



# Lead and Influence with Impact

**Better Influencers make Better Leaders**

## Course dates:

**Edition 1:** 27 - 30 April 2020

**Edition 2:** 14 - 17 September 2020

## Course location:

Geneva, Switzerland

**NEW! 3 hours of personal executive coaching with a certified coach (included in the course fees).**

## COURSE BENEFITS

- Explore your personal influence strengths and challenges
- Practice key skills and techniques to strengthen your ability to influence others
- Improve your communication skills to better navigate challenging situations
- Develop a Personal Influence Plan
- Together with the support of your executive coach, apply what you learned and achieve the impact you aim for.

## SHOULD I ATTEND?

The answer is yes if you are a professional seeking:

- to increase your ability to influence or lead those around you, or,
- to increase the value you bring to your work, yourself and your career.

Applicants will be selected to ensure stimulating and diverse international participants.

More than ever before, your ability to influence sets you apart. During this course you will explore practices that motivate, influence and inspire others in achieving common goals. Learn to engage colleagues in advancing your initiatives and ideas. You will emerge better equipped to set direction, create alignment and gain commitment and achieve greater results.

## Mindset, Skillset, Toolset Approach

For learning to translate into tangible benefits, change is required at all three levels. The course includes elements of each, offering a long-lasting and stimulating learning experience combining leadership self-assessment, expert-led feedback, experience sharing, critical thinking and analysis and immersive activities.



This course is run by the Geneva Leadership Alliance. Leveraging GCSP's 25 years of expertise on peace, security and policy issues, and CCL's 40+ years of experience in developing leaders across sectors.

CCL is consistently ranked one of the top global executive education providers by the Financial Times.

## Geneva Leadership Alliance Co-Directors



**Peter Cunningham** is responsible for the Leadership Cluster at the GCSP. He focuses on understanding and effecting organisational and behavioural change and the leadership characteristics that contribute to high performance.



**Dr Patrick Sweet** brings 20 years of experience in training and research in leadership assessment and development of large public, private and nongovernmental organisations.

## Expert Facilitators

Our international, diverse team of facilitators come from across sectors and disciplines. Many hold or have held senior positions and understand first-hand what it takes to be an effective leader in complex and high-stakes situations. They share their successes and failures combined with cutting-edge research that ensures a rich learning experience.

Please visit the course page on the **GCSP website** for further details on speakers.

### Tuition fees

CHF 2,400. (including three one-to-one executive coaching sessions).

Alumni qualify for a 20% discount. A limited number of scholarships may be granted on a case-by-case basis.

GCSP reserves the right to modify the programme dates, location and fee at any time. Discounts are not cumulative.

### Registration deadline

To get your early bird discount of 15%, apply before:

- Edition 1: 28 February 2020
- Edition 2: 24 July 2020

### Language requirements

The course will be held in English; no translation will be provided

### Venue

GCSP, Maison de la paix,  
Chemin Eugène-Rigot 2D, Geneva  
Switzerland

### Contact

For further details about the course or customised solutions, please contact:

**Email:** [excedu@gcsp.ch](mailto:excedu@gcsp.ch)

**Telephone:** +41 (0)22 730 96 00

**Web:** [www.gcsp.ch](http://www.gcsp.ch)

### Alumni Community

Completing the executive course gives you access to a global and expanding network of over 8'200 experts. Alumni are able to connect online through our Alumni Portal, attend numerous conferences and events, and benefit from reduced rates in future courses.

### GCSP

The Geneva Centre for Security Policy is an international foundation with 52 member states from across the globe. We bring people from every industry and nation together so they can thrive in today's ever-changing security landscape.

### In the heart of international Geneva

Home to over 35 international organisations, some 380 non-governmental organisations, and more than 175 diplomatic missions, representations and delegations, Geneva is a leading hub for international expertise.

### Customised Solutions

This course can be adapted to meet the needs of your organisation. The GCSP has 25 years of experience in delivering executive education for professionals working in government, non-profits, international organisations, as well as in the private sector. Contact us to discuss your needs and requirements.

### Testimonial from a past participant

“*The insights and learning stretched and expanded my understanding of what leadership needs to look like in the 21st century for both the public and private sectors.*”

Connect with us on Twitter, Facebook and LinkedIn

