

Situational Leadership

Leadership, what does it really mean? Is it something you can learn? Is it a natural talent, or does it come with experience? Many leaders act largely on intuition, perhaps you do as well. Wouldn't it be valuable to take a closer look at your own leadership style and explore your strengths in more depth? The Situational Leadership training gives you clear insight into your leadership approach and (more importantly) shows you how to apply that insight in practice. You'll become more flexible, more effective, and more inspiring as a leader. In short, you'll achieve even more. And who wouldn't want that?



Ready to?

- ✓ Gain insight into your leadership style
- ✓ Explore your strengths and weaknesses
- ✓ Motivate and inspire people
- ✓ Grow as a leader (and yes, as a person too)

What will you learn?

During this programme, you will learn how to use different communication styles, tailored to your goal, the situation and the people you are working with. It is a comprehensive programme in which you explore the theory behind the Influence Model®, Situational Leadership and team development. You will analyse your own leadership style within your organisation and immediately apply these insights in practical exercises, receiving extensive feedback along the way. An engaging and hands-on learning experience.

Who is it for?

Participants in the Situational Leadership training come from a wide range of sectors and roles, which makes the programme particularly engaging. To take part, you should have around two to three years of management experience in a position at HBO+ level.

And afterwards?

After the training, you'll notice that your leadership has evolved. You'll have a clear understanding of your

strengths and development areas, and you'll be able to draw on a broad range of leadership styles and switch between them with confidence. You'll know how to analyse your team members' needs and development, allowing you to motivate them more effectively. As a result, you'll get more out of both your team and yourself.

So why join?

- A training programme that links leadership styles to specific individuals and situations
- Something that will benefit you for the rest of your life
- Insightful and practical
- Learning with and from like-minded people
- Achieving more in your work

**You're faster on your own,
but get better together**

What is the Influence Model®?

The Influence Model®, developed at Harvard, is a powerful, research-based framework that forms the foundation of TIC's philosophy. It covers all communication styles, giving you a clear understanding of what makes communication effective and, more importantly, how to apply it. In the EMEA region, this model is exclusively available through The Influence Company

Our training locations

We've created an environment where you can focus entirely on yourself and your learning. No plastic coffee cups or boring, generic rooms here. Instead, you'll be in a beautiful setting where everything is taken care of for you. It's like stepping into a bubble designed to help you relax, focus, and grow.

We even have custom-designed spaces for specific exercises, making your training experience not just effective, but unforgettable. This is what takes a great training to the next level.

House of influence Amsterdam

A tranquil oasis in the bustling heart of the city.



Do you have any questions?

Or would you like to find out if this training aligns with your goals?

Schedule a free consultation with one of our training advisors. They have in-depth knowledge of our programmes and ready to assist you in your decision-making.

Schedule a free consultation at:

influencecompany.com/schedule-a-call/

Staying overnight?

Our training days wrap up with a group dinner, and we highly recommend staying overnight. It gives you time to absorb everything you've learned, make the most of your experience, and unwind with your group in a relaxed setting

Who are the trainers?

You'll be guided by experienced trainers, each with over 1,000 hours of group facilitation experience—expertise that's invaluable. Alongside professionals just like you, your trainers will act as mirrors, helping you see and understand your behavior and its impact.

Theory isn't just taught; it's applied directly. You'll practice, experiment, and work through simulations based on your own work experiences. Along the way, you'll receive plenty of feedback, face challenges, and be encouraged to grow. Is it exciting? Yes. Educational? Absolutely.

We're here for you

Our support doesn't stop when the training ends. With access to the Influence Hub®, our dedicated platform, you can track your progress, access practice materials, and get ongoing feedback.

At a Glance

Duration: 3 days

Group Size: 6–9 participants

Work Level: HBO+

Preparation Time: 1 to 2 hours

Would you like to know more about prices, dates, times, locations, structure & content of the programme?

Contact us via email at:

customerservice@influencecompany.com, or give us a call at: +31 (0)33 434 5800

We are The Influence Company

Since 1962, we've been a distinctive training agency doing things differently. With us, you won't just sit back and relax — we get you moving. We help you break patterns, gain insights, and truly experience what it means to grow. To learn. And most importantly: to do. That's why we've remained popular for decades, having trained over 150,000 professionals and counting.