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COURSE BROCHURE

# High-Impact Leadership in Internal Audit Training Course

8 – 12 November 2027
Rome

# High-Impact Leadership in Internal Audit Training Course

**Ref:** 389_13803 **Date:** 8 – 12 November 2027 **Location:** Rome **Fees:** 6200 GBP

High-Impact Leadership in Internal Audit is a 1-week training course for internal audit managers, team leads and senior auditors stepping into leadership, built around one work product: a personal Audit Leadership Influence Plan mapping key stakeholders, coaching routines and the change each participant will lead. Audit findings change nothing unless someone persuades executives to act on them. Jupiter Prime Training created this course for auditors who want their work to land.

## Why High-Impact Leadership in Internal Audit Matters Now

Audit leaders now face executives who expect partnership rather than policing, audit committees that want candid insight, and younger teams who expect coaching rather than command. At the same time, the Global Internal Audit Standards from The Institute of Internal Auditors IIA place clear emphasis on the chief audit executive's relationships with the board and senior management. Leaders who build credibility see recommendations implemented and talented auditors stay; those who rely on authority alone meet defensive auditees and high turnover. The IIA Three Lines Model helps leaders explain where audit adds value without crossing into management decisions.

## Who Gains Most from High-Impact Leadership in Internal Audit

- Audit managers who supervise several engagements and present results to executives
- Team leads responsible for daily direction, review notes and on-the-job coaching
- Senior auditors preparing for their first people-management responsibilities
- Audit committee liaisons who brief committee members between meetings
- Quality and methodology leads who must win support for new ways of auditing

A group of newly promoted managers from one audit function gains most when they attend together, since they can agree shared coaching and escalation habits.

## High-Impact Leadership in Internal Audit Capabilities

These outcomes turn technical audit credibility into influence with auditees, committees and the audit team.

- Assess personal leadership style and its effect on audit teams — team engagement
- Build stakeholder maps and relationship plans for key executives — acceptance of recommendations
- Communicate concise, candid messages to audit committee members — committee oversight
- Apply coaching conversations to develop auditor judgement — team capability
- Handle disputed findings through structured difficult conversations — auditee relationships
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Design a change narrative that moves management to act on audit insight — control improvement

## Key High-Impact Leadership in Internal Audit Terms

- Trusted adviser — an audit leader whose independent views are sought by management because they are reliable, relevant and constructive.
- Stakeholder map — a grid placing executives and committee members by influence and interest to plan engagement with each.
- Coaching conversation — a structured dialogue where a leader asks questions that help an auditor solve problems and grow judgement.
- Situational leadership — adapting direction and support to an auditor's competence and confidence on a given task.
- Difficult conversation — a discussion where views differ sharply, emotions run high and the outcome matters to both sides.
- Change narrative — a short, persuasive story explaining why change is needed, what will change and how people benefit.

## High-Impact Leadership in Internal Audit Day by Day

### Day 1: Leadership Identity in the Audit Function

- Leadership Style Self-Assessment — Directive, Coaching and Supportive Tendencies
- IIA Three Lines Model Positioning — Adviser Without Owning Decisions
- Trusted Adviser Equation — Credibility, Reliability and Intimacy Factors
- Independence and Relationship Balance — Staying Objective While Engaging
- Personal Leadership Purpose Statement — Values Guiding Audit Choices

### Day 2: Stakeholders and the Audit Committee

- Stakeholder Mapping Grid — Influence and Interest of Executives
- Relationship Plans for Key Auditees — Regular Touchpoints Beyond Engagements
- Audit Committee Briefing Techniques — Three Messages and Supporting Evidence
- Private Session Conversations With the Committee Chair — Raising Concerns
- Reading Executive Agendas — Linking Audit Messages to Business Priorities

### Day 3: Coaching and Developing Auditors

- Situational Leadership Model — Matching Support to Auditor Readiness
- Coaching Question Banks — Building Judgement on Live Engagements
- Review Note Feedback Style — Developmental Rather Than Corrective Comments
- Delegation Planning — Stretch Tasks and Safe Failure Points
- Recognition and Motivation Practices — Retaining Skilled Auditors

## Day 4: Difficult Conversations and Influence

- Difficult Conversation Framework — Facts, Feelings and Identity Layers
- Handling Disputed Findings With Auditees — Evidence-First Dialogue
- Influence Tactics Selection — Logic, Reciprocity and Coalition Building
- Managing Pushback From Senior Executives — Escalation Without Damage
- Change Narrative Construction — Moving Management From Agreement to Action

## Day 5: Practising the Audit Leadership Influence Plan

- Committee Briefing Rehearsal — Applying Concise Messaging Techniques
- Coaching Role-Play — Applying Situational Leadership With a Junior Auditor
- Disputed Finding Simulation — Applying the Difficult Conversation Framework
- Peer Feedback on Leadership Style — Strengths and Blind Spots
- Audit Leadership Influence Plan — Stakeholders, Coaching Routines and Change Goals

## Applying High-Impact Leadership in Internal Audit After the Course

- Complete a stakeholder mapping grid for the current audit plan and schedule one relationship meeting with each high-influence executive.
- Hold a coaching conversation with each team member using the question bank and agree one development goal for the next engagement.

## High-Impact Leadership in Internal Audit Questions FAQ

### What is high-impact leadership in internal audit, and why does it matter now?

It is the ability to lead audit teams and influence executives and committees so that audit insight leads to action. It matters now because stakeholders expect partnership, committees want candour and auditors expect coaching.

### Which roles gain most from high-impact leadership in internal audit training?

Audit managers, team leads, senior auditors moving into management and committee liaisons gain most. They shape how findings are received and how audit teams develop.

### How does high-impact leadership in internal audit training differ from a general leadership course?

A general leadership course ignores audit independence and evidence. This course applies coaching, influence and difficult conversations to findings, committee briefings and objectivity, the situations audit leaders actually face.

## What do you bring back from high-impact leadership in internal audit training?

You bring back an influence plan with a stakeholder map, coaching routines and a change goal, plus briefing templates and a framework for handling disputed findings.

## High-Impact Leadership in Internal Audit: The Way Forward

The Audit Leadership Influence Plan first informs which executive relationships each participant invests in before the next reporting cycle. Line managers and mentors can use it to support the participant's growth. After the first round of committee briefings and coaching sessions, revisit the plan to see which influence tactics worked and where trust still needs building.