



Advanced Leadership Skills Course

Course Brochure

Course Overview

The natural next step for experienced leaders ready to develop deeper coaching, influencing, and team-building skills

Once you've mastered the fundamentals of leadership — clarity, communication, and motivating others — the next challenge is leading through other people. Experienced leaders often plateau not because of what they don't know, but because the skills that got them here aren't the ones they need to keep growing.

What You'll Learn

1 Coaching for Performance

- ▶ The GROW model and structured coaching
- ▶ Asking powerful questions instead of giving answers
- ▶ Developing capability across your team
- ▶ Coaching conversations that drive performance

2 Building High-Performing Teams

- ▶ Stages of team development and what each one needs
- ▶ Setting clear team purpose, roles, and goals
- ▶ Trust, accountability, and psychological safety
- ▶ Managing team dynamics under pressure

3 Influencing Without Authority

- ▶ Stakeholder mapping and prioritisation
- ▶ Building alliances across departments
- ▶ Persuasion techniques that get buy-in
- ▶ Influencing peers, seniors, and other functions

4 Leading Through Change

- ▶ Change models that actually work in practice
- ▶ Communicating change with clarity and honesty
- ▶ Working with resistance, not against it
- ▶ Sustaining momentum after the initial push

5 Difficult Conversations & Accountability

- ▶ Frameworks for the conversations leaders avoid
- ▶ Setting expectations that stick
- ▶ Holding people accountable without micromanaging
- ▶ Following through, even when it's uncomfortable

6 Personal Leadership Effectiveness

- ▶ Managing your own time, energy, and focus
- ▶ Prioritisation when everything feels urgent
- ▶ Emotional intelligence under pressure
- ▶ Developing your authentic leadership style

Who Should Attend

This course is perfect for anyone involved in selling products or services over the phone

- ▶ Leading multiple teams or departments and wanting to develop strategic leadership capabilities for executive roles
- ▶ Preparing for C-suite or board-level positions and needing to think and operate more strategically
- ▶ Responsible for organisational performance and wanting to lead with greater influence and executive presence
- ▶ Managing for 5+ years and wanting to break through to the next level with advanced leadership techniques
- ▶ Managing managers and needing to develop others' leadership capabilities while driving strategic initiatives
- ▶ Driving transformation and needing advanced skills in influencing, strategic thinking, and organisational impact

What's Included

- ✓ Course Materials: Comprehensive workbook, templates, and reference guides to take away
- ✓ Lunch & Refreshments: Full lunch with dietary requirements catered for, plus tea, coffee, and snacks
- ✓ Certificate of Achievement: Certificate of Achievement awarded on successful course completion
- ✓ 3-Month Support: Post-course email support to answer questions as you apply your learning
- ✓ Action Plan: Personalised development roadmap tailored to your specific goals
- ✓ Premium City-Centre Venues: Easy-to-reach venues with excellent transport links and facilities
- ✓ Small Groups: Maximum 10 delegates ensuring personalised attention
- ✓ Expert Trainers: Experienced professionals with real-world expertise and engaging delivery styles

Ready to book, or want to know more?

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