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Team Power International
Where Your Winning Future Begins

EXCELLENCE IN TRAINING

LC01E



In-House
Training

STRATEGIC LEADERSHIP

Become a leader who can create and drive an externally-focused organization



OVERVIEW



PRIMARY OBJECTIVES & BENEFITS

Strategy is one of the key leadership tools and this program provides participants the opportunity to explore the effectiveness of strategy development generically and within their organization. The course equips leaders to create business strategies based on market insight, and to engage more effectively with the people that help to deliver those strategies, ensuring that they focus on building a longer-lasting competitive advantage that translates into a more profitable and sustainable business.

This workshop will help participants to:

1. Understand the purpose of a business strategy in the context of business and organization in terms of both process and behavior.
2. See strategy and strategic management as a leadership tool.
3. Understand the difference between goals and strategy and how this can either inhibit or motivate an organization to perform and achieve.
4. Understand the importance of the cascade from vision to mission, from goal to strategy, to tactics and tasks and to establish a framework for aligned activity.
5. Learn what insight is and how it becomes the underlying platform for all business strategies.
6. Learn how to evaluate competitive sets and to see how segmentation can aid in strategy development.
7. Understand how to successfully externalize the organization to deliver the business strategy.



WHO SHOULD ATTEND?

Existing and future board members, senior executives, leaders, directors and managers.

STRATEGIC LEADERSHIP

Become a leader who can create and drive an externally-focused organization

Module 1 - Formulating Strategy

- Vision, mission and values of organization
- Analyze where organization is now
- Decide where the organization wants to be
- Selecting best strategic options to get there

Module 2 - Structures, Processes, Procedures

- Budget creation, monitoring and control
- Costing techniques and margin management
- Resource allocation and balancing priorities
- Monitor effectiveness of implementation

Module 3 - Measurement And Reporting

- Long-term goals/short-term targets
- Building contingencies into the strategy
- Measuring at clearly-defined milestones
- Reporting and incorporating feedback

Module 4 - Stakeholder Identification

- Identify who affects or is affected by proposed strategy (stakeholders)
- Encourage stakeholder ownership
- Clarify benefits and implications
- Turn resistance into support

Module 5 - Strategic Communication

- Two-way communication for stakeholders
- Clear, concise and relevant messages
- Identify a variety of methods and channels
- Gain commitment through frequency of communication

Module 6 - Leadership And Decision Making

- Importance of leadership
- High-profile leadership which inspires
- Decisive, speedy, consistent decision-making
- Persistent follow-through on all decisions

Module 7 - Risk And Crisis Management

- Identify all risks and mitigate accordingly
- Incorporate strategic flexibility
- Prevent issues becoming risks
- Create, practice and be prepared to implement crisis plans

Module 8 - Preventing Strategy Failure

- Recruit and retain experienced people
- Clarify roles and responsibilities
- Encourage creative problem-solving
- Constructive conflict resolution
- Promote unity within teams

Module 9 - Critical Skills And Competencies

- Types of Communication
- Delegation to increase productivity
- Negotiation and influencing skills
- Time management

PROGRAM HIGHLIGHT

Duration: 3 days

Date: To be Agreed with the Client Organization

Timing: 8:30 am to 2:30 pm daily

Venue: Suitable & fully equipped venue (to be provided by Customer)

Notice required: 10 working days

Language: English or Arabic

Material: Participants will be provided with high quality handouts

Certificates: Certificates of Completion shall be provided to participants upon successful attendance of the training program

Fees: Inclusive of facilitator's fees, materials and certificates