Training Course on Political Savvy and Emotional Intelligence

Professional Development Training Course Outline

Category	Leadership and Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's dynamic and competitive work environment, navigating the complexities of workplace relationships and understanding emotional intelligence are critical skills. "Training Political Savvy & Emotional Intelligence" is designed to empower individuals with the tools to build political acumen, communicate effectively, and manage emotions to thrive in leadership and team environments. This course integrates both political awareness and emotional intelligence to create a harmonious balance between personal growth and organizational success. Participants will learn how to recognize the power dynamics at play in their organizations, and leverage their emotional intelligence to influence, negotiate, and collaborate effectively.

The increasing demand for leaders who are both strategically savvy and emotionally intelligent has never been higher. This course combines practical strategies with real-world applications to help participants achieve professional growth and enhance team cohesion. By mastering political savvy and emotional intelligence, participants will unlock the potential for career advancement, improve decision-making skills, and foster a productive work environment. This course is not just about theory but equips participants with actionable skills to influence people, manage conflict, and lead with empathy.

Programme Curriculum

Training Course on Political Savvy & Emotional Intelligence

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Course Objectives

1. Understand the fundamentals of political savvy in the workplace.
2. Develop emotional intelligence to better manage interpersonal relationships.
3. Identify power dynamics and learn to navigate organizational politics.
4. Strengthen communication skills for better influence and persuasion.
5. Recognize and regulate emotional triggers to enhance decision-making.
6. Build trust and rapport within teams and with key stakeholders.
7. Apply emotional intelligence principles in conflict resolution.
8. Cultivate leadership presence through emotional awareness and strategic action.
9. Learn negotiation techniques for both internal and external stakeholders.
10. Enhance self-awareness and self-regulation to make thoughtful decisions.
11. Utilize political savvy for career progression and organizational impact.
12. Improve empathy and active listening skills to foster collaboration.
13. Build resilience in high-pressure situations and emotionally charged environments.

Organizational Benefits

- Enhanced team cohesion and collaboration through better understanding of emotional dynamics.
- Improved leadership effectiveness with the integration of emotional intelligence and political awareness.
- Increased employee satisfaction and retention by cultivating a supportive, empathetic work environment.
- Strengthened organizational culture by promoting trust, transparency, and open communication.
- Boosted decision-making abilities by leveraging both emotional awareness and strategic thinking.

Target Participants

1. Mid to senior-level managers
2. HR professionals
3. Aspiring leaders.
4. Executives.

5. Entrepreneurs.
6. Professionals in customer-facing roles.
7. Team leaders.
8. Individuals preparing for leadership positions.

Course Outline

1. **Introduction to Political Savvy & Emotional Intelligence**
    - Understanding the significance of emotional intelligence in leadership and decision-making.
    - Recognizing the importance of political awareness in the workplace.
    - Identifying different leadership styles and their impact on team dynamics.
    - Key components of emotional intelligence: Self-awareness, Self-regulation, Motivation, Empathy, Social Skills.
    - The role of emotional intelligence in conflict resolution and negotiation.
2. **Building Emotional Intelligence in Professional Environments**
    - Techniques for increasing emotional awareness.
    - Developing empathy for better team management.
    - Improving self-regulation to maintain control in high-pressure situations.
    - Communication skills to enhance emotional understanding.
    - Conflict resolution strategies using emotional intelligence.
3. **Mastering Political Savvy in the Workplace**
    - Identifying power structures and relationships within an organization.
    - Strategies for influencing without authority.
    - Navigating office politics with integrity.
    - Building alliances and networks for career advancement.
    - Managing upward and sideways relationships effectively.
4. **Effective Communication & Influencing Skills**
    - Verbal and non-verbal communication strategies.

- Building rapport and trust through effective communication.
- Persuasion techniques and influencing others.
- The art of negotiation and compromise.
- Addressing conflict through emotional and political intelligence.

5. **Emotional Intelligence in Conflict Resolution**
    - Understanding different conflict styles and how to manage them.
    - Using emotional intelligence to de-escalate tension.
    - Techniques for facilitating difficult conversations.
    - Developing active listening skills.
    - Recognizing the emotions behind disagreements.
6. **Leadership through Emotional Intelligence & Political Savvy**
    - Leading with emotional awareness and strategic thinking.
    - Applying emotional intelligence to inspire and motivate teams.
    - Using political savvy to drive organizational change.
    - Leading through empathy and authentic connections.
    - Creating a resilient leadership style in the face of challenges.
7. **Empathy & Active Listening for Better Workplace Relationships**
    - The role of empathy in leadership and team dynamics.
    - Strategies for active listening and validation.
    - Creating inclusive environments through empathetic leadership.
    - Managing emotions in others for conflict resolution.
    - Leveraging empathy to build stronger workplace bonds.
8. **Advanced Negotiation & Persuasion Strategies**
    - High-level negotiation techniques for executives.

- Emotional intelligence in high-stakes negotiations.
- Power and influence dynamics in persuasion.
- Balancing assertiveness and empathy in negotiations.
- Long-term relationship building through negotiation.

Training Methodology

- Interactive Workshops and Case Studies
- Group Discussions and Role-Playing
- Emotional Intelligence Assessments
- Real-Life Scenario Simulations
- Coaching and Mentoring
- Self-Reflection Journals
- Peer Learning and Feedback
- Video-Based Learning Modules

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org **or call** *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

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