

Building Trust and Influence

Lisbon (Portugal)

16 - 20 February 2026

UK Traininig

PARTNER



Building Trust and Influence

Code: LM28 From: 16 - 20 February 2026 City: Lisbon (Portugal) Fees: 4400 Pound

Introduction

This advanced course is designed for professionals seeking to enhance their ability to build trust and influence in complex, high-stakes environments. Participants will learn how to leverage psychological principles, advanced communication strategies, and strategic influence tactics to establish and sustain trust in relationships, teams, and organizations. By mastering sophisticated trust-building methods, participants will sharpen their leadership capabilities and create a lasting impact. This course is ideal for leaders and decision-makers who wish to refine their ability to inspire confidence, drive collaboration, and influence key stakeholders.

Whether you're looking to improve building trust in business, enhance leadership building trust, or repair damaged relationships, this course will provide the advanced tools you need to succeed.

Course Objectives

By the end of this course, participants will:

- Master the psychological principles behind building trust and influence to create deeper connections.
- Develop advanced communication strategies to enhance credibility and trustworthiness.
- Learn how to influence others strategically without relying on formal authority.
- Strengthen your ability to build trust in high-pressure and complex situations.
- Learn how to repair and rebuild trust when it has been compromised.
- Understand the role of emotional intelligence in trust-building and influence.
- Develop advanced negotiation skills to influence outcomes while maintaining trust.
- Learn how to align trust-building strategies with long-term organizational goals.
- Understand how to use power dynamics and social influence to your advantage.
- Create a personalized action plan to sustain trust and influence over time.

Course Outlines

Day 1: Advanced Psychological Foundations of Trust and Influence

- Explore the deep psychological drivers of trust-building, including cognitive biases, social influence, and perception.
- Learn advanced techniques for recognizing and navigating cognitive biases that can undermine trust.
- Study the role of emotional intelligence in influencing and building trust over time.
- Understand the interplay of trust and influence in organizational culture and decision-making processes.
- Analyze real-world case studies to identify trust-building and trust-breaking patterns in leadership.

Day 2: Advanced Communication Strategies for Building Trust

A graphic of a chessboard with several chess pieces. In the foreground, a gold king piece stands prominently. Behind it, a silver pawn and a gold pawn are visible. The background shows concentric circles emanating from the center of the board.

UK Training
PARTNER

- Master advanced verbal and non-verbal communication techniques to establish trust instantly.
- Learn how to use empathetic communication to enhance trust and rapport.
- Study the art of persuasion using advanced storytelling techniques to reinforce credibility.
- Explore advanced framing techniques to influence how your messages are received.
- Understand how to read non-verbal cues and adjust your communication to maintain high levels of trust.

Day 3: Strategic Influence in Leadership and Organizational Decision-Making

- Delve into advanced influence models, including the use of social proof, authority, and scarcity.
- Learn how to influence key stakeholders across departments and levels of authority.
- Study the use of power in influence and how to navigate power dynamics effectively.
- Develop strategies for influencing decisions in uncertain and rapidly changing environments.
- Understand the ethical considerations when using influence to maintain integrity and trust.

Day 4: Rebuilding Trust During Conflict and Crisis

- Develop advanced conflict management techniques to restore trust when it has been damaged.
- Learn how to rebuild relationships after a breakdown of trust using effective communication and negotiation.
- Study the role of vulnerability and transparency in overcoming trust breaches.
- Master the process of conflict mediation and turning conflict into an opportunity for trust-building.
- Analyze case studies where trust was restored after organizational crises and leadership failures.

Day 5: Sustaining Influence and Trust for Long-Term Leadership Success

- Learn how to sustain influence and trust over time, especially during leadership transitions or organizational change.
- Understand how consistency, transparency, and ethical decision-making play key roles in long-term trust.
- Learn to create a culture of trust within teams and across the organization.
- Develop strategies for embedding trust-building practices into your leadership style for sustained impact.
- Create a personalized action plan to ensure continued growth in trust and influence in the future.

Why Attend This Course: Wins & Losses!

- Master advanced techniques for building trust and maintaining it in high-pressure environments.
- Gain strategies to communicate effectively and influence without relying on formal authority.
- Learn to repair damaged trust and restore relationships with key stakeholders.
- Enhance your leadership effectiveness by understanding the psychological foundations of trust.
- Develop advanced negotiation and persuasion skills to drive results and maintain integrity.
- Strengthen your ability to influence organizational change while maintaining trust.
- Create sustainable trust and influence that aligns with organizational goals.
- Build a culture of trust within teams and long-lasting relationships with colleagues and clients.

Conclusion

The "Building Trust and Influence" course provides professionals with advanced strategies to establish, sustain, and repair trust while leveraging influence for leadership success. Through mastering psychological principles, communication techniques, and strategic influence tactics, participants will become stronger leaders capable of navigating complex relationships and achieving organizational success.

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, a silver rook is visible. The text 'UK Training PARTNER' is overlaid on the right side of the chessboard.

UK Training
PARTNER



Whether you're interested in building trust in a relationship, building team trust, or enhancing your overall leadership influence, this course will equip you with the skills you need to succeed.

Enroll now to refine your leadership skills and drive impactful, trust-based success in your organization.

A graphic of a chessboard with a black and white checkered pattern. Three chess pieces are visible: a black pawn, a silver pawn, and a gold king piece. In the background, there are concentric circles radiating from the king piece.

UK Training
PARTNER

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients

 <p>MANNAI CORPORATION MANNAI Trading Company WLL, Qatar</p>	 <p>GAC UNE FILIALE D' EGA Alumina Corporation Guinea</p>	 <p>Booking.com Booking.com Netherlands</p>	 <p>OXFAM Oxfam GB International Organization, Yemen</p>	 <p>Capital Markets Authority Kuwait</p>
 <p>WS Waltersmith Petroman Oil Limited Nigeria</p>	 <p>QNB Qatar National Bank (QNB), Qatar</p>	 <p>Qatar Foundation Qatar</p>	 <p>AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania</p>	 <p>KFAS Kuwait Foundation for the Advancement of Sciences KFAS Kuwait</p>
 <p>Reserve Bank of Malawi Malawi</p>	 <p>Central Bank of Nigeria Nigeria</p>	 <p>Ministry of Interior Kingdom of Saudi Arabia Ministry of Interior, KSA</p>	 <p>Mabruk Oil Company Libya</p>	 <p>Saudi Electricity Company KSA</p>
 <p>BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia</p>	 <p>NATO Italy</p>	 <p>ENI ENI CORPORATE UNIVERSITY, Italy</p>	 <p>GULF BANK Gulf Bank Kuwait</p>	 <p>General Organization for Social Insurance KSA</p>
 <p>Defence Space Administration Nigeria</p>	 <p>National Industries Group (Holding), Kuwait</p>	 <p>Hamad Medical Corporation Qatar</p>	 <p>USAID Pakistan</p>	 <p>STC STC Solutions, KSA</p>
 <p>North Oil Company North Oil company,</p>	 <p>EKO EKO Electricity</p>	 <p>OMAN BROADBAND Oman Broadband</p>	 <p>UNITED NATIONS UN.</p>	 <p>Authority for Electricity Regulation, Oman Authority for</p>

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

