

# € 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