



Leadership Skills: Change Management and Influence

Date: 26 November 2019

Venue: Blackheath Johannesburg

Duration: One Day



Leadership Skills: Change Management and Influence

Why Choose this Training Course?

Handling organisational change effectively will significantly reduce associated fear and negativity and stop the rumor mill. By training your managers, they will be ready to support their teams as they adjust to change and learn new ways of doing things while feeling secure in the process.

"The oldest and strongest emotion of mankind is fear, and the oldest and strongest kind of fear is fear of the unknown." – H.P. Lovecraft

Course Objectives:

- Understanding change
- How to initiate and lead change
- Four stages of change transition
- Communication through change
- Appropriate use of power
- Influence techniques
- Getting others to follow your lead
- Unpopular decisions

Who Should Attend:

- Managing Directors
- Directors
- Direct Managers

FACILITIES FOR PARTICIPANTS

- Comprehensive Training Material
- Certificate of Attendance
- Stationeries: (Pen and Writing Pad)
- Training Room with Full AC Facilities and multimedia
- Subject matter expert facilitators who are qualified and accredited.
- Post assessment and feedback forms will be completed by the delegates at the end of training to ensure that training needs were met.
- The training takes place in a classroom environment using technology or online with virtual facilitation and coaching.
- Kindly bring own laptop

INVESTMENT

R 3, 750.00 Per Delegate (Exl. Vat)

NB: You will receive a 10% discount for bringing more than 5 delegates, and training will be held at your office for bookings of 5 or more people.



COURSE CONTENT



MODULE 1

Understanding Change

- Understand the difference between leading and managing change, the difference between change and transition, know the hierarchical roles and responses to change, and apply general guidelines for effective change transitions.
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MODULE 3

Four Stages of Change Transitions

- Apply a model for leading and managing the four stages of change transitions and the tasks associated with each stage.
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MODULE 5

Leading Non-Stop Change

- Implement strategies for leading non-stop simultaneous change, understand how to anticipate and plan for obstacles, and build trust.
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MODULE 7

Influence Techniques

- Understand five levels of earned leadership and implement five influence techniques.
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MODULE 9

Unpopular Positions

- Understand seven guidelines others will use when evaluating the worth of your leadership direction, know the dangers of blind faith, and apply six remedies for Groupthink.

MODULE 2

Initiating and Leading Change

- Know the primary role of leaders, implement six targets for change, apply steps for sponsoring change, and understand five criteria for achieving worthwhile results.
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MODULE 4

Communicating through Change Transitions

- Understand the dynamics of human nature and change, set a climate for cooperation, know the four ways people leave their comfort zones, and apply tasks for communicating in each of the change transition stages
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MODULE 6

Appropriate Use of Power

- Know seven types of leadership power and when to use each.
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MODULE 8

Getting Others to Follow Your Lead

- Know how to increase likeability, charisma, create great first impressions, and inspire others to immediate action
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MODULE 10

Win-Win Negotiations

- Identify opportunities for negotiation, know the qualities of win-win negotiations, apply seven steps in the negotiation process, and implement five basic strategies

THE CERTIFICATE

Chart Learning Solutions Certificate of Attendance for delegates who attend and complete the course

DURATION OF THE COURSE

One Day



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Please do not hesitate to contact us on:

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