

# € TRAINING

Strategy, Risks, Negotiation & Leadership



7 - 11 October 2024  
Madrid (Spain)



# Strategy, Risks, Negotiation & Leadership

REF: ST62 DATE: 7 - 11 October 2024 Venue: Madrid (Spain) - Fee: 5300 Euro

## Introduction:

As the business environment becomes ever more uncertain and turbulent, the requirement for professional leadership and management throughout organizations is at a premium. Strategies, Risks, Negotiation, and Leadership is for those who are dedicated to maximizing their performance and value-added contribution and that of the people who work for them. The four elements of the course provide a structured and coherent framework for addressing the challenges which face professionals in respect of both their day-to-day and longer-term responsibilities.

## Course Objectives:

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

- Develop an appreciation and understanding of each of the four elements of the course - Strategies, Risks, Negotiation, and Leadership.
- Understand how they interact to create a systemic approach to problem resolution.
- Develop the skills needed to master each individual element.
- Identify how to apply them to different circumstances.
- Recognize potential pitfalls and identify the tactics to overcome them.
- Utilize the four elements in achieving individual, team, and organizational results.
- Identify priorities for continued professional development.

## Targeted Audience:

- Current and potential strategic leaders at all levels
- Those responsible for developing and leading strategy
- Directors, business unit managers, and/or managers of all levels
- Functional team leaders in the public or private sector
- Supervisors/Line managers

## Course Outlines:

### Unit 1: Strategy:

- Introduction to strategy - background, historical developments, major theories.
- Thinking strategically.
- A consistent approach to strategy development.
- The relationships between vision, mission, and strategy.
- The steps involved in developing a strategy.
- Implementing a strategy.

### Unit 2: Risks:

- The meaning and nature of risk.
- Identifying the risks in a given strategy.
- Prioritizing risks.

- Contingency planning.
- Risk mitigation strategies.

### Unit 3: Negotiation:

- The essential role of negotiation.
- Focusing on mutual interests.
- How to separate the people from the problem.
- Remaining objective and dispassionate.
- Negotiating with more powerful people.
- Negotiating tactics.

### Unit 4: Leadership:

- The strategic nature of leadership.
- The differences between leadership and management.
- Turning leadership theory into practical leadership.
- Maximizing the performance of each team member.
- Motivating the 'average' employee.
- Developing a personal action plan for further self-development.

### Unit 5: Strategic Leadership Workshop:

- Intrapersonal skills.
- Interpersonal skills.
- Strategic leadership for team development.
- Innovative Leadership skills.