



LEADERSHIP AND MANAGEMENT

Innovation & Productivity in the Workplace

Professional training programme



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

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— Workshop Overview

Professionals will cultivate highly productive relationships that foster successful interactions with colleagues, driving the dynamic innovation and productivity essential in today's global market. This course is designed to help you develop strategies aligned with your commitment to personal growth, positioning you as the standout high performer that organizations seek to hire, retain, and promote. Targeted at ambitious professionals, this course provides a structured agenda to enhance your personal productivity, build a strong professional reputation, and apply innovative work practices. By participating, you will gain insights into your strengths and unlock your full managerial leadership potential, setting the stage for greater career success and advancement.

Why Attend

This course uses instructor-led sessions, guided discussion, and practical exercises built around Day One: The Power of Self, Day Two: Creating Organisational Value, Day Three: Adding Value through Relationship Awareness, and day four: harnessing diversity and creativity in the team.

Who Should Attend

Professionals at All Levels Seeking to Improve Their Personal Skills
Professionals Wishing to Enhance Their Reputation and Credibility
Professionals Seeking a 'Refresher' Course to Enhance Their Relationship Skills
Employees Identified as 'High Potential' or 'Fast

— Learning Objectives

- Recognise Individual Personality Traits & Apply Strategies for Success
- Appreciate the Components of Conflict & Apply Interpersonal Strategies That Will Generate Productive Outcomes
- Apply Basic Tools and Templates Which Install Basic Project Management Practice Skills
- Appraise Current Team Performance & Diagnose Action to Generate Improvement
- Appreciate the Value That Initiative Has in the Leadership Role & Synthesize Ideas to Construct an Agenda for Future Personal Leadership Development

— Course Outline

DAY 1

Day One: The Power of Self

- Building the positive self-image
- Establishing empowering beliefs
- NLP and the power of optimism to create the future you deserve
- The power of proactivity: the first competence on the road to excellence
- Psychological profiling : the science of personality and performance
- Professional competence: the added value you bring to the organisation

DAY 2

Day Two: Creating Organisational Value

- Prioritization and time management: focusing on the critical objectives
- Taking control: essential tips for personal productivity
- Transformational objectives: From SMART performance to SMARTER performance
- Leading productive meetings work: managing appreciating and utilizing diversity
- Leading meetings with creative flair: thinking differently for new answers
- Project management overview and fundamentals: first steps

DAY 3

Day Three: Adding Value through Relationship Awareness

- Micro political conflict in organisations: the transactional analysis perspective
- Personality traits, behaviours and conflict management
- Relationship Awareness Theory: managing my personal response to conflict
- Managing without confrontation: assertive communications
- Preparing for effective negotiating: influence and the characteristics of world class negotiators
- Generating Productive Outcomes: the Agreement Box model of 'win- win'

DAY 4

Day Four: Harnessing Diversity and Creativity in the Team

- Valuing diversity: working with global, culturally diverse teams
- The value proposition afforded by High Performing Teams
- Avoiding dysfunctional performance
- Grounded theory: needs analysis evaluation of current performance
- Harnessing diversity for productive outcomes
- Aligning purpose, productivity and profitability

DAY
5

Day Five: Leading with Initiative: Being Proactive

- Being proactive and capitalizing on opportunity
- Leading from where you are in the organisation: building credibility
- Emotional Intelligence and outcomes
- Leadership styles and organisational climate
- Building Trust: the 4 C model to engage and empower others
- Course review and commitment statement

— Upcoming Classroom Dates

DATE	LOCATION	FEE
12 - 16 October 2026	Rome - Italy	€2,125
12 - 16 October 2026	London - United Kingdom	€2,100
9 - 13 November 2026	Kuala Lumpur - Malaysia	€1,400
9 - 13 November 2026	Barcelona - Spain	€1,925
14 - 18 December 2026	Rome - Italy	€2,125
14 - 18 December 2026	Rome - Italy	€2,125
18 - 22 January 2027	Barcelona - Spain	€1,925
15 - 19 February 2027	London - United Kingdom	€2,100

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.