

€ TRAINING

Seminar: Strategy, Risks, Negotiation & Leadership





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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: Risks:

- The meaning and nature of risk.
- Identifying the risks in a given strategy.
- Prioritizing risks.
- Contingency planning.
- Risk mitigation strategies.

Unit 2: 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 3: Strategic Leadership Workshop:

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