

# Aviation Leadership and Management Skills Development - The Art of Strategic Persuasion – 1/2 Day

## Introduction

Aviation Leaders are aware of the potential impact of their decisions (good or bad) moreover they have the capacity to make what can be sometimes considered as tough decisions. Aviation Leaders also know what they want to achieve and have the strength of character to pursue their objectives even in the face of opposition and often in spite of failures.

Attributes found in Leaders include Integrity not promising what cannot be delivered conversely to stand by their commitments. To demonstrate honesty and to set an example to their team both in their professional and their personal lives.

To demonstrate a genuine attitude to trust and to seek to earn the trust of their team. To demonstrate dedication to the team and the task to work relentlessly to achieve the shared goals.

## Who is the Course for?

It is for Accountable Executives and Senior Managers together with persons who are involved in managing at a Senior Level to oversee and maintain EASA Compliant approvals In particular, Nominated Persons, Technical Managers, Line Managers and anyone with a fundamental need to develop Aviation Leadership and Management Skills.

## What is the Benefit of this Training – What will I learn?

- a) To gain an understanding regarding Operational Excellence.
- b) To appreciate the meaning of operational excellence.
- c) Consider the factors which can impact Operational Excellence and How we can deliver in the best way.

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|----------|----------------------|
| Date     | On Demand            |
| Category | Personal Development |
| Venue    | On Demand            |
| Level    |                      |
| Price    | On Demand            |

## Detailed Content / Topics - The following Subjects will be addressed

- Introduction to Strategic Planning
- Using a Positive Outlook To Drive Strategic Thinking
- Persuasion as Part of a Negotiation
- Using NLP as part of our Persuasion Toolbox
- How to Deliver a Persuasive Message
- Effective Delivery of a Persuasive Speech
- How to Help Your Audience Make an Informed Decision
- How To Deliver Persuasive Communication?

## Target groups

It is for Accountable Executives and Senior Managers together with persons who are involved in managing at a Senior Level to oversee and maintain. EASA Compliant approvals in particular, Nominated Persons, Technical Managers, Line Managers and anyone with a fundamental need to develop Aviation Leadership and Management Skills.

## Pre-requisites

A background in the aviation environment.

## Learning Objectives

Our Soft Skills Aviation Leadership and Management Skills Development The Art of Strategic Persuasion training course are designed to engage with the student and to specifically focus on:

- The needs and challenges of an effective Aviation Leader.
- The techniques to improve and develop negotiating and persuasive skills.

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## Certificate Wording

Introduction to Strategic Planning, Strategic Thinking & Persuasive Communication, Using Persuasion as Part of a Negotiation Strategy, Helping your Audience Make an Informed Decision.

## What do People Say about Sofema Aviation Services Training?

*"Knowledge presented in course materials"*

*"The content has a good efficiency and useful"*

*"Mostly the explaining of the regulations were very good and easy to understand"*

## Duration

½ Day – Start at 09.00 and finish at 13.00 with appropriate refreshment breaks.

To register for this training, please email [team@sassofia.com](mailto:team@sassofia.com) or Call +359 28210806



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