

# MAKE A **LEAP** – LEADERSHIP, NEGOTIATION & PERSUASION IN INTERNATIONAL ENCOUNTERS

7 ACTIVE DAYS

2 VIRTUAL SESSIONS

5 DAYS IN SITU – KAUNO KOLEGIJA, PRAMONES PR. 20

1. VIRTUAL SESSION NO. 1 – WARM-UP NOTES, TRAINING INTRODUCTION AND ILLUSTRATION; QUIZZ – WHAT KIND OF LEADER ARE YOU; HOW SUCCESSFULLY CAN YOU NEGOTIATE AND COMMUNICATE?
2. MODULE 1 – LEADERSHIP IN DIFFERENT WALKS OF LIFE
  - a. GLOBALLY RECOGNISED LEADERS
  - b. LEADERSHIP IN (MULTINATIONAL) BUSINESS
  - c. LEADERSHIP IN POLITICS
  - d. LEADERSHIP IN ENTERTAINMENT
  - e. LEADERSHIP IN EDUCATION
3. MODULE 2 – LEADERSHIP STYLES
  - a. COMMUNICATION PATTERNS IN LEADERSHIP
  - b. VERBAL VS NON-VERBAL MESSAGES
  - c. LEADING OR MANAGING
4. NEGOTIATION SKILLS
  - a. STAGES AND TECHNIQUES
  - b. NEGOTIATION FAILURE
  - c. NEGOTIATION IN DIFFERENT SETTINGS
5. POWER OF PERSUASION
  - a. RELATIONSHIPS – RAPPORT
  - b. PERSONALITY TRAITS
  - c. DIRECT AND SUBLIMINAL MESSAGES
6. VIRTUAL SESSION NO. 2 – TAKE-HOME MESSAGES; PUTTING IT ALL IN PRACTICE