



THE UNIVERSITY OF  
SYDNEY

# **Advanced Communication Skills for Leaders Course**

*Centre for  
Continuing Education*

# Advanced Communication Skills for Leaders Course



Join us for a day of interactive and immersive exercises to help you cultivate advanced communication skills. You will learn the hidden aspects of effective communication and to design and deliver purposeful communication to meet a variety of needs. This course will help you better understand interpersonal dynamics and assist in your ability to influence others.

This course is for you if you are a leader who has mastered basic communication strategies and are looking to employ more advanced techniques.



## Course duration

1 session, 8 hours total



## Time

9am - 5pm



## Format

Face-to-face  
or  
Online in real-time



## Dates

Browse available  
[course dates](#)

## Intended audience

Anyone in a leadership position.

## Prerequisites

A willingness to approach the topics with an open mind.



## Upon completion

Every participant receives a University of Sydney certificate of completion.



## Aims

The aim of this course is to increase your awareness of unconscious dynamics in interpersonal communication, helping you to better convey your message and influence others.



## Outcomes

By the end of this course, you should be able to:

- identify unconscious interpersonal dynamics that impact communication
- design a communication approach for a variety of needs, for e.g. influencing or informing
- utilise key influencing skills
- develop skills to identify and correct conversations when they go off track
- give and receive effective feedback to enhance your results
- put together an effective communication message for delivery.



## Content

### Introduction

- Context setting and orientation
- The common denominator in communication

### The inner game

- The left hand and right-hand column of communication – my own role
- Analysing the hidden dynamics of communication

### Analysing the context

- Current state to desired state
- Collecting and ordering information

### Delivering with influence and impact

- The role and art of framing
- Influencing tools
- Dealing with resistance
- When conversations are crucial

### Giving and receiving feedback

- How to deliver feedback effectively
- How to receive feedback effectively



*“Enlightening content. Practical tools to grasp and implement. 10-10 overall experience”*

**Fade Aboweny**

*“A very valuable day packed full of practical tools, and activities to practice on real life challenges.”*

**Lanie McHugh**



*“Great format of the course, great pace, useful theory, tools, methods. Fantastic teacher who is keeping the subject interesting and relevant with good sense of humour and engaging experience.”*

**Magda Kubicka**



### **Delivery style**

Information sessions supported by interactive activities and class discussions. This day-long program has you utilising the content at each step into a coherent presentation or delivery for practice at the end.

### **Materials**

Course materials, including a course booklet, are provided electronically.



### **Organisational training and development**

This course can be delivered as a private session for groups, and tailored to meet the needs of your business. Contact us to discuss our range of organisational training solutions.

[Learn more](#)





THE UNIVERSITY OF  
**SYDNEY**

We recognise and pay respect to the Elders and communities – past, present, and emerging – of the lands that the University of Sydney's campuses stand on. For thousands of years they have shared and exchanged knowledges across innumerable generations for the benefit of all.

Empower ambition,  
*inspire leadership*

**For more information**

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