

GLOBAL EXPERTS INSTITUTE FOR TRAINING.  
ISO 9001-2008 TRAINING PROVISION CERTIFIED

## Strategic Leadership and Management Specialization

### Schedule Dates:

<b>Start Date</b>	<b>End Date</b>	<b>Place</b>
1 Dec 2024	5 Dec 2024	Amman – Jordan Kempinski Hotel

### Program Introduction:

The Strategic Leadership & Management specialization is designed for professionals who want to enhance leadership and business skills for immediate impact. In this program, you will learn the fundamentals to effectively lead people and teams, manage organizations, analyze business situations, and develop strategies.

### Program Objective:

- ✓ Effectively work with and manage people individually and in teams
- ✓ Understand how organizations are designed and managed
- ✓ Analyze business situations and formulate and implement strategies to gain and sustain competitive advantage

### Who should attend?

- Mid-career professionals who aspire to leadership positions
- Professionals who have recently been promoted into leadership positions
- Leaders who want to strengthen their capabilities
- People with a technical background but no management experience

## Program Outlines

### *Day One*

#### **MODULE 1: STRATEGIC LEADERSHIP**

- What is strategic leadership?
- Why do we need strategic leaders?
- The modern business environment
- What does a strategic leader do?

## **MODULE 2: LEADERSHIP AND PERSONAL EFFECTIVENESS**

- Leadership and its context
- Self-perception and self-awareness
- Personality, values & behavior
- Personal transformation
- Path dependency
- Personal style & style flexibility

## **MODULE 3: LEADERSHIP DEVELOPMENT**

- What is leadership development?
- Why bother?
- Organizational factors
- Leadership and competencies
- How are leaders developed?

### *Day Two*

## **MODULE 4: THE EVOLUTION OF STRATEGIC PLANNING AND STRATEGIC THINKING**

- Strategic thinking in business
- Different conceptual frameworks for strategic thinking
- Commonalities between different approaches to developing and implementing a strategy
- Articulate your current strategic conceptual framework

## **MODULE 5: CORE LEADERSHIP COMPETENCIES**

- Leader or manager?
- Influence, authority, and power
- Emotions, mood & disposition
- Rapport-building

- Communication and its part in leadership
- Goal congruence and alignment

#### **MODULE 6: LEADERSHIP AND CHANGE**

- History of change
- Vision
- Different approaches to change
- Models of the change process
- Individual reaction to change
- Politics of change

#### *Day Three*

#### **MODULE 7: BELBIN'S APPROACH**

- Margerison-McCann team management wheel
- Time or phase-based models
- Team mental model
- Distributed leadership

#### **MODULE 8: CULTURAL DIFFERENCE & LEADERSHIP**

- Definitions of culture
- Corporate, team and national culture
- Norms, rules, and cultures
- When cultures clash: leadership responses
- Harnessing cultural differences for innovation
- Learning from different cultures

#### **MODULE 9: STRATEGIES FOR GROWTH, PROFITABILITY AND VALUE CREATION**

- Growth vs. profitability in public and private sector organisations

- Key factors that differentiate strategic success vs. failure
- Action plans for strategic initiatives and performance management
- Achievement of strategic initiatives with changes
- Drivers for strategic change
- Using insights from past experiences to support strategic change

### *Day Four*

#### **MODULE 10: ENGAGING YOUR ORGANISATION IN STRATEGIC THINKING**

- Ask strategic questions: align your work to the organization's strategic initiatives
- Formulate strategic hypotheses
- Explore futuristic strategic conversations

#### **MODULE 11: HOW A LEADER BUILDS TRUST AND FOLLOWERS?**

- Benefits of a high trust environment
- How trust can lead to a competitive edge?
- Coaching, delegation, and reverse delegation for empowerment
- People development and managing your own time and results
- Case-study: Negotiating agreements using principles of effective negotiation

#### **MODULE 12: HOW A LEADER USES COMMUNICATION TO GAIN INFLUENCE?**

- Building your story and personal charisma
- The science of influence and how to use it
- Advanced rapport, language, and communication skills
- How to win friends and influence people above you?
- Case-study: Building stakeholder engagement

## *Day Five*

### **MODULE 13: HOW A LEADER INFLUENCES PEOPLE THROUGH MOTIVATION?**

- The motivating leader for a 'millennial' workforce
- The science to motivate yourself and others
- Expectancy theory and how an effective leader creates an environment for self-motivation
- Personal roadmap to leadership

### **MODULE 14: DEFINING EFFECTIVE LEADERSHIP IN TODAY'S WORLD**





- The challenge to lead in today's modern organization
- Lessons learned from today's leaders
- Leadership styles in modern organizations
- Case-study: Leaders eat last
- Self-assessment: Leadership behaviors

### **Training Methodology:**

- Slide presentations
- Interactive discussion
- Simulations and Gamification
- Online Video material

### **Cost Quotation in Kuwaiti Dinars**

#### **The total cost includes:**

-  Instructor(s) expenses
-  Training materials
-  Certification
-  Lunch Included

**Total Cost: 1450 KD per Participant**  
( One Thousand Four Hundred Fifty Kuwaiti Dinar )