informatech



PLANNING AND STRATEGY MANAGEMENT | COURSE

Master Class on Leading People & Innovation

UK
+44 33 000 111 90
info@informatech.co.uk
https://informatech.co.uk
63-66 Hatton Garden Hatton Garden
EC1N 8LE , London

NL
+31 85 74 444 46
info@infomatech.nl
https://infomatech.nl
Waarderweg 50 - 2031PB
Haarlem - Netherlands



Course content

Why Attend

Why Choose Master Class on Leading People & Innovation Training Course?

What is Leadership Success?

Many would say “sustainability” others “profitability”.

Whatever your definition, leadership success depends upon productivity and having a competitive advantage.

Productivity comes through people, not just ordinary people but people who are engaged. Competitive advantage comes from the ability to innovate and change to meet ever changing demands from global customers.

Both require a more effective leader who creates rapport, synergy and two-way trust.

Engagement is crucial to personal and business success. Leaders need to develop highly effective business relationships through emotional intelligence and influence and engage people more effectively.

Leaders cannot live on their reputation whilst others take the competitive advantage. They must learn from their mistakes. Creativity and innovation are the keys to the future.

Engagement and improved workplace productivity are essential to your company’s sustainability.

This Master Class on Leading People & Innovation training course firstly aims to provide you with the Effective People Skills that will arm you with a rich and powerful range of skills and methods to help you gain the full benefits of interpersonal and intrapersonal excellence. The second aim focuses on Innovation & Productivity in the Workplace to build the critical skills that will enable delegates to build productive relationships and successfully interact with others in the organisation.

This Master Class on Leading People & Innovation training course will provide an ‘MBA level’ experience in terms of content, instruction, discussion, and team exercises.

This Master Class on Leading People & Innovation training course will feature:

• Develop strong, influential relationships with others

• Creating successful teams that work productively together



Course content

Why Attend

• Applying creativity and innovation to meet new challenges

• Managing conflict and leading collaborative relationships

• Leading a proactive & innovative culture

Who is this Training Course for?

This Master Class on Leading People & Innovation training course is designed for professionals at all levels and across all functions or disciplines, who seek to inform and enhance their organisational and professional practice.

It is specifically directed at those who wish to take responsibility for identified “gaps” between their current performance and the level of potential to which they aspire.

This developmental training course seeks to establish impactful behavioural changes that add value to employees, managers and leaders alike.

This Master Class on Leading People & Innovation training course is suitable to a wide range of professionals but will greatly benefit:

• All professionals who seek to enhance their true potential through applying best practice in interpersonal skills

• Those employees who have had limited opportunities for personal and career-based development training

• Those who may be moving into supervisory or managerial positions and wish to learn tools and tactics for productive interpersonal behaviour

• Experienced professionals seeking a “refresher “course that will enhance their interpersonal, team and management skills

• Employees identified as "high potential" for "fast track" candidates who are likely to move into management posts in the near future and require the tools and techniques to build positive relationships



Course content

Course outline

Day one: The Core Interpersonal Skill

- Person-to-Person communication
- Barriers to effective communication
- Non-verbal communication
- The Active listening models
- Styles of communication
- Preparing and delivering great presentations

Day two: Building Winning Working Relationships

- The TRUST Factor
- Avoiding the collusion phenomenon
- A Change of Heart
- Interpersonal Dialogue: Core Principles
- Understand the definition and meaning of interpersonal
- Harnessing harmful behavior

Day three: Understanding Groups and Team Dynamics

- High performing teams vs. traditional work group
- The three elements of high-performance teams
- Understanding the types of teams
- The stages of team development
- Team member styles
- Capitalizing on the team player styles within your team



Course content

Course outline

- Micro political conflict in organisations: the transactional analysis perspective
- Personality traits, behaviours and conflict management
- Relationship Awareness Theory: managing my personal response to conflict
- Managing without confrontation: assertive communications
- Preparing for effective negotiating: influence and the characteristics of world class negotiators
- Generating Productive Outcomes: the Agreement Box model of 'win- win'

Day four: Teamwork and Collaboration

- Giving and receiving effective feedback
- Dealing with conflict Constructively
- Symptoms of conflict situations
- Getting to win-win
- Understanding team player styles
- Fostering and encouraging team creativity
- Prioritization and time management: focusing on the critical objectives
- Taking control: essential tips for personal productivity
- Transformational objectives: From SMART performance to SMARTER performance
- Leading productive meetings work: managing appreciating and utilizing diversity
- Leading meetings with creative flair: thinking differently for new answers
- Project management overview and fundamentals: first steps

Day five: Increasing Personal Productivity

- Growing your personal power
- Achieving emotional excellence inner mastery



Course content

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- Our time and your life
- Growing personal productivity
- Direction through personal Integrity
- Designing a strategic plan for your life and career
- Building the positive self-image
- Establishing empowering beliefs
- NLP and the power of optimism to create the future you deserve
- The power of proactivity: the first competence on the road to excellence
- Psychological profiling : the science of personality and performance
- Professional competence: the added value you bring to the organisation



Seminar dates

Available seminar dates

Live dates and pricing for Master Class on Leading People & Innovation generated from the course details page.

Date	Location	Format	Fee
21 - 25 December 2026	Amsterdam - Netherlands	Classroom	**€3,400.-**
18 - 22 January 2027	Rome - Italy	Classroom	**€3,400.-**
15 - 19 February 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
15 - 19 March 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 April 2027	London - U.K	Classroom	**€3,360.-**
17 - 21 May 2027	Geneva - Switzerland	Classroom	**€4,200.-**
21 - 25 June 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
19 - 23 July 2027	Geneva - Switzerland	Classroom	**€4,200.-**
16 - 20 August 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
20 - 24 September 2027	Rome - Italy	Classroom	**€3,400.-**
18 - 22 October 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
15 - 19 November 2027	Barcelona - Spain	Classroom	**€3,080.-**
20 - 24 December 2027	London - U.K	Classroom	**€3,360.-**

Live online option	Online delivery is available at €1,850.-.