Leadership Influence and Trust: Strategies for Success

13 – 17 September 2027
Barcelona (Spain)



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Why This Course

Effective leadership goes beyond managing tasks—it's about influencing others, building trust, and inspiring teams to achieve their full potential. Leaders who master these skills can drive organizational success, foster positive work cultures, and navigate change with confidence.

The Leadership, Influence, and Trust Program is an intensive 1-week course designed for managers and aspiring leaders who want to enhance their leadership effectiveness. Through a mix of theory, practical exercises, and real-world scenarios, participants will gain the tools to lead with credibility, influence, and integrity.

What You'll Learn and Practice

By participating in this program, you will:

- Develop a deep understanding of leadership principles and how to apply them effectively.
- Master techniques for influencing and persuading stakeholders in professional settings.
- Learn strategies to build, maintain, and, when necessary, rebuild trust within teams and organizations.
- Enhance communication skills to support change initiatives and foster a positive work environment.
- Develop a personal leadership style that inspires, motivates, and drives results.

The Program Flow

Day 1: Foundations of Leadership

- Understanding leadership theories and styles.
- Conducting a self-assessment of leadership capabilities.
- Applying emotional intelligence in leadership contexts.
- Developing a personal leadership philosophy aligned with values and goals.

Day 2: The Art of Influence

- Principles of persuasion and influence in organizational settings.
- Developing political savvy and navigating organizational dynamics.
- Effective negotiation techniques for achieving win-win outcomes.
- Influencing others without relying solely on formal authority.



Day 3: Building and Rebuilding Trust

- Recognizing the critical role of trust in leadership success.
- Identifying behaviors that build or erode trust.
- Strategies for repairing broken trust and restoring credibility.
- Creating and sustaining a high-trust organizational culture.

Day 4: Leading Change and Innovation

- Applying change management models and best practices.
- Communicating change effectively to gain support and alignment.
- Overcoming resistance and fostering a positive approach to transitions.
- Encouraging innovation, creativity, and collaboration in teams.

Day 5: Putting It All Together

- Developing a personalized leadership action plan for immediate application.
- Strategies for ongoing leadership growth and development.
- Addressing ethical considerations in decision-making and leadership.
- Leading effectively across cultures, generations, and diverse teams.

Individual Impact

Participants will:

- Create a personalized leadership development plan tailored to their goals and role.
- Enhance their ability to influence and persuade colleagues and stakeholders.
- Strengthen skills in building, maintaining, and restoring trust.
- Gain confidence in leading change initiatives and fostering innovation.

Work Impact

Organizations will benefit from leaders who can:

- Inspire and motivate teams to achieve higher performance.
- Build and sustain trust across departments and teams.
- Influence outcomes and align stakeholders to organizational goals.
- Lead change initiatives effectively while encouraging innovation and engagement.

Training Methodology

The program blends theory with hands-on application through:



- Interactive workshops on leadership, influence, and trust-building.
- Practical exercises and role-plays for real-world leadership scenarios.
- Case studies illustrating leadership challenges and successful strategies.
- Peer discussions and reflective sessions to reinforce learning and application.

Beyond the Course

Upon completion, participants will be ready to:

- Lead with credibility, influence, and integrity in any organizational context.
- Apply strategies for building trust, motivating teams, and driving change.
- Navigate complex organizational dynamics with confidence.
- Foster a culture of innovation, collaboration, and continuous improvement.

