XCELERATE TRAINING INSTITUTE

your learning & development partner

COMMUNICATION & WRITING SKILLS

Executive Presence and Influence Training Course

Communicating with Confidence, Credibility and Impact

DURATION	LANGUAGE	FORMAT	COURSE CODE
3 days	English or Arabic	Classroom / Online	TTC-144

Upcoming dates

Dates	Venue	Format	Fee
4 – 6 Jan 2027	Live online	Online (live)	€900
8 – 10 Feb 2027	Barcelona	Classroom	€3,200
17 – 19 May 2027	Berlin	Classroom	€3,200
12 – 14 Jul 2027	Live online	Online (live)	€900
23 – 25 Aug 2027	Cairo	Classroom	€2,400
1 – 3 Nov 2027	Casablanca	Classroom	€2,400

Register or ask a question

Online: x8ti.com/course/executive-presence-and-influence-training-course/

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Executive Presence and Influence Training Course

Introduction

Executive presence is the ability to inspire confidence, communicate with clarity and influence others, especially senior leaders and stakeholders. It affects career progression and the ability to get ideas accepted.

This course helps participants develop executive presence through confident communication, body language, storytelling, influence strategies and handling high-stakes situations.

Learning Objectives

By the end of this course, participants will be able to:

- Understand the components of executive presence
- Communicate with clarity and confidence
- Use body language and voice effectively
- Tell persuasive stories
- Influence senior stakeholders
- Handle pressure and difficult questions

Training Methodology

This course combines short expert presentations with practical exercises, case studies from the Gulf and international organisations, group discussions and work with real templates and tools. Participants are encouraged to bring examples from their own work so that the learning can be applied immediately.

Participants practise presentations and influence scenarios, with video feedback.

Benefits for Your Organisation

- Leaders who influence effectively
- Stronger representation at senior levels
- Better acceptance of proposals
- Confident leadership pipeline

Benefits for You

- Greater confidence and presence
- Persuasive communication skills
- Influence strategies
- Personal feedback on impact

Who Should Attend

This course is designed for:

- Managers and senior professionals

- Leaders presenting to boards and executives
- High-potential employees
- Consultants and advisers
- Anyone wanting greater influence

Course Outline

Day 1: Executive Presence

- What executive presence is
- First impressions
- Confidence and composure
- Body language and voice
- Video practice

Day 2: Influence

- Influence principles
- Stakeholder mapping
- Persuasive storytelling
- Presenting to senior leaders
- Practice presentations

Day 3: High-Stakes Situations

- Handling tough questions
- Speaking under pressure
- Managing disagreement
- Personal brand
- Final presentations and feedback

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Registration Form

Executive Presence and Influence Training Course

Preferred dates: ..... Venue or online: .....

Duration: 3 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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Email this form
info@x8ti.com

Register online
Open the course page