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Strategy, Risks, Negotiation & Leadership

7 - 18 April 2025

Boston (USA)

Strategy, Risks, Negotiation & Leadership

course code: M1061 From: 7 - 18 April 2025 Venue: Boston (USA) - course Fees: 8250 Euro

The Course

As the business environment becomes ever more uncertain and turbulent, the requirement for professional leadership and management throughout organisations is at a premium. Strategies, Risks, Negotiation and Leadership is for those who are dedicated to maximising 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.

The Goals

- 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 in different circumstances
- Recognise potential pitfalls and identify the tactics to overcome them
- Utilise the four elements in achieving individual, team and organisational results
- Identify priorities for continued professional development

The Process

The course is a mixture of speaker input, facilitated discussion, syndicate work and practical exercises, with an emphasis on delegate involvement at all times.

The Benefits

- Learn a coherent framework to apply to any organisational activity or change
- Understand the factors involved in using a plan to achieve measurable results
- Learn techniques to plan, prioritise and implement effectively
- Anticipate and prepare for contingencies and changing circumstances
- Increase levels of confidence in dealing with superiors, peers and subordinates

The Results

- Understand and manage the complexities of organisational realities
- Develop approaches to increase organisational effectiveness and efficiency
- Identify and meet the needs of all key stakeholders in a particular course of action
- Create higher levels of understanding, collaboration and performance
- Increase the ability to respond flexibly to changing circumstances
- Reduce uncertainty and maximise clarity and commitment

The Core Competencies

Strategies:

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

Risks:

- An appreciation of risk
- Risk identification
- Risk mitigation

Negotiation:

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

Leadership:

- Leadership or management?
- Leadership theories
- Practical leadership

The Programme Content

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

Risks

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

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

Leadership

- The strategic nature of leadership
- The differences between leadership and management
- Turning leadership theory into practical leadership
- Maximising the performance of each team member
- Motivating the 'average' employee
- Developing a personal action plan for further self-development

Strategic Leadership Workshop

This module comprises a series of interactive workshop activities to develop:

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