

TAP-C™ INFLUENCING MODEL: CERTIFICATE IN COACHING

“Mastering the Science and Art of Influence for Transformational Leadership”

Schedule

Date	Venue	Fees (Face-to-Face)
09 – 13 Aug 2026	Kuwait	USD 3995 per delegate

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

Introduction

This program delivers an in-depth exploration of the TAP-C™ Influencing Model, a proven framework used globally by leaders and coaches to shape mindsets, drive change, and achieve high-impact results. The course equips participants with advanced influencing techniques grounded in coaching principles, neuroscience, and behavioral science.

Through practical coaching exercises, case applications, and live practice sessions, participants will develop the confidence and competence to apply the TAP-C™ model effectively across diverse leadership and organizational settings.

Objectives

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

- Understand the TAP-C™ Influencing Model and its applications in leadership and coaching.
- Use advanced communication and questioning techniques to shift behaviors and mindsets.
- Apply neuroscience insights to strengthen influence and persuasion.
- Build trust, rapport, and credibility with individuals and teams.
- Develop personalized influencing strategies for diverse contexts.

Why Attend

- Gain formal certification in the globally recognized TAP-C™ Model.
- Master practical tools for leadership, coaching, negotiation, and change management.
- Enhance your ability to influence stakeholders, clients, and team members.
- Improve decision-making, conflict resolution, and problem-solving skills.
- Strengthen your leadership presence and personal impact.

Target Audience

This program is designed for:

- Senior leaders and executives.
- Coaches and organizational development professionals.
- HR and talent development managers.
- Project managers and team leads.
- Professionals aiming to enhance their influencing skills.

Individual Benefits

Key competencies that will be developed include:

- Advanced coaching and communication skills.
- Strategic influencing and stakeholder management.
- Emotional intelligence and rapport building.
- Self-awareness and personal leadership development.
- Confidence in handling complex interpersonal dynamics.

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved team performance and engagement.
- Enhanced leadership effectiveness and agility.
- Better alignment and execution of organizational goals.
- Stronger culture of coaching and continuous improvement.
- Sustainable change through influence rather than authority.

Instructional Methodology

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

- Expert Inputs - Foundations and framework of the TAP-C™ Model.
- Live Coaching Demonstrations - Real-time practice and feedback.
- Interactive Exercises - Application of influence techniques to real challenges.
- Group Discussions - Sharing insights, challenges, and solutions.
- Personal Action Planning - Developing individual strategies for continued growth.

Course Outline

Detailed 5-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 Influencing and the TAP-C™ Model

- Module 1: Foundations of Influence (07:30 – 09:30)
- Defining influence and its role in leadership.
- Overview of the TAP-C™ Model components.
- Module 2: Trust and Authority (09:30 – 11:15)
- Building credibility and rapport.
- Ethical influence and authenticity.

Day 2: Activating the Mind for Change

- Module 3: Activating Motivation (07:30 – 09:30)
- Understanding what drives people.
- Using coaching techniques to uncover intrinsic motivation.
- Module 4: Purpose and Alignment (09:30 – 11:15)
- Clarifying shared goals and aligning intentions.
- Applying purpose-driven leadership.

Day 3: Communication Mastery

- Module 5: Advanced Communication (07:30 – 09:30)
- Asking powerful questions, active listening, reframing.
- Non-verbal communication and presence.
- Module 6: Managing Resistance (09:30 – 11:15)
- Identifying and overcoming barriers to change.
- Handling difficult conversations with confidence.

Day 4: Integrating Coaching and Influence

- Module 7: Neuroscience of Influence (07:30 – 09:30)
- Leveraging brain science to enhance impact.
- Managing emotions and fostering trust.
- Module 8: Practical Application (09:30 – 11:15)
- Coaching labs: applying TAP-C™ in real scenarios.
- Peer feedback and improvement.

Day 5: Action Planning and Certification

- Module 9: Capstone Coaching Simulation (07:30 – 09:30)
- Final practice: demonstrating mastery of the model.
- Group presentation and reflection.
- Module 10: Individual Action Plans (09:30 – 11:15)
- Developing strategies for workplace application.
- Setting personal development goals

Certification

Participants will receive the Certificate in Coaching: TAP-C™ Influencing Model, recognizing their ability to apply powerful coaching and influencing techniques for leadership and organizational success.

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<p>In-House / Customized Training</p> <p>Interested in running this course for your team?</p> <p>Please contact us:</p>	<p>TEL:</p> <p>+601116373203</p>	<p>EMAIL:</p> <p>info@mawaevents.net</p>
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