



Executive Presence & Influence: Practical Workshop

Leadership & Management

QGT-LEA-159 | Practical workshop | 5 or 10 days | Online, classroom, in-house

Course overview

Executive Presence & Influence: Practical Workshop is a hands-on workshop built around exercises and real site problems 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 who want practice rather than theory.

Course outline (5 days)

Day 1: Workshop briefing and baseline

Participants bring a real problem from their own site

Day 2: Guided practice 1

Hands-on exercises using templates, checklists and calculators

Day 3: Guided practice 2

Simulations and role-play based on Executive Presence & Influence scenarios

Day 4: Field cases from the Gulf and Africa

Analysing what went wrong and what worked

Day 5: Action plan and peer review

Each participant leaves with a reviewed improvement plan

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
1–5 Feb 2027	Zurich	Classroom	5 days	\$5,500
5–16 Apr 2027	Frankfurt	Classroom	10 days	\$9,900
10–14 May 2027	London	Classroom	5 days	\$5,500
25 Jul – 5 Aug 2027	Riyadh	Classroom	10 days	\$9,900
13–17 Sep 2027	Online (live)	Online (live)	5 days	\$3,000
19–23 Mar 2028	Riyadh	Classroom	5 days	\$5,500
27 Mar – 7 Apr 2028	Brussels	Classroom	10 days	\$9,900
5–9 Jun 2028	Houston	Classroom	5 days	\$5,500
10–21 Jul 2028	Frankfurt	Classroom	10 days	\$9,900
4–8 Sep 2028	Online (live)	Online (live)	5 days	\$3,000
26 Feb – 2 Mar 2029	Geneva	Classroom	5 days	\$5,500
12–23 Mar 2029	Accra	Classroom	10 days	\$9,900
9–13 Apr 2029	Milan	Classroom	5 days	\$5,500
28 May – 8 Jun 2029	Sharjah	Classroom	10 days	\$9,900
19–23 Nov 2029	Online (live)	Online (live)	5 days	\$3,000
4–8 Mar 2030	Abu Dhabi	Classroom	5 days	\$5,500
15–26 Apr 2030	Beirut	Classroom	10 days	\$9,900
11–15 Aug 2030	Manama	Classroom	5 days	\$5,500
13–24 Oct 2030	Algiers	Classroom	10 days	\$9,900
18–22 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-practical-workshop/>

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