



## Relationships & Influence

How to become a strong influential leader?

How to convince by adapting your arguments to your audience?

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### Tell me more about Cambiana Leadership Program Module 5: Relationships & Influence

What if you were recognized as a powerful leader able to strongly influence your teams and key stakeholders?

And what if your teams appreciated you for being a leader who can at the same time show deep empathy, great listening skills, and inspire while helping others find their own best solutions?

As you might already guess, our module 5 focusses on the art of building authentic relationships with persuasion and coaching skills.

*"True leaders bring out your personal best.  
They ignite your human potential."  
John Paul Warren*

Influencing techniques will not have any more secret for you! You will discover when and how to adapt your influencing style to your different counterparts. You will understand why for example, with some people, it is better to use a direct and concise communication style and base your argumentation on facts, while with other persons, talking about values and mission and being inclusive can help you to reach your goal.

Developing your coaching skills and learning how to use powerful questions will significantly improve your communication and relation to others.

You will also practice a well-known model called "GROW", which consists of 4 process steps:

1. Goal: Set a long-term Goal
2. Reality: Check the Reality
3. Options: Assess the different Options
4. Will: Define what you Will do

If you wish to drive your team performance further, a coaching mindset enables you to create an environment where people feel heard, recognized and valued, being highly engaged and wanting to give their best.

*"Leadership is not about titles, positions or flowcharts.  
It is about one life influencing another one."*  
John C. Maxwell

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**Does it inspire you?**

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online, or in Munich, Berlin and Amsterdam

or

Harmonize your management standards with  
an in-house leadership program

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