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Global Learning for Operational Leaders

INTERPERSONAL SKILLS AND SELF DEVELOPMENT

Managing Self and Leading Others

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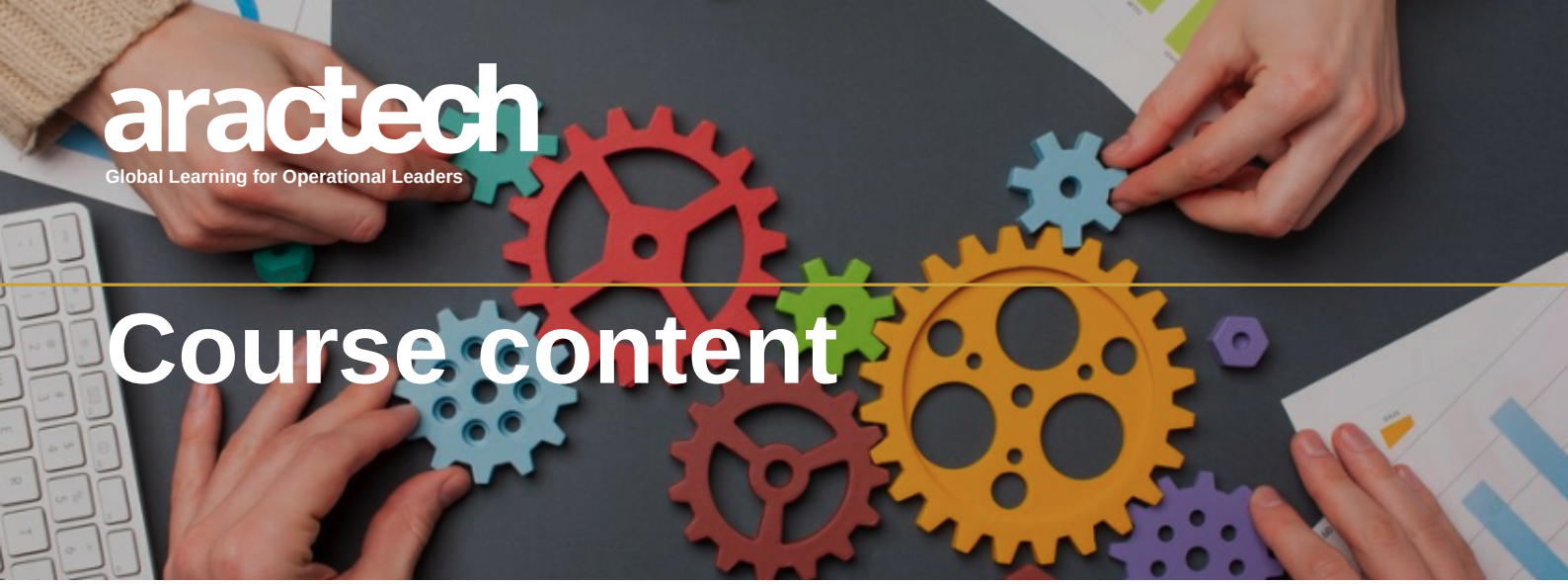

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Course content

Why Attend

This course is designed for supervisors, managers, and individuals at any level within the organization who want to sharpen their leadership capabilities, aspire to learn more about themselves, and are interested in using their influencing skills to manage and lead others. The course takes the participants on a journey of self-discovery and self-reflection and trains them on strategies and skills that will make them shine and thrive in their jobs and personal lives.

Course Methodology

• This course uses self-assessment tools to diagnose, discover, and explain the participants' ability to manage and lead others. It will also use group presentations, discussions, role-plays, and case analyses.

Course Objectives

• Increase their self-awareness for better self-management

• Plan and set goals and directions based on values and aspirations

• Earn the trust of others and get results with leadership coaching

• Persuade others by using persuasive strategies and techniques

• Inspire growth and lead others for long-term results

Target Audience

• This course is ideal for new or experienced supervisors and managers in any function within the organization and for individuals who want to better understand and manage themselves and lead others. The course is also perfect for those looking for a refresher course, a new perspective, or inspiration on the course subject.

• Target Competencies

• Working productively with others

• Communicating and emphatic listening

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Course outline

Detailed course outline

Module-by-module outline for Managing Self and Leading Others.

Module 1 - Self-Awareness: A Point of Departure

• Assessing your self-awareness

• Why increase your self-awareness?

• How to increase your self-awareness

Module 2 - Self-awareness questionnaires

• Emotional intelligence questionnaire

• Assertiveness questionnaire

• Meirc Behavioral Profile

• Summarizing your self-awareness profile

Module 3 - Self-Management: Clarifying Values, Setting Goals, and Planning

• What is meant by self-management?

• Self-management, personal and social skills

• Self-management skills and lifelong learning

• How well do you plan and set goals?

• What are your personal values?

• Personal goal-setting

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Course outline

Detailed course outline

Module-by-module outline for Managing Self and Leading Others.

Module 4 - Leading Others with Active Coaching

• Characteristics of an ideal coach

• How a good coach is described

• Seven masterful coaching personality traits

• Myths and realities

• Seven communication principles for coaching

• Gathering good information with EARS

Module 5 - Persuading Others with Tact and Diplomacy

• Definition of ‘Persuasion’

• Persuasion strategies: Credibility

• Persuasion strategies: Logical reasoning

• Persuasion strategies: Emotional appeal

• Improving your persuasive skills

• Persuasive skills in formal presentations

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Seminar dates

Available seminar dates

Live dates and pricing for Managing Self and Leading Others generated from the course details page.

Date	Location	Format	Fee
11 - 15 May 2026	Istanbul	Classroom	**€1,995**
8 - 12 June 2026	Vienna	Classroom	**€2,975**
6 - 10 July 2026	Barcelona	Classroom	**€2,695**
10 - 14 August 2026	Rome	Classroom	**€2,975**
14 - 18 September 2026	Munich	Classroom	**€2,415**
5 - 9 October 2026	Amsterdam	Classroom	**€2,975**
16 - 20 November 2026	London	Classroom	**€2,940**

Live online option	Online delivery is available at €1,250.