Management & leadership · ML92

Achieving & Motivating Towards Excellence

Madrid · 23 - 27 Nov 2026

Date	Venue	Duration
23 - 27 Nov 2026	**Madrid**	**1 Week**
Fee	Ref	Language
£5,000 GBP	**ML92**	**English**

Introduction

This course is a must for anyone looking to improve their management and leadership skills. The ability of the leadership team to create an environment that inspires employees to give their best is directly related to the success of any organisation. 'Great Leaders make us feel Safe,' says Simon Sinek. As a result, great things happen when our people feel safe to explore, grow, and innovate. This training seminar will help you develop your ability to get more of what you want more frequently.

When was the last time you had five days to consider yourself in the context of managing and leading others? Among the many diagnostic questions posed in this seminar, 'Can a Manager Motivate?' will be thoroughly examined using a variety of learning platforms. So, if you're ready to boost up your leadership thinking, this course is for you.

This course will enable the participants to:

- Build strong working relationships with their team and peer groups
- Accelerate buy-in and gain commitment from those around them
- Achieve results faster through efficiency
- Create a motivational winning environment
- Develop a personal learning framework for continued Leadership growth

Course Objectives of Achieving & Motivating Towards Excellence

By the end of this course, delegates will be better able to:

- Inspire willing followership
- Focus, with clarity on when to manage and when to lead
- Build strong cross-functional working teams
- Encourage collaborative working across the organisation
- Apply agility and variance when leading others
- Achieve outstanding results by helping others give the best of themselves

Course Methodology of Achieving & Motivating Towards Excellence

Crucial to the success of any seminar is providing is creating a platform on which people can learn, grow, and, importantly, feel safe. To that end, this seminar utilises many of the latest learning methods. Any theory discussed will be grounded immediately in practical day-to-day work. Methods include reflective learning through individual and group discussions in conjunction with self-assessments. This accelerates self-awareness. Feedback by other delegates is actively encouraged to provide a third-party 'window' through which to look at ourselves. Experiential learning by way of practical, hands-on skills activation tasks that enable diverse groups to work together and achieve a common outcome. In addition, participants will have time to sit back and listen to the words of thought leaders by way of video playback.

Organisational Impact of Achieving & Motivating Towards Excellence

- Begin to develop a future proof people-centric organisation
- Create a pathway for effective cross-functional working
- Retain high performing staff
- Stimulate creative and innovative thinking in the workplace
- Establish a 'best in class' Leadership template

Personal Impact of Achieving & Motivating Towards Excellence

- Gain personal leadership insights to enable Leadership development
- Enhance their ability to create a motivational and free-thinking work environment
- Understand how to build a winning proactive team
- Have the skill and judgment to apply a wide range of collaborative problem-solving methods that trigger outstanding results
- Be able to apply the tools learned in the course to accelerate results achievement

Target Audience of Achieving & Motivating Towards Excellence

- All Leaders and Professionals who are motivated to be better prepared to lead their teams or workforce
- Anyone interested in developing their skills in motivating and leading teams to achieve the organisational mission
- Anyone who wants a better understanding of the psychology of workplace behaviour
- Management Professionals who are making the transition to leadership
- Management Professionals who want to expand their repertoire of knowledge and skills to get even more from their teams

Course Outlines of Achieving & Motivating Towards Excellence

DAY 1

Future Based Leadership Thinking

- The Essential Elements of Leading into the Future
- Creating a Personal Leadership Vision

- Identifying Your Personal Leadership Building Blocks
- Leadership Self-assessment
- Leading with Emotional Intelligence
- Exploring Leadership Psychology
- Identifying Leadership and Personal Blind Spots
- The Value of Feedback

DAY 2

Building Winning Teams through Engagement

- The Essential Building Blocks of Winning Teams
- The Role of the Leader in Creating a Winning Team
- Exploring the Science of Motivation
- Understanding Team Roles
- Team Role Self-Assessment
- The Importance of Building Strong Connections with Others
- The Foundation of Any Winning Team: Trust

DAY 3

The Essential Ingredients of Task Delivery

- The Importance of Goal Setting
- Setting Task and Development Goals
- Creating an Environment where Great Ideas Flourish
- Facilitating Discussions and Idea Generation
- Understanding and Managing Creative People
- Exploring Problem Solving Methods
- Leadership and Decision-making
- Creativity for Business Breakthroughs

DAY 4

Negotiating Effective Outcomes

- Defining What Negotiation Is and Isn’t
- The Keys Stages of Negotiation
- Trust within Negotiation
- Preparing for Negotiations
- Like, Intend and Must
- Why exploring interests in negotiation is crucial?
- Learning to Trade Variables
- The Importance of Securing an Outcome that Suits Both Parties

DAY 5

Professional Presentation Skills

- Planning Your Presentation
- Determining Your Presentation Objective
- Structuring the Content to Meet the Objective
- The Impact of Verbal and Non-verbal Communication
- How to Keep the Audience Involved

- The Importance of a Strong Presentation Close

Register or ask about this course online
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