

# € TRAINING

Mastering Strategic Leadership With Risk  
Management and Negotiation Skills



16 - 20 February 2025  
Istanbul (Turkey)



# Mastering Strategic Leadership With Risk Management and Negotiation Skills

REF: C706 DATE: 16 - 20 February 2025 Venue: Istanbul (Turkey) - Fee: 5850 Euro

## Introduction:

This conference is designed to provide participants with a comprehensive understanding of strategic decision-making, risk management, negotiation techniques, and leadership skills. The focus is on equipping leaders with the tools to navigate complex business environments, manage risks effectively, negotiate successfully, and inspire their teams to achieve organizational goals.

## Conference Objectives:

By the end of this conference, participants will be able to:

- Develop strategic frameworks for decision-making and organizational growth.
- Identify and assess risks and implement mitigation strategies.
- Master negotiation techniques to achieve win-win outcomes.
- Apply leadership principles to influence and guide teams through challenges.
- Integrate strategy, risk, negotiation, and leadership to drive success.

## Target Audience:

- Senior Executives.
- Team Leaders and Managers.
- Project Managers.
- Business Owners.
- Risk and Strategy Professionals.

## Conference Outline:

### Unit 1:

#### Strategic Decision-Making and Planning:

- Developing long-term strategic frameworks.
- Aligning strategy with organizational goals.

- Analyzing internal and external business environments.
- Tools for strategic analysis and decision-making.
- Best practices for executing effective strategic plans.

## Unit 2:

### Risk Management in Strategic Initiatives:

- Identifying risks in strategic planning and execution.
- Assessing the financial and operational impacts of risks.
- Creating and implementing risk mitigation strategies.
- Risk monitoring and adapting strategies over time.
- Case study: Managing risk in a complex business scenario.

## Unit 3:

### Mastering Negotiation Techniques:

- Understanding the fundamentals of negotiation.
- Building a negotiation strategy to achieve win-win outcomes.
- Tactics for handling difficult negotiations.
- Managing conflict in negotiations effectively.
- Developing a negotiation framework for long-term partnerships.

## Unit 4:

### Leadership in Uncertain Times:

- Principles of leadership in navigating uncertainty.
- Leading teams through change and disruption.
- Building trust and confidence in your leadership approach.
- Motivating and inspiring teams in challenging situations.
- Best practices for developing leadership resilience.



## Unit 5:

### Integrating Strategy, Risk, Negotiation, and Leadership:

- Combining strategy, risk, negotiation, and leadership in decision-making.
- How leadership drives successful strategy execution.
- The role of negotiation in mitigating risks and enhancing outcomes.
- Building a culture of strategic leadership in your organization.
- Creating a personal action plan for applying these principles.