



LEADERSHIP – Fundamental behaviours to become a leader

Level	Available languages	Fee
Beginner	 	€ 400

e-Module titles	Objectives	Content
NEGOTIATION COMMUNICATION (1): What is body language?	This module aims at understanding some basic behaviours required to become a leader: - identifying & understanding body language	1. What is body language? 2. Interpreting body language
NEGOTIATION COMMUNICATION (2): Deciphering body language	This module aims at understanding some basic behaviours required to become a leader: - understanding the relationship between body language & voice, culture, emotions	1. Body language & voice 2. Body language & culture 3. Body language & emotions & consequences
INTRODUCTION TO BEHAVIOURAL REFLEXES	This module aims at understanding some basic behaviours required to become a leader: - the difference between positional & principled negotiation - its materialisation on the Kraljic matrix - the impact on the behaviour to be adopted	1. Distinguish between positional & principled negotiations 2. Link with the procurement strategy 3. Consequences on the behaviour to adopt
INTRODUCTION TO CULTURES	This module aims at understanding some basic behaviours required to become a leader: - understanding cultural traits & their impact on behaviour	1. Introducing cultural traits
INTRODUCTION TO EMOTIONAL INTELLIGENCE	This module aims at understanding some basic behaviours required to become a leader: - understanding how emotional intelligence assists the negotiator in identifying the counterpart's emotions, with the finality of influencing them	1. What is Emotional Intelligence? 2. The different layers of Emotional Intelligence