

€ TRAINING

Seminar: Leadership Program for Senior
Executives



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Introduction:

This course focusing on equipping business leaders with the competencies they need to tackle the challenges of today's global and fast-paced economy. This course is very unique in its design and delivery because it takes leadership to a new level of thinking and influence. The course also focuses on the emergence of new styles of leadership that engage the entire organization and create value on all fronts.

Course Objectives:

At the end of this course the participants will be able to:

- Evaluate personal leadership capabilities, and benchmark against globally recognized leaders
- Influence the culture within their organization through higher engagement and employee involvement
- Create value by applying vital executive skills across the full range of responsibilities
- Evaluate organizational and workplace disruptions and take advantage of opportunities to maintain a competitive edge
- Write a personal executive agenda that drives top performance personally and organizationally

Targeted Audience:

- Managers
- Team Leaders
- Supervisors
- Senior Managers

Course Outlines:

Unit 1: An Inward Perspective:

- A perspective on leadership: global and GCC
- Competencies of a GCC executive
 - Behavioral competencies
 - Functional competencies
- Levels of executive leadership
 - A discussion around Tim Collins 'Level 5 Leadership'
 - A discussion around leadership styles of GCC Executives
- Ethics and executive-ship
 - Interpreting ethics
 - Practicing ethics
 - Building an ethical framework
- Leadership mindset and self-awareness

Unit 2: An Outward Perspective:

- The view from the top
- Engaging the organization
 - Influencing the culture
 - Building the structure
 - Involving the employees
- Interacting with the market
 - Dealing with new market realities
 - Understanding the new consumer
- Building partnerships and alliances
 - The importance of market collaboration
- Dealing with competition - how well do you know them

Unit 3: The Executive - From Strategy to Value Creation:

- Staying strategically nimble
- Driving operational versatility
- Knowing your numbers - where to start
 - Mastering your business forecast
 - Revisiting key financial statements
 - Reviewing key measures and KPIs - keeping an eye on the right stuff
- Optimizing your decision in a challenging landscape
- Value Creation: three ways to creating value a GCC executive must know
 - The Clayton Christensen approach