

Personal Effectiveness Influencing Skills

Management and Leadership

Course Overview

Personal Effectiveness Influencing Skills: 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 Personal Effectiveness Influencing Skills
- Apply practical tools and techniques for Personal Effectiveness Influencing Skills in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Personal Effectiveness Influencing Skills 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. Foundations of Personal Effectiveness Influencing Skills: principles, terminology and context
2. The business case: why Personal Effectiveness Influencing Skills matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
19 to 23 Oct 2026	Kampala	\$1,450
26 to 30 Oct 2026	Johannesburg	\$1,450
9 to 13 Nov 2026	Durban	\$1,450
16 to 20 Nov 2026	Accra	\$1,550
30 Nov to 4 Dec 2026	Online	\$750
7 to 11 Dec 2026	Lagos	\$1,395

LTC Consultants

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