



Strategy, Risks, Negotiation & Leadership

Leading Strategically, Utilising Great Negotiating Skills

► Upcoming Sessions

09-13 Sep 2024	London - UK	\$5,950
16-20 Sep 2024	Dubai - UAE	\$5,950
02-06 Dec 2024	Kuala Lumpur - Malaysia	\$5,950
03-07 Feb 2025	Houston - USA	\$6,950
14-18 Apr 2025	London - UK	\$5,950
14-18 Jul 2025	Dubai - UAE	\$5,950
08-12 Sep 2025	London - UK	\$5,950
01-05 Dec 2025	Kuala Lumpur - Malaysia	\$5,950

► Training Details

Training Course Overview

Welcome to this risk taking, mind set stretching, and dynamic strategies leadership course! Mark Elliot Zuckerberg the American computer programmer, internet entrepreneur, and philanthropist, and the chairman, chief executive officer, and co-founder of social networking website Facebook, said, "The biggest risk is not taking any risk. In a world that is changing really quickly, the only strategy that is guaranteed to fail is not taking risks." Tom Peters, the American writer on business management practices, best known for his book on "In Search of Excellence," stated "Test fast, fail fast, adjust fast!" These challenging statements and principles, are worked through in this empowering Strategies, Risks, Negotiation and Leadership course. This Anderson training course is designed to maximizing your performance in the midst of an uncertain world and turbulent business environment. This calls for cutting edge professional leadership and management. Come and be part of this elitely trained personnel!

This Anderson training course will feature:

- Identify effective and proven strategies
- Appraise and Managing Risks
- Discover practical Win-Win Negotiating Strategies
- Improve Strategic Management Skills
- Know how to motivate yourself and others

Training Course Objectives

By attending this Anderson training course, delegates will be able to:

- How to develop an appreciation and understanding of strategies, risks, negotiation and

- leadership skills
- ▶ How to master and apply effective negotiation skills
- ▶ How to engage in powerful interpersonal win-win relationship skills
- ▶ How to build a strong and highly motivated team
- ▶ How to self-coach yourself, with positive confidence skills

Designed For

This training course will give each attendee the understanding and skills to approach strategic and everyday challenges and problems with the awareness, confidence and self-assurance needed to take action and achieve positive results.

This Anderson training course is suitable for a wide range of professionals but will greatly benefit:

- ▶ Supervisors and team leaders
- ▶ Current and potential strategic leaders at all levels
- ▶ Those responsible for developing and leading strategy
- ▶ Business managers of all levels

▶ Training Details

Day One: Strategic Planning

- ▶ Introduction to strategy - background, historical developments, major theories
- ▶ Strategic Management - a practical approach for every leader
- ▶ The steps involved in strategic planning
- ▶ Analytical tools and techniques
- ▶ The relationships between vision, mission and strategy
- ▶ The challenge of implementation

Day Two: Risk Management

- ▶ The meaning and nature of risk
- ▶ Managing Strategic and operational risks
- ▶ To mitigate or not?
- ▶ Risk mitigation strategies
- ▶ The importance of contingency planning
- ▶ Incorporating risk management into governance and strategy development

Day Three: Negotiating Skills

- ▶ What 'Win-Win' negotiations achieve
- ▶ Investigating organisational power
- ▶ Approaches and skills for effective negotiations
- ▶ The importance of preparation
- ▶ Where to draw the line
- ▶ Who negotiates and why

Day Four: Leadership Skills

- ▶ The strategic role and nature of effective leadership
- ▶ Charisma must be earned before it can be implemented
- ▶ Which leadership skills are keys to success?
- ▶ Leading in uncertain times
- ▶ Leading or managing, or both?
- ▶ Using persuasion to motivate staff

Day Five: Managing Change

- ▶ Communicating effectively
- ▶ The challenges of managing change
- ▶ Employing empathy whilst delivering objectives
- ▶ Gaining support, identifying the change agents
- ▶ Team leadership
- ▶ Developing a personal action plan for further self-development

► The Certificate

Anderson Certificate of Completion will be provided to delegates who attend and complete the course

► INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

Call us: +971 4 365 8363

Email: info@anderson.ae

Request for a Tailor-made training and educational experience for your organization now:

Email: inhouse@anderson.ae

Anderson
Executive Development Centre

P.O Box 74589, Dubai, United Arab Emirates

Web: www.anderson.ae

Email: info@anderson.ae

Phone: +971 4 365 8363

Fax: +971 4 360 4759

©2024. Material published by Anderson shown here is copyrighted.

All rights reserved. Any unauthorized copying, distribution, use, dissemination, downloading, storing (in any medium), transmission, reproduction or reliance in whole or any part of this course outline is prohibited and will constitute an infringement of copyright.