



Consulting and Training | Reach New Heights

Course Name

Advanced Leadership and Relationship Mastery

Sector Name

Management And Leadership

Document Type

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Advanced Leadership and Relationship Mastery

Course Introduction

This comprehensive **five-day** training program combines the essential elements of leadership and relationship management skills to empower participants with advanced techniques for success in a professional environment

The program covers a broad spectrum, focusing on effective communication, relationship building, and leadership strategies, plus how to use the 7 habits of highly effective people to achieve the required success in their professional life as effective leaders.

Through interactive exercises, case studies, and real-world scenarios, participants will gain practical insights to enhance their leadership capabilities and build lasting, impactful relationships.

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Target Audience

This program is designed for leaders, managers, supervisors, executives, directors, team leaders, and individuals eager to enhance their networking, influencing, and leadership skills.

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Learning Objectives

- ✓ Apply breakthrough leadership and communication techniques to drive business value and enhance their leadership prowess.
- ✓ Comprehend the role of trust in establishing successful relationships.
- ✓ Identify, analyse, and engage stakeholders using the power/interest matrix.
- ✓ Navigate challenges such as delivering unpopular news, boosting team motivation, and winning hearts and minds effectively.
- ✓ Communicate confidently in any environment.
- ✓ Recognize the influence of context when communicating and building relations with others.
- ✓ Develop, manage, and nurture relationships, transitioning from transactional to transformational.
- ✓ Identify how to use the 7 habits of highly effective people to achieve leadership success.
- ✓ Expand and diversify their network of influence and success.
- ✓ Evaluate paradigms and harmonize them with principles of efficiency.
- ✓ Take ownership, concentrate, and take action on what is within your control and sphere of influence.
- ✓ Enhance collaboration with others through the establishment of trusting relationships.

- ✓ Persuade others by gaining a thorough comprehension of their viewpoints.
- ✓ Create inventive solutions that embrace diversity and fulfill the needs of all major stakeholders.
- ✓ Boost motivation, vitality, and equilibrium between work and personal life by prioritizing rejuvenation.

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Course Outline

✓ 01 Day One

Understanding Relationships and the Trust Factor:

- ✓ The significance of relationships and networks.
- ✓ Moving beyond self-centred perspectives.
- ✓ Addressing challenges posed by contemporary habits.
- ✓ Unpacking the importance of trust.
- ✓ Positive relationships versus coerced relationships.
- ✓ Exploring the Johari Window.

Relationships and Communication:

- ✓ The three components of communication.
- ✓ The significance of assertiveness – pros and cons.
- ✓ Introducing the Botari Box.
- ✓ Establishing rapport in the workplace.

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Course Outline

✓ 02 Day Two

Connecting with Hearts and Minds:

- ✓ Managing stakeholders' expectations.
- ✓ Crafting a persuasive message that elicits appropriate emotions.
- ✓ Adapting your message to align with stakeholders' needs, wants, and communication style.

Building and Influencing Relationships:

- ✓ Understanding power and influencing dynamics.
- ✓ Incorporating Dale Carnegie principles and self-awareness.
- ✓ Recognizing the role of context in building successful relationships.
- ✓ Soliciting feedback and diverse perspectives.
- ✓ Investing in relationships.
- ✓ Shifting from transactional to transformational interactions.
- ✓ Practical tips for cultivating positive relationships.

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Course Outline

✓ 03 Day Three

Mastering Successful Networking:

- ✓ The advantages of expanding your network.
- ✓ Key considerations for effective networking.
- ✓ Simple guidelines for building and nurturing your network.

Leadership and Effective Communication:

- ✓ Organizing and delivering thoughts and messages.
- ✓ Significance of communication for any leader.
- ✓ Effective communication of tasks and assignments.
- ✓ Addressing performance issues through communication.

Earning Credibility as a Leader:

- ✓ Establishing your credibility.
- ✓ Identifying the five main sources of a leader's power.
- ✓ Adapting communication style based on team members and conditions.
- ✓ Motivating through effective communication.

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Course Outline

✓ **04 Day Four**

Winning Hearts and Minds of People:

- ✓ Managing employees' expectations.
- ✓ 'Selling' your ideas to an audience.
- ✓ Crafting a persuasive message that evokes the right emotions.
- ✓ Reframing the message for impact.

Building Consensus, Commitment, and Cooperation:

- ✓ Addressing ethical dilemmas faced by leaders.
- ✓ Identifying techniques for building consensus.

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Course Outline

✓ 05 Day Five

Using The 7 Habits of Highly Effective People to achieve leadership success: “Workshop.”

Habit 1: Be proactive

- ✓ What is the meaning of being proactive?
- ✓ Are you reactive or proactive?
- ✓ The characteristics of proactive people.
- ✓ How to change the way you speak to yourself?
- ✓ What is the proactive approach to a mistake?
- ✓ How to be more proactive person?

Habit 2: Begin with the end in mind:

- ✓ Planning for your own future: tips and tricks.
- ✓ Why is it important to develop a personal mission statement? And how to do it?
- ✓ How to identify your own life goals?
- ✓ How to thrive on change?

Habit 3: Put First Things First:

- ✓ Why do leaders need to set and organize their priorities?

- ✓ What are the differences between the urgent and the important? And how to react to each of them?
- ✓ Why do effective people need to have the ability to pursue opportunities?
- ✓ How to identify your key important roles and results?
- ✓ Managing time to achieve important results.

Habit 4: Seek to understand, then be understood:

- ✓ How to (listen to understand)?
- ✓ Empathy vs sympathy.
- ✓ What is the Empathic listening? And how to apply it?
- ✓ Why is the human dynamic more important than the technical dimensions? "Case studies".
- ✓ Influence others by developing a deep understanding of their perspectives.

Habit 5: Think "win-win":

- ✓ The meaning of self-discipline.
- ✓ How to build self-discipline?
- ✓ What is The Emotional Bank Account?
- ✓ How to increase your Emotional Bank Account?
- ✓ The three traits of Win/Win:
 - ✓ Integrity.
 - ✓ Maturity.
 - ✓ Abundance Mentality.
- ✓ How to use "Think win-win" in developing the way you deal with others and increasing your Emotional Bank Account?

Habit 6: Synergize:

- ✓ What is the meaning of Synergy?
- ✓ The importance of Synergy.
- ✓ How to release creativity?
- ✓ How to use creativity to experience synergy with your team?

- ✓ Collaborate more effectively with others by building high-trust relationships.

Habit 7: Sharpen the saw:

- ✓ What does it mean to “Sharpen your Saw”?
- ✓ What are the four aspects of our natures?
- ✓ How to take care of your spiritual dimension?
- ✓ How to increase motivation, energy, and work/life balance by making time for renewal.

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 7, 2026	Dec. 11, 2026	5 days	5950.00 \$	USA , Los Angeles
July 11, 2027	July 15, 2027	5 days	4250.00 \$	KSA , Al Khobar
June 21, 2027	June 25, 2027	5 days	4250.00 \$	UAE , Dubai
Jan. 18, 2027	Jan. 22, 2027	5 days	4250.00 \$	UAE , Dubai

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