



Brownlee & Associates,  
S.L. Paseo de los Olivos,  
20, 1ªB, Madrid, 28011,  
España.  
Tel: (34) 91-526-2505  
Web: [WWW.brownlee-associates.com](http://WWW.brownlee-associates.com)

Correo electrónico: [Brownleeassociates@gmail.com](mailto:Brownleeassociates@gmail.com)

## **Leadership for the 21st Century**

This course is based on the skills & abilities of leaders identified in a range of scientific studies. We believe that being a great leader consists in knowing HOW to move people towards the correct actions necessary to reach the desired objectives. For that reason, the content of this course is designed to provide the skills and practice necessary to reach this objective. It is a very dynamic and participative course and is, at all times, focussed on the work of the attendees.

We consider that one key marker between a “Manager” and a “Leader” is the degree of efficiency and elegance in their communication be it with their subordinates or their own bosses, not only in formal work situations but also in less formal contexts.

For this reason we generally recommend that the trainees complete the following courses in the sequence indicated below:

1. Advanced Interpersonal Communication (Sales with Neuro Linguistic programming - 3 days.
2. The Art & Science of Presenting in Public - 2 days.
3. Negotiation Skills for the 21st century - 3 days.
4. Leadership for the 21st Century - 3 days.
5. Advanced Presentations - 2 days.
6. Negotiation with difficult people in difficult situations (Advanced course) - 3 days.

With the previously mentioned courses, the trainees will have, from the first course, skills, abilities and techniques will be reapplied and developed even further in the following courses thereby “installing” the skills rather than just teaching/learning them. The training in these skills can be done over a period of one or two years depending upon the urgency & need for training that the organization feel is most appropriate.

Duration:

3 days (27 hours).