

# aractech

Global Learning for Operational Leaders

PLANNING AND STRATEGY MANAGEMENT

## 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 Methodology

## Course Objectives

## Target Audience

# Course outline

## Detailed course outline

Day-by-day outline for Strategy, Risks, Negotiation & Leadership.

### Day 1 - 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 2 - 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

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### Day 3 - 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 4 - 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

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### Day 5 - 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
15 - 19 June 2026	Frankfurt	Classroom	€2,275
20 - 24 July 2026	Rome	Classroom	€2,975
3 - 7 August 2026	Kuala lumpur	Classroom	€1,575
7 - 11 September 2026	Barcelona	Classroom	€2,695
12 - 16 October 2026	London	Classroom	€2,940
9 - 13 November 2026	Munich	Classroom	€2,415
14 - 18 December 2026	Amsterdam	Classroom	€2,975

### Live online option

Online delivery is available at €1,250.