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)
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**

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