

TRANSACTIONAL ANALYSIS FOR SENIOR LEADERS

“Unlock Leadership Potential through Understanding Human Behavior”

Schedule

Date	Venue	Fees (Face-to-Face)
11 - 13 Aug 2026	Dubai, UAE	USD 2495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Transactional Analysis (TA) is a powerful psychological tool used to understand human behavior, communication patterns, and leadership dynamics. This course provides senior leaders with advanced insights into TA, focusing on how to enhance personal and professional relationships, resolve conflicts, and improve decision-making.

Through this training, participants will learn how to leverage TA techniques to better understand their own behaviors and those of their teams, leading to improved leadership effectiveness and healthier work environments.

Objectives

By the end of this course, participants will be able to:

- Apply transactional analysis to improve communication and leadership styles.
- Identify and understand the three ego states: Parent, Adult, and Child, and how they affect leadership dynamics.
- Resolve conflicts more effectively by analyzing and addressing communication patterns.
- Enhance emotional intelligence and self-awareness to foster stronger relationships.
- Implement TA techniques to develop a more cohesive and motivated team.
- Improve decision-making by understanding the psychological dynamics of individuals and groups.

Why Attend

- Gain deep insights into human behavior and communication to enhance leadership effectiveness.
- Learn how to use TA to develop stronger, more productive teams and organizations.
- Improve your conflict resolution skills by understanding the root causes of workplace conflicts.
- Enhance your emotional intelligence and self-awareness to foster better relationships with colleagues and stakeholders.
- Learn practical TA tools and techniques that can be immediately applied in leadership roles.

Target Audience

This program is designed for:

- Senior leaders, managers, and executives in any industry.
- Individuals in leadership positions who seek to improve their communication, decision-making, and conflict resolution skills.
- HR professionals, coaches, and trainers who work with senior leaders and teams.
- Anyone interested in enhancing their leadership effectiveness through psychological insights.

Individual Benefits

Key competencies that will be developed include:

- Enhanced understanding of human behavior and its impact on leadership.
- The ability to apply TA techniques to improve communication and relationships.
- Improved conflict resolution and decision-making skills.
- Increased emotional intelligence and self-awareness.
- Greater effectiveness in managing teams and motivating individuals.

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved communication and collaboration across teams and departments.
- Enhanced conflict resolution capabilities, leading to a more harmonious work environment.
- Stronger leadership abilities, fostering a motivated and engaged workforce.
- A deeper understanding of team dynamics, leading to better decision-making and problem-solving.
- The ability to develop and implement TA techniques to improve organizational performance.

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings - Introduction to the principles of transactional analysis and its applications in leadership.
- Case Studies - Real-world examples of how TA is used to resolve leadership challenges and improve team dynamics.
- Workshops - Hands-on exercises and role-playing to practice TA techniques in leadership situations.
- Peer Exchange - Group discussions on how to implement TA in diverse organizational settings.
- Tools - Practical tools and frameworks for applying TA in everyday leadership practices.

Course Outline

Detailed 3-Day Course Outline Training Hours: 7:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Introduction to Transactional Analysis in Leadership

- Module 1: Understanding Transactional Analysis (07:30 – 09:30)
- Introduction to the concept and history of TA.
- The three ego states: Parent, Adult, and Child.
- The significance of TA in leadership and communication.
- Module 2: Applying TA to Leadership (09:30 – 11:15)
- Identifying your leadership style through TA.
- Recognizing how ego states affect leadership and communication.
- Practical techniques for using TA to enhance leadership effectiveness.

Day 2: Communication and Conflict Resolution through Transactional Analysis

- Module 3: Effective Communication and Building Trust (07:30 – 09:30)
- How to communicate effectively using TA principles.
- Building trust with team members through understanding ego states.
- Identifying communication patterns and overcoming barriers.
- Module 4: Conflict Resolution with Transactional Analysis (09:30 – 11:15)
- How TA can be used to understand and resolve workplace conflicts.
- Recognizing the root causes of conflicts using the ego states.
- Techniques for de-escalating conflicts and fostering collaboration.

Day 3: Advanced Leadership Strategies Using Transactional Analysis

- Module 5: Developing Emotional Intelligence and Self-Awareness (07:30 – 09:30)
- The role of emotional intelligence in leadership.
- Using TA to increase self-awareness and emotional regulation.
- Building emotional intelligence for more effective leadership.
- Module 6: Leading with Transactional Analysis (09:30 – 11:15)
- Strategies for integrating TA into your leadership style.
- How to apply TA to motivate and empower teams.
- Developing a TA-based leadership approach for long-term success.

Certification

Participants will receive a Certificate of Completion in Transactional Analysis for Senior Leaders, validating their ability to apply transactional analysis techniques in leadership and management roles to improve communication, conflict resolution, and team dynamics

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