

How to Take Initiative and Influence Your Team

Milan (Italy)

15 - 19 September 2025

UK Training

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How to Take Initiative and Influence Your Team

Code: PS28 From: 15 - 19 September 2025 City: Milan (Italy) Fees: 4400 Pound

Introduction

This course is designed to help individuals develop the skills needed to take initiative and influence their teams effectively. Participants will learn how to motivate others, lead by example, communicate persuasively, and create a proactive team culture.

Course Objectives

By the end of the course, participants will:

- Understand the importance of taking initiative in the workplace.
- Develop strategies to influence and inspire their teams.
- Learn techniques to communicate effectively and build trust.
- Gain practical tools to navigate challenges and motivate others.
- Build confidence in their leadership and decision-making abilities.

Why take this course?

- Learn to take initiative and lead effectively.
- Build trust and credibility with your team.
- Master persuasive communication and active listening.
- Inspire and motivate team members with tailored strategies.
- Develop confidence in influencing without formal authority.
- Create a proactive team culture that encourages accountability.

Course Outlines

Day 1: The Power of Initiative and Leadership

- Understanding initiative: What does it mean to take initiative?
- The link between initiative and leadership effectiveness.
- Key traits of proactive leaders.
- Assessing personal initiative and leadership style.
- Overcoming fear and hesitation to take initiative.

Day 2: Building Trust and Credibility with Your Team

- The foundation of trust: Why it matters for influence.
- Strategies for building trust and credibility.

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- How to model behaviors that foster trust.
- Active listening as a tool for building relationships.
- Overcoming trust barriers in teams.

Day 3: Influencing Without Authority

- Understanding influence vs. authority in leadership.
- Using persuasion techniques effectively.
- Leveraging emotional intelligence to influence behavior.
- The role of empathy in team leadership.
- Practical exercises in influencing without authority.

Day 4: Motivating and Inspiring Your Team

- The psychology of motivation: What drives people?
- Tailoring motivation strategies to different team members.
- Setting clear goals and expectations.
- Using positive reinforcement to inspire action.
- Handling demotivation and boosting team morale.

Day 5: Leading by Example and Creating a Proactive Team Culture

- The importance of leading by example.
- Encouraging a culture of initiative and accountability.
- Delegating responsibilities to empower others.
- Providing feedback that encourages growth and initiative.
- Action planning: Implementing the learning in your team.

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