

aractech

Global Learning for Operational Leaders



LEADERSHIP AND MANAGEMENT

Leading with Confidence

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Course content

Why Attend

Course Introduction

Would you entrust your loyalty to a leader lacking in confidence? For most people, the answer is a resounding "No."

Course Methodology

Course Objectives

Target Audience

Course outline

Detailed course outline

Day-by-day outline for Leading with Confidence.

Day 1 - Creating a Confident and Credible Image

- Where does self confidence come from
- The comfort zone and its impact on business success
- Banishing the fear of speaking in public
- Self perception and its impact on confidence
- How being confident can help you raise your profile
- Body language and its impact on credibility

Day 2 - Confident Communication to Groups

- How to run efficient and effective meetings
- How to prepare for and structure a business presentation
- How to get over the nerves of giving a business presentation
- Dealing with questions from senior leaders
- How to sell yourself and your organization and your ideas
- Building rapport in business presentations

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Day 3 - Confident Communicating to Get Results

- The power of using stories to get messages across
- Using analogies effectively
- Using evidence to win people over to your way of thinking
- Increasing your personal power and charisma
- When to be strong and when to play weak
- Inclusive/exclusive language and its effect on people

Day 4 - Communicating Passion

- The importance of passion
- Developing courage and confidence in conflict situations
- Beating your comfort zone and taking more risks
- Using our full range of communication
- Powerful closes that move people to action
- Become a magnetic personality

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Day 5 - Enhancing your Profile Within the Business

- How to conduct yourself to senior people
- How to sell change to people who don't want to change
- How to sell unpopular policies to team
- How to make yourself memorable
- Be a radiator, not a drain
- The speaking challenge

Seminar dates

Available seminar dates

Live dates and pricing for Leading with Confidence generated from the course details page.

Date	Location	Format	Fee
18 - 22 May 2026	Istanbul	Classroom	€1,995
22 - 26 June 2026	Vienna	Classroom	€2,975
13 - 17 July 2026	Barcelona	Classroom	€2,695
17 - 21 August 2026	Paris	Classroom	€3,150
21 - 25 September 2026	Frankfurt	Classroom	€2,275
19 - 23 October 2026	Barcelona	Classroom	€2,695
2 - 6 November 2026	Frankfurt	Classroom	€2,275

Live online option

Online delivery is available at €1,250.