MERCURY

Advanced High Performance Leadership Training Course

2 – 13 August 2027
Rome (Italy)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Ref: 1029_260530 **Date:** 2 – 13 August 2027 **Location:** Rome (Italy) **Fees:** 11100 Euro

What is High Performance Leadership?

High-performance leadership is the ability to drive superior results and inspire teams to achieve their highest potential.

This course is designed to instill the principles and methods of high-performance leadership, ensuring that participants are equipped to excel in demanding roles.

Introduction

This advanced-level leadership course aims to provide you with the skills required to manage and lead people at an advanced level, focusing on six key areas of leadership: Communication, innovation, vision, inspiration, enabling, and encouragement.

You will have the opportunity to test your current skills and be both challenged and coached to become the best leader you can be. Through case studies and examples from great historical leaders and the elite of the modern business world, we will delve deep into leadership and human behavioral patterns, observe changes in business trends, explore human motivation, and apply modern practical leadership tools and methodologies.

You will be encouraged to participate in discussions, group work, practical exercises, meetings, and experiments at every point in this course, as well as advanced high-performance leadership.

This exciting and inspiring course of advanced high-performance leadership will give you the challenge and the boost you need to move onto the next leadership level.

In a world where staying the same means falling behind, this could be the challenge you have been waiting for.

Targeted Groups

- Managers across all levels
- Supervisors
- Team leaders
- Employees seeking to enhance their career and personal development

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Course Objectives

By the end of the advanced high-performance leadership course, you will:

- Understand the essence of leadership
- Develop a more substantial leadership presence
- Master the art of communication and influence
- Create and harness the power of vision and visualization
- Discover secrets employed by past leadership masters
- Motivate and inspire your teams
- Develop a magnetic personality that attracts success
- Generate momentum and urgency in yourself and others
- Engage, inspire, and enable your team
- Clarify both your business and personal visions
- Increase your level of influence over others

Targeted Competencies

- Leadership performance
- Effective communication
- Team building
- Enabling others
- Influencing skills
- Fostering innovation

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Course Content

Unit 1: Leadership

- Defining true leadership and learning from historical figures
- Modern leadership influence on business
- Predictable outcomes of human behavior
- Adapting to new business realities
- Force field analysis and stepping out of the comfort zone
- Employee mindset vs. entrepreneurial drive
- The equalizer effect
- Leadership vs. management

Unit 2: Vision

- The strangest secret
- How to create a vision
- How to harness the power of vision through visualization
- Psycho cybernetics and its connection with vision
- Goal setting is the key to making the vision a reality
- The mastermind group
- Positive mental attitude, gaining power from a strong vision
- Linking vision to mission and values
- Vision timeline, mathematical coaching model

3: Communication

- Discover your communication style
- Identify other peoples communication style
- Learn how to motivate and influence each style
- Body language
- The 5 levels of listening
- Advanced questioning techniques
- Selling your ideas and vision
- How to get buy-in from others
- Selling your ideas through excellence in communication

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Unit 4: Innovation

- How to create a culture of innovation
- How to engage your people to generate new ideas
- Left brain, right brain, and innovation
- Creative thinking and problem-solving
- Suggestion boxes and reward criteria
- Quantity versus quality on innovation projects
- Sticky note innovation
- Absolute vs. desirable criteria
- Using multi-disciplined employees to gain width and depth
- Using innovation to reduce costs

Unit 5: Influencing Skills

- The relationship bank account
- The 10 guaranteed deposits
- Confidence is king
- The give-to-get ratio
- The fire within, Enthusiasm
- Time to get passionate
- The BE. DO.GET model
- The pipeline principle

Unit 6: The Challenge

- Embracing the leadership challenge
- Rule number 1: Everything matters
- The importance of stretching ourselves
- Association and its impact on our ability to inspire
- Receiving feedback on our abilities from other leaders
- Why standing still is no longer an option
- Even eagles need a push, and so do we
- The cycle of personal growth

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Unit 7: Inspirational Leadership

- Why some people are inspirational
- Why Human Beings desire to be inspired
- Human behavioral patterns and cultural differences
- Differing forms and styles of inspiration
- A decision? A skill? or something we are born with
- Why do some people win and some people fail
- Dreamers versus planners
- Lighting a fire under your people
- The leadership challenge

Unit 8: Enabling

- What is an enabler
- Why managers and enablers are so different
- The skills required to become an enabler
- How giving away power will gain you more
- Enabling in different cultures
- Resistance to an Enabling Business Culture
- Why allowing gains loyalty and increases trust
- Why enablers are far more robust than managers
- The leadership challenge

Unit 9: Engaging and Encouraging Your People

- Why are most employees not engaged in their work
- The 45-year plan and its effect on motivation
- The actual cost of business meetings
- Engage your team to gain better results
- Engagement in business meetings
- Everyday engagement principles
- Engaging an audience through presentations
- Engaging, where to draw the line
- Recognition and rewards
- The leadership challenge

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Unit 10: Personal Leadership Challenge

- Building a vision for your leadership journey
- Setting and achieving personal leadership goals
- Establishing and maintaining accountability
- Embracing the enabler mindset
- The tools and weapons of influential leadership

By participating in the Advanced High-Performance Leadership Training Course, you will not only elevate your leadership skills. Still, you will also be at the forefront of advanced leadership initiatives, ready to drive performance leadership and excel in any high-performance environment.