



Consulting and Training | Reach New Heights

Course Name

Leadership Presence and Influencing Skills

Sector Name

Management And Leadership

Document Type

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Leadership Presence and Influencing Skills

Course Introduction

Leadership influence is not determined solely by organizational position or formal authority. In complex organizations, leaders must be able to communicate with confidence, establish credibility, read organizational dynamics, influence different stakeholders, and build support for ideas and decisions.

Leadership presence represents the combination of how leaders think, communicate, behave, and are perceived by others. Leaders must understand what matters to different stakeholders, adapt their communication approach, build trust, manage resistance, and create alignment without relying exclusively on authority. They must also remain composed and credible when facing disagreement, pressure, difficult conversations, or competing interests.

This **three-day** program develops the personal and interpersonal capabilities required to strengthen leadership presence and influence. It progresses from leadership presence and credibility to executive communication, stakeholder influence, persuasion, resistance management, and high-stakes leadership conversations.



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Leadership Presence and Influencing Skills

Target Audience

- ✓ Senior Managers
- ✓ Department Heads
- ✓ Team Leaders
- ✓ Emerging Leaders
- ✓ High-Potential Professionals
- ✓ Project and Program Managers
- ✓ Functional Leaders
- ✓ Professionals working across organizational boundaries

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Leadership Presence and Influencing Skills

Learning Objectives

- ✓ Strengthen personal leadership presence and credibility.
- ✓ Communicate with greater confidence, clarity, and executive impact.
- ✓ Adapt communication approaches to different stakeholders.
- ✓ Understand sources of influence beyond formal authority.
- ✓ Build persuasive messages around stakeholder priorities.
- ✓ Manage resistance and differing perspectives.
- ✓ Conduct difficult conversations with confidence and professionalism.
- ✓ Strengthen interpersonal credibility and trust.
- ✓ Influence decisions and organizational alignment effectively.

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Course Outline

✓ Day 01

Foundations of Executive Leadership Presence

- ✓ Understanding the dimensions of leadership presence
- ✓ Building credibility through consistency and professional conduct
- ✓ Managing first impressions and professional perceptions
- ✓ Demonstrating confidence without creating unnecessary dominance
- ✓ Aligning personal behavior with leadership expectations
- ✓ Strengthening authenticity and leadership credibility

Effective leadership Communication Style

- ✓ Communicating with clarity and purposeful structure
- ✓ Using concise language in leadership communication
- ✓ Managing tone, pace, and emphasis
- ✓ Demonstrating confidence through verbal and non-verbal communication
- ✓ Adapting communication style to organizational contexts
- ✓ Developing a communication presence that supports leadership impact

The Psychology of Organizational Influence

- ✓ Understanding formal and informal sources of influence
- ✓ Identifying stakeholder motivations and interests
- ✓ Recognizing organizational dynamics that affect influence
- ✓ Understanding credibility, trust, and reciprocity
- ✓ Building influence through relationships and expertise
- ✓ Selecting influence approaches according to the situation

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Course Outline

✓ Day 02

Stakeholder Persuasion and Alignment

- ✓ Identifying what different stakeholders value
- ✓ Framing messages around stakeholder priorities
- ✓ Connecting proposals with organizational interests
- ✓ Building persuasive arguments using evidence and logic
- ✓ Addressing competing priorities between stakeholders
- ✓ Creating alignment around shared outcomes

Persuasive Leadership Communication

- ✓ Structuring messages around purpose and desired outcomes
- ✓ Using evidence to strengthen leadership arguments
- ✓ Balancing logic, credibility, and emotional connection
- ✓ Communicating recommendations with confidence
- ✓ Adapting messages for senior decision-makers
- ✓ Strengthening clarity and impact in leadership communication

Executive Conversations and Decision Influence

- ✓ Guiding conversations toward meaningful decisions
- ✓ Asking questions that uncover stakeholder priorities
- ✓ Challenging assumptions without damaging relationships
- ✓ Presenting alternative perspectives constructively
- ✓ Influencing discussions under time and information constraints
- ✓ Maintaining credibility when decisions are contested

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Course Outline

✓ Day 03

Managing Resistance to Leadership Initiatives

- ✓ Identifying sources of stakeholder resistance
- ✓ Distinguishing genuine concerns from positional resistance
- ✓ Understanding emotional and organizational responses to change
- ✓ Addressing objections through evidence and dialogue
- ✓ Reframing resistance around shared interests
- ✓ Maintaining leadership credibility during disagreement

Difficult Conversations and Constructive Challenge

- ✓ Preparing for conversations involving sensitive issues
- ✓ Delivering challenging messages with clarity and respect
- ✓ Managing defensive or emotional responses
- ✓ Maintaining composure under interpersonal pressure
- ✓ Challenging performance or behavior appropriately
- ✓ Reaching constructive outcomes without compromising leadership standards

Executive Influence and Organizational Impact

- ✓ Influencing complex decisions involving multiple stakeholders
- ✓ Building executive-level credibility across organizational boundaries
- ✓ Navigating competing agendas and interests
- ✓ Using strategic relationships to strengthen influence
- ✓ Communicating under visibility and pressure
- ✓ Sustaining leadership impact beyond individual interactions

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Oct. 17, 2027	Oct. 19, 2027	3 days	3250.00 \$	KSA , Riyadh
Jan. 4, 2027	Jan. 6, 2027	3 days	3950.00 \$	Spain , Barcelona
Dec. 6, 2026	Dec. 8, 2026	3 days	3250.00 \$	KSA , Riyadh

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