MERCURY

Mastering the Art of Effective Leadership and Management

6 – 17 September 2027
Milan (Italy)



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Ref: 1119_268075 **Date:** 6 – 17 September 2027 **Location:** Milan (Italy) **Fees:** 11100 Euro

Introduction

This arts of leadership and management seminar is a comprehensive development program that addresses leadership and management's essential skills, qualities, and attributes.

This art of leadership and management training seminar will cover all aspects of leadership and management, emphasizing the human side of leading and managing people.

Targeted Groups

- Head of departments.
- Managers at all managerial levels.
- Supervisors and team leaders.
- Employees who are interested in gaining great experience to improve their careers.

Course Objectives

At the end of this art of leadership and management course, the participants will be able to:

- Learn the differences between management and leadership skills.
- Learn how to be more confident and skilled in the demands required of their role.
- Learn to motivate, influence, and communicate with varied individuals and teams.
- Understand the critical elements of authentic leadership, such as trust, vision, respect, and interpersonal communication.
- Develop enduring human relationships to benefit business performance.
- Have the skills to organize, motivate, and galvanize work teams to operate more effectively.
- Gain varied Management and Leadership skills applicable within and outside the Organisation.
- Get the confidence and expertise to interact with individuals and teams to create increased performance.
- Devote planning, effectiveness, and efficiency directly by applying management skills.
- Make an action plan for how and when to apply new interactive skills and knowledge to benefit the self, work teams, and the Organisation.
- Knowledge of where future personal development may benefit their current role and aspirations.
- Bring improved knowledge, skills, and attitude back to the workplace.
- Be adept at all aspects of Management and Leadership and be able to apply these in the role immediately.
- Understand the benefits and process of personal interaction and be able to use these new skills.
- Have improved motivation, clarity, and focus.

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Targeted Competencies

- Leadership skills.
- Management skills.
- Performance management.
- Time management.
- Delegation and empowering.
- Communication skills.
- Innovation skills.

Course Content

Unit 1: Managing Myself as a Leader

- The importance of perception in the art of leadership.
- The personal and interpersonal skills of a leader.
- Your favorite behavioral style for the art of leadership and management.
- Understanding the model of the art of leadership.
- Remove emotional blind spots.

Unit 2: Leading a Team

- Arts of leading a team and dealing with others.
- Understanding the stages of human development.
- Optimizing the leader's natural strengths.
- Understanding team processes under the art of management.
- Building effective teams.

Unit 3: Innovative Art of Leadership

- Openness to innovative art of leadership ideas.
- The art of divergent thinking in leadership skills.
- Removing blocks to creativity.
- Understanding the creative process of the art of leadership.
- Metaphors and analogies for innovative thinking.

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Unit 4: Communication For Leaders

- The positive influence of listening to leadership
- Sharpen your skills in the art of leadership listening.
- Body language in the art of leadership.
- Inspiring and guiding others in the art of management.
- Handling stress appropriately as a leader

Unit 5: Imparting the Art of Leadership Values

- Leading by example.
- Resilience for sacrificial leadership.
- Intentionality for self-motivation.
- Interpersonal connections for persuasive leadership.
- Integrity for accountable leadership.

Unit 6: Strategic Orientation

- Strategic context: the external environment.
- The new business reality.
- Predictable trends in business.
- Competitive forces.
- Stakeholder analysis.
- Strategic resources and constraints.
- Creating a compelling strategic vision.
- Creativity and change.

Unit 7: Managing Resources and Performance

- Aligning vision, aims, and objectives.
- Performance measurement.
- From measurement to improvement.
- Coaching process to correct poor performance.
- Coaching to challenge.
- Self-coaching and the power to change.
- Coaching and influencing upwards.
- Risks and the art of managing them.

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Unit 8: Organizational Behaviour and Human Resources

- Organizational form.
- Culture, climate, values, and norms.
- Team and group dynamics.
- Assigning responsibilities.
- Deputize to free up time.
- Fundamentals of human resource management.
- Appraisal and reward.
- Learning and development.

Unit 9: The Art of Management Core competencies: Prioritization, Time Management, and Delegation

- Balancing the important and the urgent.
- Setting personal goals.
- Creating time from nothing.
- Batching and how it can win back time.
- Income-producing activities.
- Getting things done through other people.
- Delegation and empowerment.

Unit 10: Linking the Art of Management to Leadership: Influence, Motivation, and Trust

- Negotiation and persuasion: the pillars of influence.
- The secret six is business negotiation.
- The nature of motivation.
- The trust bank account.
- Ethics.
- Personal leadership style.
- Leadership in action: group exercise.
- Balancing work and home life.

Mastering the Art of Leadership

In mastering the art of leadership, participants will dive deep into the various dimensions of arts leadership training and development.

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This arts leadership program is designed to give you a coveted arts leadership certificate. It's not merely about acquiring skills but genuinely embracing the art of management and the ethos of arts leadership courses to evolve into an inspiring leader.

With the alignment of these objectives, you will comprehensively understand how to master the art of leadership and the intricacies of the art of leadership and emerge with abilities that prepare you to lead in various arenas effectively.