London TDM

Management and Leadership

Course Venue: United Kingdom - London

Course Date: From 08 March 2026 To 12 March 2026

Course Place: London Paddington

Course Fees: 6,000 USD

Introduction

Effective communication is crucial for senior managers who need to lead teams, influence stakeholders, and drive organizational success. This 5-day course is designed to equip senior managers with advanced communication skills to enhance their leadership roles. Participants will engage in practical exercises and gain insights to transform their communication strategies for high impact.

Objectives

- Enhance verbal and non-verbal communication skills.
- Develop strategies for effective listening and feedback.
- Master the art of persuasive communication.
- Strengthen communication in challenging situations.
- Implement strategies for building strong relationships with stakeholders.

Course Outlines

Day 1: Foundations of High-Impact Communication

- Understanding the principles of high-impact communication.
- Identifying communication styles and their effect on management.
- Role of trust and credibility in effective communication.
- Building confidence and presence in communication.
- Group activities to recognize and adapt different styles.

Day 2: Active Listening and Feedback

- Understanding the significance of active listening.
- Improving listening skills through practical exercises.
- Effective feedback techniques for performance improvement.
- Identifying barriers to effective listening and strategies to overcome them.
- Role-plays to practice feedback in real scenarios.

Day 3: Mastering Persuasive Communication

- Techniques for persuasive messaging.
- Crafting compelling presentations for senior audiences.
- Leveraging storytelling for impact and persuasion.
- Handling objections and resistance skillfully.
- Workshop: Developing a persuasive communication plan.

Day 4: Communication Strategies for Challenging Situations

- Managing difficult conversations with diplomacy.
- Communicating in crisis situations: Dos and Don'ts.
- Conflict resolution techniques for senior managers.
- Navigating cultural and generational communication barriers.
- Case study analysis for challenging communication scenarios.

Day 5: Building Strong Stakeholder Relationships

- Strategies for building and maintaining trust with stakeholders.
- Understanding and leveraging stakeholder interests and needs.
- Balancing stakeholder expectations with organizational goals.
- Influencing and negotiating win-win outcomes.
- Creating a personal action plan for ongoing communication development.