

Managing Up and Influencing Without Authority

Management and Leadership

Course Overview

Managing Up and Influencing Without Authority: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Explain the core principles and current good practice in Managing Up and Influencing Without Authority
- Apply practical tools and techniques for Managing Up and Influencing Without Authority in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Managing Up and Influencing Without Authority in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Setting the scene: Managing Up and Influencing Without Authority in today's organisation
2. Key concepts and the language of Managing Up and Influencing Without Authority
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Managing Up and Influencing Without Authority with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Johannesburg	\$1,395
28 Sep to 2 Oct 2026	Cape Town	\$1,395
19 to 23 Oct 2026	Nairobi	\$1,450
2 to 6 Nov 2026	Kampala	\$1,650
16 to 20 Nov 2026	Durban	\$1,650
30 Nov to 4 Dec 2026	Accra	\$1,395

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.