

SSPH+ Emerging Health Leaders Course Outline

Real Influence: Trust, Presence & Power

Date: Friday, 24th October 2025

Location: Basel, Switzerland

Course lecturer: Carl Emerson, InsideOut Solutions

Learning outcomes

In this practical, high-energy session, participants will:

- Discover how subtle influence works: priming, framing, and non-verbal cues drawn from behavioural science and real leadership practice.
- Build inner agility, learning tools to notice and shift unhelpful emotional patterns, using proven micro-techniques from mindfulness and psychology.
- Explore the vulnerability edge: what it means to lead with emotional risk safely, staying open enough to build trust without losing credibility.
- Practice mapping real work scenarios: testing how to combine presence, subtle influence moves, and authentic connection for greater results.
- Receive information of immediate takeaway value, actionable tools to expand impact and presence: shaping how to influence conversations, build trust, and steady themselves when it matters most.

Draft agenda

09:30	Welcome: Set intentions and explore what real influence means
10:00	Foundations of Trust: How it works and breaks; real conversations to build it
11:15	Break
11:30	Presence as Power: Develop subtle presence, body awareness, and calm authority
13:00	Lunch
14:00	Power Dynamics: Rethink influence: shift from force to trust and co-creation
15:30	Break
15:30	Embedding Influence: Work with resistance, practice feedback & honest dialogue
16:45	Integration & Commitments: Define key takeaways & next steps to sustain change
17:30	Close

About the trainer



Carl Emerson is a senior organizational development specialist, leadership advisor, and experienced international coach known for his subtle, psychologically informed approach to complex team dynamics and personal transformation. Drawing on expertise in emotional intelligence, nonviolent communication, and strategic facilitation, Carl helps senior leaders and professionals navigate change, unlock hidden needs, and build environments of trust, agility, and authentic influence.

With a background in designing reflective, discussion-based learning for seasoned executives, often within clinical, pharma, and regulated industries, Carl's work bridges high-level strategy with practical human insight. He is particularly interested in how unmet needs, hidden emotions, and personal energy shape performance, well-being, and relationships, both at work and in life. A renowned storyteller, he integrates his business experience with anecdotes to bring theory to life, to show the impact of solutions discussed and to generate the creative motivational energy required.