



Executive Presence & Influence

Leadership & Management

QGT-LEA-117 | Foundation | 5 or 10 days | Online, classroom, in-house

Course overview

Executive Presence & Influence is an introduction that builds a solid working knowledge in Executive Presence & Influence. It covers the principles, the requirements of leading management research and international best practice, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Executive Presence & Influence
- Apply the relevant requirements of leading management research and international best practice
- Use practical tools, checklists and calculations with confidence
- Recognise common problems, risks and root causes and choose the right corrective action
- Prepare an improvement plan for their own site or organisation

Who should attend

Designed for executives, managers, team leaders and high-potential staff, new joiners and anyone who needs a solid grounding in the subject.

Course outline (5 days)

Day 1: Principles and terminology

Scope, key definitions and how Executive Presence & Influence fits into daily operations

Day 2: Codes, standards and requirements

What leading management research and international best practice require, and how to read them

Day 3: Methods, tools and calculations

Step-by-step methods, checklists and worked examples

Day 4: Operation, inspection and common problems

Typical failures, warning signs and what to do about them

Day 5: Case studies, workshop and assessment

Group exercise on real cases and a final knowledge check

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
10–14 May 2027	Budapest	Classroom	5 days	\$5,500
13–24 Jun 2027	Muscat	Classroom	10 days	\$9,900
27 Sep – 1 Oct 2027	Berlin	Classroom	5 days	\$5,500
1–12 Nov 2027	Edinburgh	Classroom	10 days	\$9,900
6–10 Dec 2027	Online (live)	Online (live)	5 days	\$3,000
13–17 Mar 2028	Marrakech	Classroom	5 days	\$5,500
1–12 May 2028	Edinburgh	Classroom	10 days	\$9,900
18–22 Jun 2028	Algiers	Classroom	5 days	\$5,500
28 Aug – 8 Sep 2028	Vienna	Classroom	10 days	\$9,900
4–8 Dec 2028	Online (live)	Online (live)	5 days	\$3,000
11–15 Feb 2029	Erbil	Classroom	5 days	\$5,500
5–16 Mar 2029	Barcelona	Classroom	10 days	\$9,900
11–15 Jun 2029	Geneva	Classroom	5 days	\$5,500
9–20 Jul 2029	Bangkok	Classroom	10 days	\$9,900
6–10 Aug 2029	Online (live)	Online (live)	5 days	\$3,000
17–21 Feb 2030	Erbil	Classroom	5 days	\$5,500
8–19 Apr 2030	Baku	Classroom	10 days	\$9,900
25–29 Aug 2030	Salalah	Classroom	5 days	\$5,500
23 Sep – 4 Oct 2030	Geneva	Classroom	10 days	\$9,900
11–15 Nov 2030	Online (live)	Online (live)	5 days	\$3,000

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/executive-presence-and-influence/>

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