Leading with Excellence: Mastering Leadership Skills

11 – 15 January 2027
Vienna (Austria)



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Why This Course

Effective leadership requires a balanced combination of strategic thinking, strong communication, and the ability to guide teams through challenges and change. In today's dynamic business environment, leaders must make sound decisions, influence stakeholders, and build teams capable of delivering sustainable results.

This intensive 1-week leadership development program is designed to strengthen the core capabilities needed to lead with confidence and impact. Through a blend of leadership theory, practical tools, and real-world exercises, participants will enhance their negotiation skills, sharpen their critical thinking, and learn how to build high-performing teams while driving strategic initiatives within their organizations.

What You'll Learn and Practice

By participating in this program, you will:

- Master advanced negotiation and persuasion techniques for effective leadership.
- Strengthen critical thinking and decision-making skills in complex environments.
- Develop practical strategies for building and leading high-performing teams.
- Learn how to manage organizational change and guide teams through transitions.
- Enhance communication and influence skills to inspire and motivate others.
- Apply strategic planning methods that support long-term organizational success.

The Program Flow

Day 1: Foundations of Leadership Excellence

- Understanding different leadership styles and their impact on teams.
- Developing self-awareness and emotional intelligence as a leader.
- Strengthening communication skills for effective leadership.
- Building trust, credibility, and strong relationships within teams.

Day 2: Advanced Negotiation and Persuasion

- Applying win-win negotiation techniques in leadership situations.
- Developing persuasive presentation and influence skills.
- Managing resistance and handling difficult conversations.
- Using persuasion principles to strengthen leadership impact.



Day 3: Critical Thinking and Decision Making

- Enhancing structured problem-solving capabilities.
- Applying analytical thinking to complex business challenges.
- Making effective decisions under pressure and uncertainty.
- Encouraging innovation and creative thinking within teams.

Day 4: Building and Leading High-Performance Teams

- Understanding team dynamics and stages of team development.
- Motivating and engaging team members to achieve shared goals.
- Managing conflicts constructively and promoting collaboration.
- Delegating responsibilities and empowering team members.

Day 5: Strategic Leadership and Change Management

- Developing and communicating a compelling organizational vision.
- Creating practical strategic plans aligned with business goals.
- Leading successful change initiatives within organizations.
- Measuring leadership effectiveness and sustaining results.

Individual Impact

- Strengthen your leadership confidence and professional presence.
- Improve negotiation, communication, and influence capabilities.
- Enhance decision-making skills in complex situations.
- Develop a clear leadership roadmap for continued growth.

Work Impact

- Improve team collaboration, engagement, and productivity.
- Support better strategic decision-making across the organization.
- Enable leaders to manage change and innovation more effectively.
- Strengthen the organization’s ability to achieve long-term goals.

Training Methodology

This program combines conceptual knowledge with practical learning to ensure immediate application in the workplace. Learning methods include:

- Interactive workshops and leadership simulations.
- Case studies based on real organizational challenges.
- Group exercises focused on negotiation, decision-making, and team leadership.
- Peer discussions and guided reflection.
- Practical frameworks and leadership tools for ongoing use.



Beyond the Course

By the end of the program, participants will be ready to:

- Lead teams with greater confidence and effectiveness.
- Influence stakeholders and negotiate successfully in complex situations.
- Build high-performing teams that deliver consistent results.
- Apply strategic thinking to guide their organizations toward sustained success.

