informatech



PLANNING AND STRATEGY MANAGEMENT | COURSE

Strategy, Risks, Negotiation & Leadership

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Course content

Why Attend

Course Introduction

Welcome to this dynamic training course in Strategies, Risks, Negotiation, and Leadership! Embracing insights from leaders like Mark Zuckerberg, who emphasizes the importance of taking risks in a rapidly changing world, and Tom Peters, who advocates for quick testing and adaptation, this course is designed to stretch your mindset and enhance your leadership skills. Through engaging and practical sessions, you will learn to navigate uncertainties, implement cutting-edge strategies, and drive performance in a turbulent business environment. Equip yourself with the tools needed to thrive as an exceptional leader and make impactful decisions in today's fast-paced world.

Course Objectives

By attending this challenging training course, you will know:

• 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

Who should Attend?

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 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



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Course Objectives

• Business Managers of All Levels

Course outline

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



Course content

Course outline

- 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



Seminar dates

Available seminar dates

Live dates and pricing for Strategy, Risks, Negotiation & Leadership generated from the course details page.

Date	Location	Format	Fee
9 - 13 November 2026	Munich - Germany	Classroom	**€2,760.-**
14 - 18 December 2026	Amsterdam - Netherlands	Classroom	**€3,400.-**
18 - 22 January 2027	Frankfurt - Germany	Classroom	**€2,600.-**
15 - 19 February 2027	Rome - Italy	Classroom	**€3,400.-**
15 - 19 March 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
19 - 23 April 2027	Barcelona - Spain	Classroom	**€3,080.-**
17 - 21 May 2027	London - U.K	Classroom	**€3,360.-**
21 - 25 June 2027	Munich - Germany	Classroom	**€3,400.-**
19 - 23 July 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
16 - 20 August 2027	Frankfurt - Germany	Classroom	**€2,600.-**
20 - 24 September 2027	Rome - Italy	Classroom	**€3,400.-**
18 - 22 October 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
15 - 19 November 2027	Barcelona - Spain	Classroom	**€3,080.-**
20 - 24 December 2027	London - U.K	Classroom	**€3,360.-**

Live online option	Online delivery is available at €1,850.-.