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024: Today's Strategic Leader: Strategic Planning, Negotiation and Conflict Management - 6.0 CEUs

CEU: 6.0 **Duration:** 17hours 50minutes **Tuition:** $5,700

Course Banner

Teachers:

- Shirley Crews (Taylor, Management Consultant and OD Professional Licensed Executive Coach)
- Ambrose Okorie (PhD, PMP, IT Project Management)

Course Topics:

- 21st Century
- Strategic Thinking
- Conflict Resolution
- Managers & Leaders

Program Locations & Dates:

- Amsterdam, Netherland: Sep 7-11
- Dubai, UAE: Oct 12-16
- Houston, Texas USA: Dec 7-11

Program Tags:

- Leadership
- Planning

About Course

This Mini-MBA course, "Today's Strategic Leader: Strategic Planning, Negotiation and Conflict Management," equips participants with essential competencies for thriving in complex, fast-evolving organizational settings. Participants will gain a deep understanding of how strategic planning, negotiation, and conflict management intersect to drive business success, enabling leaders to make informed, forward-thinking decisions and manage people and resources with agility and confidence.

Course Overview

This course is designed to unmask the triplet concepts of strategic leadership competencies of strategic planning, negotiation and conflict management needed to succeed in today's demanding and vision-driven business world. The primary focus is on how strategy and negotiation define the vision of where you want to be and determine the path to get you there using a conflict management process designed to control and direct the organization's operations so that the mission and objective are met.

Negotiation and conflict management are key competencies of strategic management and leadership that exert influence and smartly control tomorrow's events.

Our goal is to provide participants with the learning tools and frameworks needed to address and discuss challenges faced by managers, executives, leaders, and boards of directors, and study ways to enhance critical thinking, decision-making, developing, deploying, monitoring and continuously improving corporate strategies and processes.

We will do this by bringing forth various issues that impact strategic planning, long-term value creation, managing conflict resolution, and responding to business sustainability concerns. Through utilization of presentations, group discussions and experiential exercises designed to engage participants and deepen their learning, we will explore different ways of designing strategy, planning negotiation, and managing conflict that will focus resources on the activities that create strong value and competitive advantages.

Course Objectives

- Understand and mobilize techniques and best practices for managing strategy
- Demonstrate how to evaluate strategic opportunities and prepare strategic plans for implementation
- Utilize management issues, option generation, opportunity cost, choice and execution phases of strategy
- Understand conflict sources in professional environments
- Learn negotiation skills: tactics and strategies
- Apply a seven-step planning guide to analyze and prepare for negotiation
- Maximize power and influence through four key drivers
- Adopt decision-making and problem-solving best practices

Learning Outcomes

- Develop comprehensive strategic plans with clear goals and execution phases
- Demonstrate skilled negotiation strategies for collaborative results
- Identify root causes of conflict and apply effective resolution frameworks
- Practice sound decision-making in uncertain environments
- Leverage influence to enhance leadership impact in teams and organizations

Course Outline

- Strategic Planning and Achieving Strategic Control
- Experiential Exercise: Strategic Thinking – What Comes to Mind?
- Stages of Strategy Development
- Negotiation Skills: Tactics and Strategies
- Experiential Exercise: What Kind of Negotiator Are You?
- The Advantage of Active Listening
- Initiating and Responding to Conflict Resolution
- Maximizing Power and Influence
- Decision-Making and Problem-Solving
- Experiential Exercise: Strategic Leader's Conflict Resolution and Communication Styles Assessment

Why This Course Matters

Maria Okoro
Public Sector Advisor, Nigeria
"This course helped me refine our ministry's strategic framework and taught me how to manage conflicts among departments more effectively."

Daniel Svensson
Strategy Consultant, Sweden
"The negotiation module alone transformed how I facilitate dialogue across departments. Highly relevant and immediately applicable."

Tanisha Roy
Leadership Coach, India
"Conflict resolution techniques from this course made a big difference in my leadership training programs. It's a must for today's leaders."

Course Content

Module 1: Foundations of Strategic Leadership
Explore the principles of strategic leadership and the evolving demands of modern leadership roles.

- **Understanding strategic leadership competencies**
- **Role of leadership in shaping vision and mission**
- **Challenges faced by today's strategic leaders**

Module 2: Strategic Planning and Control
Learn how to design and implement strategic plans that drive long-term success.

- **Stages of strategy development**
- **Opportunity cost and decision-making in strategy**
- **Aligning strategy with operational control**

Module 3: Negotiation Tactics and Frameworks
Develop practical negotiation skills and understand effective frameworks.

- **Negotiation strategies and planning guides**
- **Experiential learning: What kind of negotiator are you?**
- **Active listening and influence tactics**

Module 4: Conflict Management Techniques
Gain insights into resolving conflict and turning disagreement into opportunity.

- **Sources of conflict in professional settings**
- **Frameworks for initiating and resolving conflict**
- **Conflict resolution styles and assessments**

Module 5: Power, Influence, and Decision Making
Master strategic use of power, influence, and decision frameworks to lead effectively.

- **Understanding sources and types of power**
- **Using influence in negotiation and conflict settings**
- **Strategic decision-making tools and methods**

Target Audience

This course is intended for professionals from any industry who may find it difficult to take a "bigger picture" view of business issues both within and outside of strategic planning process, Ambitious professionals, Management Teams, Team Members, Administrators, and Anyone who wishes to enhance their negotiation skills and gain a more rewarding and effective part of their job.

Certificate of Completion

Participants who successfully complete the course "Today's Strategic Leader: Strategic Planning, Negotiation and Conflict Management" will receive a Certificate of Completion. This certificate reflects their dedication to mastering essential leadership

competencies, including effective strategy formulation, negotiation expertise, and conflict resolution. It also demonstrates their readiness to lead organizations with insight, clarity, and confidence in today's complex business environment.

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