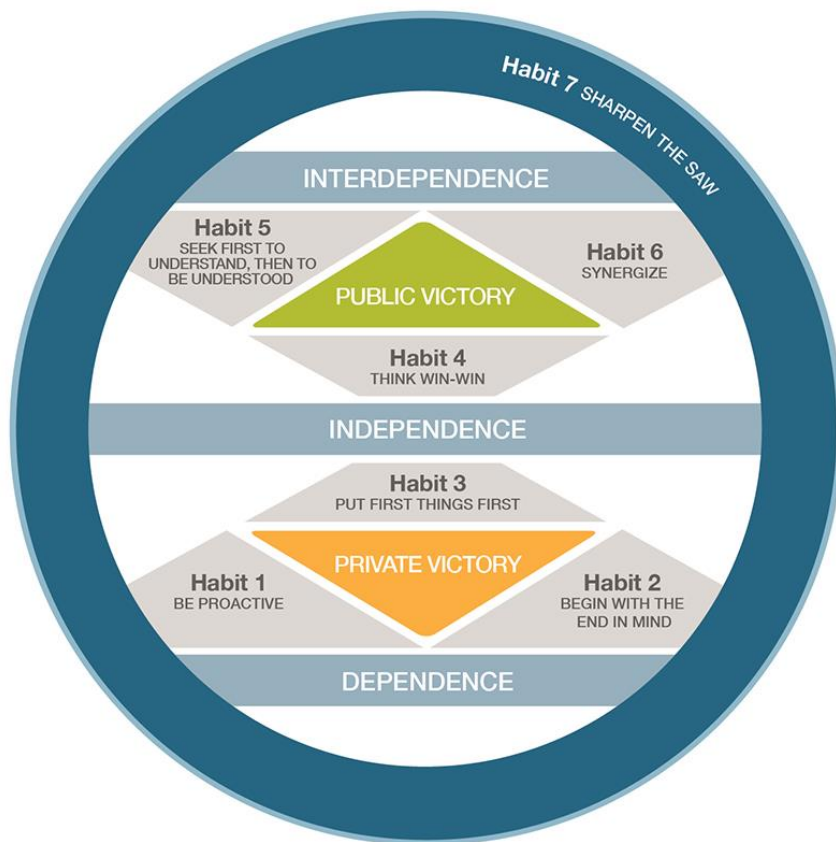




TM415:

7 Principles of Highly Influential People

Training Description:

This intensive training course is designed to cultivate the core habits and mindsets of highly influential people. Through interactive sessions, practical exercises, and real-world case studies, participants will master seven key principles that build trust, inspire action, and drive positive influence in professional and personal spheres.

Training Objectives:

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

- ✓ Understand and apply the 7 core principles of influence.
- ✓ Enhance emotional intelligence and interpersonal effectiveness.
- ✓ Build authentic relationships that foster trust and collaboration.
- ✓ Develop strategies for leading with impact and inspiring change.
- ✓ Strengthen communication, negotiation, and decision-making skills.

Training Designed for:

This training course is intended for Leaders, managers, and supervisors, Entrepreneurs and business owners, Sales, marketing, and customer-facing professionals, HR and learning & development professionals and Anyone seeking to become a more effective, influential leaders.

Training Requirement:

“Hand’s on practical sessions, equipment and software will be applied during the course if required and as per the client’s request.”

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client’s learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ Principle 1 & 2: Character and Credibility
 - The Foundation of Influence: Character First
 - Building Credibility Through Consistency and Integrity
 - Emotional Intelligence and Self-Awareness
 - Managing Personal Bias and Building Authenticity
- ❖ Activities:
 - Self-assessment on credibility gaps
 - Role-playing scenarios on trust-building conversations

DAY TWO:

- ❖ Principle 3: Vision and Purpose
 - The Power of Clear, Compelling Vision
 - Aligning Personal Values with Professional Goals
 - Storytelling as a Tool for Influence
 - Vision Mapping Workshop: Creating Your Influence Roadmap

❖ **Activities:**

- Vision Statement Workshop
- Group storytelling exercises

DAY THREE:

❖ **Principle 4: Active Listening and Empathy**

- Influence Through Deep Listening
- Empathy as a Strategic Leadership Tool
- Recognizing Verbal and Non-Verbal Cues
- Dealing with Difficult Conversations and Conflict

❖ **Activities:**

- Listening Labs (real-time feedback on listening skills)
- Empathy Mapping Exercises

DAY FOUR:

❖ **Principle 5: Strategic Communication**

- Crafting Messages That Move People
- Influence vs. Persuasion: Key Differences
- The Art of Asking Powerful Questions
- Frameworks for Difficult Messages

❖ **Activities:**

- Practice: 3-Minute Influence Talks
- Communication Style Self-Assessment

DAY FIVE:

❖ **Principle 6 & 7 - Collaboration and Continuous Growth**

- Building High-Trust, High-Impact Teams
- The Growth Mindset for Lasting Influence
- Feedback as a Growth Tool
- Designing a Personal Influence Action Plan

❖ **Activities:**

- Peer Collaboration Challenge
- Personal Growth Commitment Ceremony
- Action Plan Presentation

❖ **Course Conclusion**

❖ **POST-ASSESSMENT and EVALUATION**

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA As per the location. This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

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