BLACKBIRD FOR TRAINING

Trust and Influence in Leadership

4 – 8 January 2027
Seattle, Washington (USA)



Trust and Influence in Leadership

Ref: 3254723_175727 **Date:** 4 – 8 January 2027 **Location:** Seattle, Washington (USA) **Fees:** 5900 GBP

Introduction

The "Trust and Influence in Leadership" course is designed to help current and aspiring leaders build and maintain trust with their teams while enhancing their ability to influence others positively. This course focuses on the critical skills and strategies needed to earn trust in leadership, inspire confidence, and create a strong, cohesive team environment. Participants will learn how to navigate challenges, manage conflicts, and lead with integrity. By the end of the course, attendees will be equipped with the tools to establish trust and influence, which are vital for successful leadership and organizational success.

Course Objectives

By the end of the course, participants will be able to:

- Understand the importance of influence in leadership and its impact on team performance.
- Learn strategies to build and maintain trust in leadership with team members.
- Develop influencing skills in leadership to motivate and inspire others.
- Explore the role of emotional intelligence in building trust and influence.
- Learn how to manage conflicts while maintaining trust within the team.
- Understand how to lead with integrity and inspire confidence.
- Build relationships based on mutual respect and trust in leadership.
- Gain techniques for motivating and engaging teams through influence.

Course Outlines

Day 1: Foundations of Trust and Influence in Leadership

- Understand the core concepts of trust and influence in leadership.
- Learn the difference between positional power and personal power.
- Explore the impact of trust on team performance and success.
- Discuss how trust is built and maintained in leadership relationships.
- Understand how influence shapes leadership effectiveness.



Day 2: Building Trust with Your Team

- Learn how to demonstrate reliability, transparency, and authenticity to build trust.
- Develop strategies for developing trust in leadership in both one-on-one and team settings.
- Understand the importance of consistency in actions and words.
- Discuss common pitfalls that erode trust in leadership and how to avoid them.
- Use real-world examples of leaders who have successfully built trust.

Day 3: Mastering the Art of Influence

- Learn the principles of persuasive communication and how to use them effectively to influence others.
- Explore the psychology of influence in leadership and how to apply it ethically.
- Understand the role of body language and tone in influencing skills in leadership.
- Practice influence techniques through role-playing and group exercises.
- Build the ability to motivate others to achieve organizational goals.

Day 4: Emotional Intelligence and Leadership

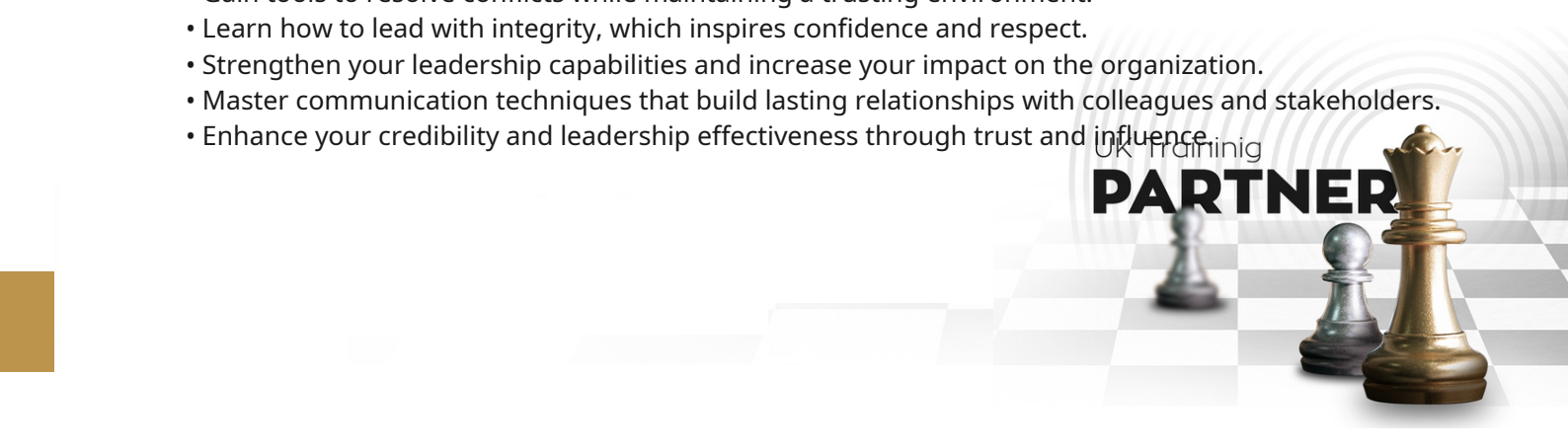
- Understand how emotional intelligence affects trust and influence.
- Learn techniques for improving self-awareness and empathy to build better relationships.
- Explore the impact of emotional intelligence on decision-making and conflict resolution.
- Build skills to manage and regulate your emotions in leadership situations.
- Develop strategies for understanding and responding to others' emotions.

Day 5: Leading with Integrity and Sustaining Trust

- Learn how to lead with integrity and make ethical decisions that reinforce trust in leadership.
- Understand the long-term impact of trust in leadership on team dynamics and organizational culture.
- Explore strategies for sustaining trust during times of change or crisis.
- Discuss how to rebuild trust in leadership if it has been broken.
- Build a personal action plan for enhancing trust and influence in leadership.

Why Attend This Course: Wins & Losses!

- Develop the ability to build and sustain trust with your team, a key element of effective leadership.
- Learn how to use influence in leadership ethically to motivate and inspire others.
- Build your emotional intelligence to understand better and respond to your team’s needs.
- Gain tools to resolve conflicts while maintaining a trusting environment.
- Learn how to lead with integrity, which inspires confidence and respect.
- Strengthen your leadership capabilities and increase your impact on the organization.
- Master communication techniques that build lasting relationships with colleagues and stakeholders.
- Enhance your credibility and leadership effectiveness through trust and influence.



Conclusion

The "Trust and Influence in Leadership" course equips leaders with the essential skills needed to earn and maintain trust while positively influencing their teams. By applying the principles of trust, influence, and emotional intelligence, you will be able to create a more cohesive and motivated team, improve organizational performance, and navigate challenges with confidence.

Enroll now to develop your leadership potential and learn how to lead with trust, integrity, and influence!

