High-Impact Leadership and Emotional Intelligence Influence Training Course



07 - 11 Dec 2026

Milan

5900 € (Per Person)

Ref: #MA8621_16440

Course Introduction / Overview:

This comprehensive training course, offered by BIG BEN Training Center, is meticulously designed to cultivate high-impact leadership capabilities by deeply integrating emotional intelligence and strategic influence. In today's dynamic global landscape, effective leadership transcends traditional management, demanding a profound understanding of human emotions and the ability to inspire and guide others with authenticity. Participants will embark on a transformative journey to enhance their self-awareness, master self-regulation, develop acute social awareness, and refine their relationship management skills, all critical components of emotional intelligence. The curriculum draws upon seminal works in the field, including insights from Daniel Goleman's groundbreaking research, notably his work in "Primal Leadership: Realizing the Power of Emotional Intelligence," which underscores the profound impact of emotionally intelligent leaders on organizational climate and performance. This course provides practical frameworks and actionable strategies for leaders to not only understand their own emotional landscape but also to effectively read and respond to the emotions of their teams and stakeholders. By fostering a culture of empathy, trust, and clear communication, participants will learn to exert positive influence, drive engagement, and navigate complex challenges with resilience. This program is essential for anyone aspiring to lead with greater impact, foster collaborative environments, and achieve sustainable organizational success through enhanced leadership development and strategic influence.

Target Audience / This training course is suitable for:

- Senior Managers and Executives.
- Team Leaders and Supervisors.
- Project Managers and Program Directors.
- Aspiring Leaders and High-Potential Employees.
- Human Resources Professionals.
- Organizational Development Specialists.
- Entrepreneurs and Business Owners.
- Consultants and Coaches.
- Government Agency Officials.

Target Sectors and Industries:

- Technology and Innovation.
- Healthcare and Pharmaceuticals.
- Financial Services and Banking.
- Manufacturing and Engineering.
- Retail and Consumer Goods.
- Education and Academia.
- Non-Profit and Charitable Organizations.
- Consulting and Professional Services.
- Government Agencies and Equivalents.
- Telecommunications.
- Energy and Utilities.
- Logistics and Supply Chain.

Target Organizations Departments:

- Executive Leadership.
- Human Resources.
- Operations Management.
- Sales and Marketing.
- Project Management.
- Research and Development.
- Customer Service.
- Strategic Planning.
- Organizational Development.
- Public Relations.
- Finance and Accounting.

Course Offerings:

By the end of this course, the participants will have able to:

- Assess their personal leadership styles and emotional intelligence levels.

- Develop advanced self-awareness and self-regulation techniques.
- Enhance empathy and social awareness for improved team dynamics.
- Master effective communication and active listening skills.
- Implement strategies for building trust and fostering collaboration.
- Navigate conflict and difficult conversations with confidence.
- Inspire and motivate teams towards shared goals and vision.
- Cultivate a positive organizational culture through emotional intelligence.
- Apply ethical leadership principles in decision-making processes.
- Develop powerful influencing strategies for stakeholder engagement.
- Drive change initiatives with resilience and strategic foresight.
- Create a personal action plan for continuous leadership development.

Course Methodology:

This High-Impact Leadership and Emotional Intelligence Influence Training Course employs a highly interactive and experiential methodology designed to maximize learning and practical application. BIG BEN Training Center believes in a dynamic approach that moves beyond theoretical concepts to real-world scenarios. The course integrates a blend of engaging techniques including interactive workshops, group discussions, and collaborative problem-solving exercises. Participants will benefit from in-depth case studies that explore diverse leadership challenges and successful emotional intelligence applications, providing valuable insights and strategic thinking opportunities. Role-playing simulations will allow participants to practice new skills in a safe and supportive environment, receiving constructive feedback to refine their approach to influencing and motivating others. Self-assessment tools and peer coaching sessions will foster personal reflection and accelerate individual leadership development. The methodology emphasizes practical application, ensuring that participants can immediately implement the learned strategies in their professional roles. This hands-on approach, combined with expert facilitation, ensures a rich learning experience that builds confidence and competence in high-impact leadership and emotional intelligence.

Course Agenda (Course Units):

Unit One: Foundations of High-Impact Leadership and Emotional Intelligence

- Understanding the essence of high-impact leadership.
- Exploring the components of emotional intelligence.
- The neuroscience of emotions in leadership.
- Assessing personal emotional intelligence strengths and areas for development.
- Setting the stage for transformative leadership.
- The role of emotional intelligence in strategic influence.
- Building a foundation for authentic leadership.

Unit Two: Developing Self-Awareness and Self-Regulation

- Deep dive into self-awareness: recognizing emotions and their impact.
- Techniques for emotional self-assessment and reflection.
- Mastering self-regulation: managing impulses and adapting to change.
- Developing resilience and stress management strategies.
- Cultivating a growth mindset for continuous improvement.
- Understanding personal values and their influence on leadership.
- Practicing mindfulness for enhanced emotional control.

Unit Three: Mastering Social Awareness and Relationship Management

- Developing empathy: understanding others' perspectives and emotions.
- Organizational awareness: reading group dynamics and power structures.
- Effective communication strategies for diverse audiences.
- Building rapport and fostering strong professional relationships.
- Conflict resolution and negotiation skills for leaders.
- Inspiring and motivating teams through emotional connection.
- Leveraging social intelligence for collaborative success.

Unit Four: Strategies for Influencing and Motivating Teams

- The psychology of influence and persuasion.
- Developing a compelling vision and communicating it effectively.
- Building trust and credibility as a leader.
- Empowering and delegating for team engagement.
- Providing constructive feedback and coaching for performance.
- Navigating resistance to change and fostering buy-in.
- Ethical considerations in leadership influence.

Unit Five: Sustaining High-Impact Leadership and Continuous Growth

- Strategic decision-making with emotional intelligence.
- Leading through complexity and uncertainty.
- Building a culture of innovation and accountability.
- Mentoring and developing future leaders.
- Creating a personal leadership development plan.
- Sustaining high performance and preventing burnout.
- The legacy of emotionally intelligent leadership.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How might a leader's conscious cultivation of emotional intelligence fundamentally alter the trajectory of organizational culture and long-term strategic outcomes?

What unique qualities does this course offer compared to other courses?

This High-Impact Leadership and Emotional Intelligence Influence Training Course distinguishes itself through its holistic and deeply practical approach to leadership development. Unlike programs that merely touch upon theoretical concepts, this course, offered by BIG BEN Training Center, provides an immersive experience focused on actionable strategies and profound personal transformation. It uniquely integrates the critical pillars of emotional intelligence with advanced influence techniques, recognizing that true leadership impact stems from both internal mastery and external engagement. Participants will not just learn about self-awareness; they will actively practice techniques to cultivate it, moving beyond superficial understanding to genuine behavioral change. The curriculum emphasizes real-world application through extensive case studies and role-playing, ensuring that every concept is immediately transferable to the workplace. Furthermore, the course delves into the ethical dimensions of influence, guiding leaders to inspire and motivate with integrity rather than manipulation. This focus on authentic, emotionally intelligent leadership empowers participants to build lasting trust, foster resilient teams, and drive sustainable organizational success, making it an unparalleled investment in their professional growth and the future of their organizations.