style="list-style-type: none"><li>• Setting SMART Goals</li><li>• Creating a Long-Term Plan</li><li>• Creating a Support System</li><li>• Dealing with Questions</li></ul>

**Leadership Skills Training** is one of the Professional Development Training Courses Delivered by **contract trainers** in Brisbane, Sydney, Canberra, Melbourne, Adelaide and Perth.

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