

## Trust and Influence in Leadership

*Cape Town (South Africa)*

*30 June - 4 July 2025*

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## Trust and Influence in Leadership

Code: LM28 From: 30 June - 4 July 2025 City: Cape Town (South Africa) Fees: 3300 Pound

### 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, 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

- Understand the importance of trust and influence in leadership.
- Learn strategies to build and maintain trust with team members.
- Develop skills to influence others through effective communication.
- Explore the role of emotional intelligence in building trust and influence.
- Learn how to manage conflicts while maintaining trust.
- Understand how to lead with integrity and inspire confidence.
- Build relationships based on mutual respect and trust.
- 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.
- Develop strategies for building trust in both one-on-one and team settings.
- Understand the importance of consistency in actions and words.
- Discuss common pitfalls that erode trust and how to avoid them.
- Use real-world examples of leaders who have successfully built trust.

#### Day 3: Mastering the Art of Influence

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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- Learn the principles of persuasive communication and how to use them effectively.
- Explore the psychology of influence and how to apply it ethically.
- Understand the role of body language and tone in influencing others.
- 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.
- 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.
- Understand the long-term impact of trust on team dynamics and organizational culture.
- Explore strategies for sustaining trust during times of change or crisis.
- Discuss how to rebuild trust if it has been broken.
- Build a personal action plan for enhancing trust and influence in your leadership style.

#### Why Attend This Course: Wins & Losses!

- Develop the ability to build and sustain trust with your team.
- Learn how to use influence ethically to motivate and inspire others.
- Build your emotional intelligence to better understand 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!

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