



LEADERSHIP AND MANAGEMENT

Leading with Confidence

Professional training programme



SPARK TRAINING

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

info@sparktraining.eu

+31 85 115 0004 | sparktraining.eu

— Workshop Overview

Would you entrust your loyalty to a leader lacking in confidence? For most people, the answer is a resounding "No." Effective leadership hinges on a strong sense of self-confidence, which leaders must demonstrate to inspire trust and followership. It's challenging to fully commit to someone who lacks belief in their own abilities. This Leading with Confidence training course serves as an intensive self-confidence workshop, catering to individuals whether they are naturally reserved, already assertive, or anywhere in between. Led by a dedicated confidence coach with a proven track record in empowering countless individuals, this course guarantees a significant boost in self-assurance. Participants will learn invaluable techniques to bolster confidence in various crucial areas such as public speaking, conducting meetings, managing conflicts, pitching ideas persuasively, engaging with senior executives, and leading teams effectively. For those ready to invest a week in personal growth, this training course promises to be transformative, helping to banish uncertainty and self-doubt once and for all.

Why Attend

This course uses instructor-led sessions, guided discussion, and practical exercises built around Day One: Creating a Confident and Credible Image, Day Two: Confident Communication to Groups, Day Three: Confident Communicating to Get Results, and day four: communicating passion.

Who Should Attend

Aspiring Leaders of the future
Team Leaders
Managers
Engineers
Supervisors

— Learning Objectives

- Achieve a Higher Level of Self-Confidence in All Aspects of Business Life
- Deliver Inspiring and Professional Business Presentations
- Run Meetings and Workshops with Confidence
- Deal with Conflict Situations Head on With Confidence
- Gain the Respect and Trust of Others

— Course Outline

DAY
1

Day One: Creating a Confident and Credible Image

- Where does self confidence come from
- The comfort zone and its impact on business success
- Banishing the fear of speaking in public
- Self perception and its impact on confidence
- How being confident can help you raise your profile
- Body language and its impact on credibility

DAY
2

Day Two: Confident Communication to Groups

- How to run efficient and effective meetings
- How to prepare for and structure a business presentation
- How to get over the nerves of giving a business presentation
- Dealing with questions from senior leaders
- How to sell yourself and your organization and your ideas
- Building rapport in business presentations

DAY
3

Day Three: Confident Communicating to Get Results

- The power of using stories to get messages across
- Using analogies effectively
- Using evidence to win people over to your way of thinking
- Increasing your personal power and charisma
- When to be strong and when to play weak
- Inclusive/exclusive language and its effect on people

DAY
4

Day Four: Communicating Passion

- The importance of passion
- Developing courage and confidence in conflict situations
- Beating your comfort zone and taking more risks
- Using our full range of communication
- Powerful closes that move people to action
- Become a magnetic personality

DAY
5

Day Five: Enhancing your Profile Within the Business

- How to conduct yourself to senior people
- How to sell change to people who don't want to change
- How to sell unpopular policies to team
- How to make yourself memorable
- Be a radiator, not a drain
- The speaking challenge

— Upcoming Classroom Dates

DATE	LOCATION	FEE
19 - 23 October 2026	Barcelona - Spain	€1,925
2 - 6 November 2026	Frankfurt - Germany	€1,625
21 - 25 December 2026	Rome - Italy	€2,125
18 - 22 January 2027	Istanbul - Türkiye	€1,425
15 - 19 February 2027	Cape Town - South Africa	€2,125
15 - 19 March 2027	Barcelona - Spain	€1,925
19 - 23 April 2027	Paris - France	€2,250
17 - 21 May 2027	Frankfurt - Germany	€1,625

— 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.