



PROFESSIONAL DEVELOPMENT FOR WOMEN

Advanced Women in Leadership Masterclass: Strategic Influence at the Top

3 day course

Classroom, online or in-house

Course overview

At senior level the obstacles change: the question is no longer whether a woman is heard in a meeting but whether she is in the conversations where decisions are shaped before the meeting. This masterclass works at that level. Delegates work through influence beyond formal authority, and mapping where decisions in their organisation are actually made. Building and using political capital is covered without euphemism. Sponsorship is addressed as something both received and given, and as different from mentoring. Negotiating for scope, resources and terms follows. Leading through other leaders is covered, including holding peers to account. Board and shareholder engagement is addressed. The specific exposures of visible senior women are treated honestly, including scrutiny and the cost of being first. The course closes on succession, on what to build that outlasts the role, and on deciding what the next move is for.

What you will learn

- Map where decisions in the organisation are actually shaped
- Exercise influence beyond formal authority
- Build and spend political capital deliberately
- Give and receive sponsorship, distinct from mentoring
- Negotiate for scope, resources and terms
- Lead through other leaders and hold peers to account
- Engage boards and shareholders, and plan what outlasts the role

Who should attend

- Senior managers and directors preparing for executive committee roles
- General managers and heads of function in large or complex organisations
- Women on formal succession plans for C suite positions
- Board members and non executive directors seeking sharper strategic tools
- Senior leaders in state owned enterprises and regulated industries

Course outline

- 01 Before the meeting, not in it
- 02 Where decisions are actually shaped
- 03 Influence beyond authority
- 04 Political capital
- 05 Sponsorship given and received
- 06 Negotiating scope, resources and terms
- 07 Leading through leaders
- 08 Boards, scrutiny, succession and the next move

Upcoming dates



Dates	Venue	Format	Fee per delegate
7 to 9 December 2026	Port Louis, Mauritius	Classroom	USD 995
27 to 29 January 2027	Online	Online	R6,500
29 to 31 March 2027	Johannesburg, South Africa	Classroom	R14,950

Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriScience.co.za, or WhatsApp us on **+27 63 479 1136**.

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