

# informattech



LEADERSHIP AND MANAGEMENT | COURSE

# Leading with Confidence

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# Course content

## Why Attend

### Course Introduction

Would you entrust your loyalty to a leader lacking in confidence? For most people, the answer is a resounding "No."

Effective leadership hinges on a strong sense of self-confidence, which leaders must demonstrate to inspire trust and followership.

It's challenging to fully commit to someone who lacks belief in their own abilities. This Leading with Confidence training course serves as an intensive self-confidence workshop, catering to individuals whether they are naturally reserved, already assertive, or anywhere in between. Led by a dedicated confidence coach with a proven track record in empowering countless individuals, this course guarantees a significant boost in self-assurance.

Participants will learn invaluable techniques to bolster confidence in various crucial areas such as public speaking, conducting meetings, managing conflicts, pitching ideas persuasively, engaging with senior executives, and leading teams effectively. For those ready to invest a week in personal growth, this training course promises to be transformative, helping to banish uncertainty and self-doubt once and for all.

## Course Objectives

By attending this training course, you should achieve these goals

- Achieve a Higher Level of Self-Confidence in All Aspects of Business Life
- Deliver Inspiring and Professional Business Presentations
- Run Meetings and Workshops with Confidence
- Deal with Conflict Situations Head on With Confidence
- Gain the Respect and Trust of Others

### Who should Attend?



# Course content

## Course Objectives

This training course is suitable for anyone who is looking to boost their level of self-confidence and leadership skills. From the shy to the strong; each participant will be coached at their individual level by a professional, experienced self-confidence coach. If you are having responsibility for managing others, an aspiring future leader, seasoned professional this course is a must to take your ability to lead to the next level.

- Aspiring Leaders of the future
- Team Leaders
- Managers
- Engineers
- Supervisors

## Course outline

### Day One: Creating a Confident and Credible Image

- Where does self confidence come from
- The comfort zone and its impact on business success
- Banishing the fear of speaking in public
- Self perception and its impact on confidence
- How being confident can help you raise your profile
- Body language and its impact on credibility

### Day Two: Confident Communication to Groups

- How to run efficient and effective meetings
- How to prepare for and structure a business presentation
- How to get over the nerves of giving a business presentation



# Course content

## Course outline

- Dealing with questions from senior leaders
- How to sell yourself and your organization and your ideas
- Building rapport in business presentations

## Day Three: Confident Communicating to Get Results

- The power of using stories to get messages across
- Using analogies effectively
- Using evidence to win people over to your way of thinking
- Increasing your personal power and charisma
- When to be strong and when to play weak
- Inclusive/exclusive language and its effect on people

## Day Four: Communicating Passion

- The importance of passion
- Developing courage and confidence in conflict situations
- Beating your comfort zone and taking more risks
- Using our full range of communication
- Powerful closes that move people to action
- Become a magnetic personality

## Day Five: Enhancing your Profile Within the Business

- How to conduct yourself to senior people
- How to sell change to people who don't want to change
- How to sell unpopular policies to team



# Course content

## Course outline

- How to make yourself memorable
- Be a radiator, not a drain
- The speaking challenge

# Seminar dates

## Available seminar dates

Live dates and pricing for Leading with Confidence generated from the course details page.

Date	Location	Format	Fee
22 - 26 June 2026	Vienna - Austria	Classroom	€4,250.-
13 - 17 July 2026	Barcelona - Spain	Classroom	€3,850.-
17 - 21 August 2026	Paris - France	Classroom	€4,500.-
21 - 25 September 2026	Frankfurt - Germany	Classroom	€3,250.-
19 - 23 October 2026	Barcelona - Spain	Classroom	€3,850.-
2 - 6 November 2026	Frankfurt - Germany	Classroom	€3,250.-
21 - 25 December 2026	Rome - Italy	Classroom	€4,250.-

### Live online option

Online delivery is available at €1,850.-.