Strategic Leadership: Mastering Risks, Negotiation & Execution

25 – 29 October 2027
Barcelona (Spain)

UK Traininig
PARTNER



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Ref: 321908_176050 **Date:** 25 – 29 October 2027 **Location:** Barcelona (Spain) **Fees:** 5200 GBP

Why This Course

In today's fast-changing business world, leaders face complex challenges that require not just vision but actionable strategies, effective risk management, strong negotiation skills, and adaptive leadership. Success depends on the ability to make informed decisions, inspire teams, and drive organizational performance under uncertainty.

This Strategic Leadership and Risk Management program is an intensive 1-week course designed to equip business leaders with the tools, frameworks, and practical skills to develop strategies, manage risks, negotiate effectively, and lead confidently. Participants will gain hands-on experience applying these skills to real-world scenarios, ensuring immediate impact in their organizations.

What You'll Learn and Practice

By participating in this program, you will:

- Develop and implement actionable business strategies aligned with organizational goals.
- Identify, assess, and mitigate risks to protect and enhance organizational performance.
- Master negotiation techniques that create win-win outcomes in complex situations.
- Strengthen leadership skills to drive change, motivate teams, and foster innovation.
- Apply strategic thinking to solve challenging business problems effectively.

The Program Flow

Day 1: Strategic Planning and Analysis

- Fundamentals of strategic management and planning.
- Environmental scanning and SWOT analysis to identify opportunities and threats.
- Competitive positioning and value creation strategies.
- Formulating and implementing actionable strategic initiatives.

Day 2: Risk Management and Decision Making

- Techniques for identifying and assessing organizational risks.
- Developing risk mitigation strategies to reduce uncertainty.
- Making informed decisions under pressure and uncertainty.
- Crisis management and business continuity planning essentials.



Day 3: Negotiation Strategies and Tactics

- Core principles of effective negotiation.
- Preparing for complex negotiations and stakeholder engagement.
- Influence, persuasion, and communication techniques for better outcomes.
- Navigating cross-cultural and multi-stakeholder negotiation challenges.

Day 4: Leadership and Change Management

- Exploring leadership styles and situational leadership approaches.
- Building and managing high-performance teams.
- Leading organizational change and overcoming resistance.
- Applying emotional intelligence to enhance leadership effectiveness.

Day 5: Strategic Execution and Performance Management

- Aligning strategic objectives with operational execution.
- Designing key performance indicators KPIs and balanced scorecards.
- Driving continuous improvement and fostering a culture of innovation.
- Practicing strategic leadership through real-world application.

Individual Impact

Participants will:

- Develop a practical strategic plan tailored to their organization.
- Create a comprehensive risk management framework.
- Improve negotiation skills for real-world business scenarios.
- Enhance leadership effectiveness and team performance.

Work Impact

Organizations will benefit from leaders who can:

- Execute strategies that align with organizational goals.
- Anticipate and mitigate risks proactively.
- Negotiate successfully with internal and external stakeholders.
- Lead teams confidently through change and drive performance.

Training Methodology

The program combines theory with actionable practice through:



- Interactive workshops on strategy, risk management, negotiation, and leadership.
- Case studies and real-world examples of strategic and operational challenges.
- Hands-on exercises in risk assessment, negotiation simulations, and leadership scenarios.
- Peer discussions and reflections to reinforce learning and practical application.

Beyond the Course

After completing the program, participants will be ready to:

- Lead strategic initiatives with confidence and clarity.
- Apply risk management techniques to protect and grow their organization.
- Negotiate effectively in diverse business situations.
- Inspire teams and drive continuous performance improvement.

