



British Training

**Strategic Leadership Advanced Planning, Negotiation, and Conflict
Management Training Course**

#LD5345

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Introduction:

The ability to lead strategically, plan effectively, negotiate successfully, and manage conflicts is essential for organizational success. British Training Center is proud to present a comprehensive training course designed to equip leaders and professionals with the tools and insights needed to excel in these critical areas. This program combines theoretical knowledge with practical applications, ensuring participants can immediately implement what they learn to drive results in their organizations. Whether you are an experienced leader or an aspiring one, this course will enhance your ability to navigate complex challenges and lead with confidence.

Training Objectives and Impact:

By the end of this program, participants will be able to:

- Develop and implement strategic plans that align with organizational goals.
- Master advanced negotiation techniques to achieve win-win outcomes.
- Effectively manage and resolve conflicts in diverse team settings.
- Enhance decision-making skills by analyzing risks and opportunities.
- Build and lead high-performing teams through strategic leadership.
- Foster a culture of collaboration and innovation within their organizations.
- Utilize tools and frameworks to measure and improve strategic performance.

Targeted Competencies and Skills:

- Strategic Thinking and Planning
- Advanced Negotiation Techniques
- Conflict Resolution and Management
- Decision-Making and Problem-Solving
- Leadership and Team Building
- Communication and Influence

Target Audience:

This program is tailored for:

- Senior executives and managers responsible for strategic decision-making.
- Team leaders and project managers aiming to enhance their leadership skills.
- Professionals involved in negotiations and conflict resolution.
- Aspiring leaders seeking to develop their strategic capabilities.
- HR professionals and organizational development specialists.

Course Content:

Unit One - Foundations of Strategic Leadership:

- Understanding the role of a strategic leader.
- Key principles of strategic thinking and planning.
- Aligning organizational vision, mission, and goals.
- Analyzing internal and external environments (SWOT analysis).
- Building a strategic mindset for long-term success.
- Case studies of successful strategic leaders.

Unit Two - Strategic Planning Frameworks and Tools:

- Introduction to strategic planning models.
- Setting SMART objectives and key performance indicators (KPIs).
- Developing actionable strategic plans.
- Risk assessment and mitigation strategies.
- Monitoring and evaluating strategic initiatives.
- Practical exercises in strategic planning.

Unit Three - Mastering Negotiation Techniques:

- Understanding the psychology of negotiation.
- Key principles of win-win negotiation.
- Preparing for successful negotiations.
- Tactics for handling difficult negotiators.
- Negotiating in cross-cultural contexts.
- Role-playing real-world negotiation scenarios.

Unit Four - Conflict Management and Resolution:

- Identifying the root causes of conflict.
- Different conflict resolution styles and their applications.
- Techniques for de-escalating tense situations.
- Building trust and fostering collaboration.
- Mediation and arbitration strategies.
- Case studies on effective conflict resolution.

Unit Five - Decision-Making in Strategic Leadership:

- The role of data and analytics in decision-making.
- Balancing intuition and evidence-based decisions.
- Overcoming cognitive biases in decision-making.
- Decision-making under pressure and uncertainty.
- Tools for prioritizing and evaluating options.
- Group exercises in strategic decision-making.

Unit Six - Leading High-Performing Teams:

- Characteristics of high-performing teams.
- Building and maintaining team cohesion.
- Motivating and inspiring team members.
- Delegating effectively to empower teams.
- Managing remote and diverse teams.
- Practical strategies for team leadership.

Unit Seven - Communication and Influence for Leaders:

- The importance of effective communication in leadership.
- Techniques for persuasive communication.
- Active listening and feedback skills.
- Communicating vision and strategy to stakeholders.
- Building influence and credibility as a leader.
- Simulated communication exercises.

Unit Eight - Innovation and Change Management:

- Fostering a culture of innovation within organizations.
- Managing resistance to change.
- Strategies for leading organizational change.
- Leveraging technology for innovation.
- Measuring the impact of change initiatives.
- Case studies on successful change management.

Unit Nine - Measuring and Improving Strategic Performance:

- Key metrics for evaluating strategic performance.
- Using balanced scorecards and dashboards.
- Continuous improvement and adaptation strategies.
- Benchmarking against industry standards.
- Reporting and communicating performance results.
- Practical exercises in performance measurement.

Unit Ten - Integrating Strategic Leadership Skills:

- Synthesizing strategic planning, negotiation, and conflict management.
- Developing a personal leadership action plan.
- Applying learned skills to real-world challenges.
- Peer feedback and coaching sessions.
- Reflecting on personal growth and development.
- Final presentations and course wrap-up.