informatech



LEADERSHIP AND MANAGEMENT | COURSE

Leading with Confidence

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Course content

Why Attend

Course Introduction

Would you entrust your loyalty to a leader lacking in confidence? For most people, the answer is a resounding "No."

Effective leadership hinges on a strong sense of self-confidence, which leaders must demonstrate to inspire trust and followership.

It's challenging to fully commit to someone who lacks belief in their own abilities. This Leading with Confidence training course serves as an intensive self-confidence workshop, catering to individuals whether they are naturally reserved, already assertive, or anywhere in between. Led by a dedicated confidence coach with a proven track record in empowering countless individuals, this course guarantees a significant boost in self-assurance.

Participants will learn invaluable techniques to bolster confidence in various crucial areas such as public speaking, conducting meetings, managing conflicts, pitching ideas persuasively, engaging with senior executives, and leading teams effectively. For those ready to invest a week in personal growth, this training course promises to be transformative, helping to banish uncertainty and self-doubt once and for all.

Course Objectives

By attending this training course, you should achieve these goals

- Achieve a Higher Level of Self-Confidence in All Aspects of Business Life
- Deliver Inspiring and Professional Business Presentations
- Run Meetings and Workshops with Confidence
- Deal with Conflict Situations Head on With Confidence
- Gain the Respect and Trust of Others

Who should Attend?



Course content

Course Objectives

This training course is suitable for anyone who is looking to boost their level of self-confidence and leadership skills. From the shy to the strong; each participant will be coached at their individual level by a professional, experienced self-confidence coach. If you are having responsibility for managing others, an aspiring future leader, seasoned professional this course is a must to take your ability to lead to the next level.

- Aspiring Leaders of the future
- Team Leaders
- Managers
- Engineers
- Supervisors

Course outline

Day One: Creating a Confident and Credible Image

- Where does self confidence come from
- The comfort zone and its impact on business success
- Banishing the fear of speaking in public
- Self perception and its impact on confidence
- How being confident can help you raise your profile
- Body language and its impact on credibility

Day Two: Confident Communication to Groups

- How to run efficient and effective meetings
- How to prepare for and structure a business presentation
- How to get over the nerves of giving a business presentation



Course content

Course outline

- Dealing with questions from senior leaders
- How to sell yourself and your organization and your ideas
- Building rapport in business presentations

Day Three: Confident Communicating to Get Results

- The power of using stories to get messages across
- Using analogies effectively
- Using evidence to win people over to your way of thinking
- Increasing your personal power and charisma
- When to be strong and when to play weak
- Inclusive/exclusive language and its effect on people

Day Four: Communicating Passion

- The importance of passion
- Developing courage and confidence in conflict situations
- Beating your comfort zone and taking more risks
- Using our full range of communication
- Powerful closes that move people to action
- Become a magnetic personality

Day Five: Enhancing your Profile Within the Business

- How to conduct yourself to senior people
- How to sell change to people who don't want to change
- How to sell unpopular policies to team



Course content

Course outline

- How to make yourself memorable
- Be a radiator, not a drain
- The speaking challenge



Seminar dates

Available seminar dates

Live dates and pricing for Leading with Confidence generated from the course details page.

Date	Location	Format	Fee
21 - 25 December 2026	Rome - Italy	Classroom	**€3,400.-**
18 - 22 January 2027	Istanbul - Turkey	Classroom	**€2,280.-**
15 - 19 February 2027	Cape Town - South Africa	Classroom	**€3,400.-**
15 - 19 March 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 April 2027	Paris - France	Classroom	**€3,600.-**
17 - 21 May 2027	Frankfurt - Germany	Classroom	**€2,600.-**
21 - 25 June 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 July 2027	Frankfurt - Germany	Classroom	**€2,600.-**
16 - 20 August 2027	Rome - Italy	Classroom	**€3,400.-**
20 - 24 September 2027	Istanbul - Turkey	Classroom	**€2,280.-**
18 - 22 October 2027	Cape Town - South Africa	Classroom	**€3,400.-**
15 - 19 November 2027	Barcelona - Spain	Classroom	**€3,080.-**
20 - 24 December 2027	Paris - France	Classroom	**€3,600.-**

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