

# € TRAINING

The Strategic Leader



29 July - 9 August 2024  
Tbilisi (Georgia)



# The Strategic Leader

REF: ST103 DATE: 29 July - 9 August 2024 Venue: Tbilisi (Georgia) - Fee: 9915 Euro

## Introduction:

This training program equips participants with the essential skills needed for effective leadership in complex strategic environments. It focuses on enhancing abilities in strategic planning, mastering negotiation techniques, and managing conflicts effectively within organizations.

## Program Objectives:

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

- Develop and implement comprehensive strategic plans.
- Enhance negotiation skills to secure advantageous outcomes.
- Manage and resolve conflicts in a constructive manner.
- Apply strategic thinking to improve decision-making processes.
- Lead organizations through change with minimal disruption.

## Targeted Audience:

- Senior executives and managers.
- Leaders and professionals in charge of strategy development.
- HR professionals involved in mediation and conflict resolution.

## Program Outline:

### Unit 1:

#### Foundations of Strategic Leadership:

- The role of a strategic leader in modern organizations.
- Core concepts of strategic thinking and planning.
- Leadership styles that facilitate effective strategy implementation.
- Analyzing case studies of successful strategic leadership.
- Tools and models for strategic analysis and decision-making.

## Unit 2:

### Strategic Planning Processes:

- Comprehensive steps for developing strategic plans.
- Techniques for setting realistic and achievable goals.
- Utilizing SWOT and PESTLE analyses to guide planning.
- Strategic plan documentation and communication.
- Monitoring and evaluating the effectiveness of strategic plans.

## Unit 3:

### Advanced Negotiation Techniques:

- Principles of effective negotiation in business settings.
- Strategies for preparing and conducting successful negotiations.
- Psychological tactics and emotional intelligence in negotiations.
- Overcoming common negotiation challenges.
- Simulation exercises to practice negotiation scenarios.

## Unit 4:

### Conflict Management and Resolution:

- Understanding the sources and types of organizational conflicts.
- Frameworks for assessing and managing conflicts.
- Techniques for mediating disputes and facilitating discussions.
- Building a workplace culture that minimizes conflicts.

## Unit 5:

### Strategic Decision Making:

- Decision-making models used by successful leaders.
- Incorporating risk management in strategic decisions.

- Balancing quantitative and qualitative data in decision processes.
- The role of intuition and experience in strategic choices.
- Methods of making complex strategic decisions under pressure.

## Unit 6:

### Leading Change and Transformation:

- Strategies for leading organizational change effectively.
- Managing stakeholder expectations and communications during change.
- Tools for assessing readiness for change and overcoming resistance.
- Leading transformation projects that align with strategic goals.
- Evaluating the impact of change initiatives on organizational performance.

## Unit 7:

### Building and Leading Teams:

- Techniques for assembling high-performing teams.
- Leadership skills for fostering collaboration and commitment.
- Managing diversity and leveraging team dynamics.
- Developing team members through coaching and mentoring.
- Case studies on effective team leadership and management.

## Unit 8:

### Ethics and Corporate Governance:

- The importance of ethical leadership in strategy formulation.
- Integrating corporate governance practices into leadership roles.
- Handling ethical dilemmas and corporate social responsibility.
- Ethical challenges faced by strategic leaders.

## Unit 9:

## Communication and Influence:

- Mastering the art of persuasive communication.
- Strategies for influencing and motivating others.
- Techniques for effective public speaking and presentations.
- Managing internal and external communication channels.

## Unit 10:

### Personal Development and Leadership Growth:

- Self-assessment tools for identifying leadership strengths and areas for improvement.
- Creating personal development plans for continuous learning.
- Networking and relationship building for career advancement.
- Strategies for maintaining resilience and work-life balance.
- Planning for long-term career development in strategic leadership roles.