



# The Emotionally Intelligent Leader

## ABOUT THE COURSE



### Who Is It For?

Leading with impact and influence will help experienced managers develop their skill-set and fulfil their potential. This course will help people in management positions become authoritative leaders for their workforce.

### What Is It About?

How others perceive you and your ability will influence their willingness to follow your lead. How

you represent yourself, your teams and your function, and express what you stand for either explicitly or implicitly, will influence these mind-sets and your levels of success.

This impact training course provides techniques to move you into a position where you lead not only by authority, but more importantly by representing something that inspires others to follow your lead.

### What Will I Get Out Of It?

- Confidence in your personal brand and tools for benchmarking your own behaviours
- Skills to quickly establish meaningful alliances
- The ability to behave in an emotionally intelligent way and stand out from the crowd
- Strong internal and external networks to support, guide and champion you.

## WHAT WILL I LEARN?

### Your Personal Brand

- Examining the perceptual positions of those around you
- Understanding your conscious and unconscious messages
- Being your brand - identify, personify, exemplify
- Developing and preserving your integrity
- Identifying your core values – and how to demonstrate them appropriately
- Your online brand

### Creating Powerful Networks

- Demonstrating your personal and functional value
- Building sustainable relationships across functions
- Breaking down barriers between departments/teams
- Developing your internal and external personal support base

### Self-Management

- Communicating to enhance perception
- Making time for others and yourself
- Developing management mindfulness



## THE EMOTIONALLY INTELLIGENT LEADER HIGHLIGHTS

1. Identifying the five tenets of EI
2. Developing your EI to build leadership credibility
3. Boardroom Impact
4. Bracing yourself for the boardroom: personal presence and influence
5. Representing your function with impact
6. Behavioural strategies for dealing with boardroom personalities
7. Thinking on your feet