

# € TRAINING

Strategy, Risks, Negotiation & Leadership



2 - 6 June 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



# Strategy, Risks, Negotiation & Leadership

REF: C706 DATE: 2 - 6 June 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 5850 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 conference 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.

## Conference Objectives:

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

- Develop an appreciation and understanding of each of the four elements of the conference - 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

## Conference Outlines:

### Unit 1: Strategies:

- An understanding of strategy.
- The steps in developing a strategy.
- Implementing strategy.

### Unit 2: Risks:

- An appreciation of risk.
- Risk identification.
- Risk mitigation.
- The meaning and nature of risk.
- Identifying the risks in a given strategy.
- Risk mitigation strategies.

### Unit 3: Negotiation:

- The essence of negotiation.
- Approaches to negotiation.
- Negotiation strategies.
- 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:

- Leadership or management?
- Leadership theories.
- Practical 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: 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.
- Intrapersonal skills.
- Interpersonal skills.
- Strategic leadership for team development.
- Innovative Leadership skills.