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11-SEP-18

Strategy, Risks, Negotiation & Leadership

Leading Strategically, Utilising Great Negotiating Skills

05 - 09 Nov 2018, **Brussels**

03 - 07 Dec 2018, **Kuala Lumpur**

18 - 22 Mar 2019, **London**

01 - 05 Jul 2019, **Istanbul**

09 - 13 Sep 2019, **Kuala Lumpur**

02 - 06 Dec 2019, **Kuala Lumpur**



**United Nations
Global Compact**

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Why Choose this Training Course?

Leaders determine strategies and strategy is developed and agreed by leaders. However, as no one can accurately forecast the future, leaders must also manage risks – gauging the probability and impact of different actions. Leaders alone are unable to enact strategies: they must inform and influence employees to carry out their part and deliver desired outcomes. Management, leadership and strategy are all inter-related, requiring ‘hard’ skills of financial forecasting together with ‘soft’ skills of persuasion and negotiation.

This AZTech training course addresses all aspects and is therefore relevant for senior managers and middle managers, all of whom need the support and enthusiasm of colleagues to achieve great results.

This AZTech training course will feature:

- Strategy development and planning
- Identification and management of Risks
- Practical Win-Win Negotiating Strategies
- Leadership styles for effective strategy implementation
- Management of change, persuasion and negotiation

Who is this Training Course for?

This AZTech training course will benefit professionals who desire to learn practical high-level leadership and management techniques to maximize their effectiveness and contribution at work. The course will give them the understanding and skills to approach strategic and everyday challenges and problems with the awareness, confidence and self-assurance needed to take action and achieve positive results.

This AZTech training course is suitable to a wide range of professionals but will greatly benefit:

- Current and potential strategic leaders at all levels
- Those responsible for developing and leading strategy
- Directors, business unit managers and/or managers of all levels
- Functional team leaders in the public or private sector
- Supervisors/Line managers

How will this Training Course be Presented?

This AZTech training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes mixture of speaker input, facilitated discussion, syndicate work and practical exercises, with an emphasis on delegate involvement at all times. The learning tools include video case studies, team problem solving and analysis tools to uncover core strengths and develop new ideas.



Course Schedule:

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What are the Goals?

By the end of this AZTech training course, participants will be able to:

- Learn tools and techniques for developing strategies
- Understand how to identify and mitigate systemic and operational risks
- Develop strategies and skills for win-win negotiations
- Become proficient in key leadership skills: delegation and motivation
- Gain confidence in the management of change



THE COURSE CONTENT

DAY ONE:

Strategy

- Introduction to strategy - background, historical developments, major theories
- Strategic Management – a practical approach for every leader
- A consistent methodology for strategy development
- The relationships between vision, mission and strategy
- The steps involved in developing a strategy
- Strategy levels in organisations

DAY TWO:

Risks

- The meaning and nature of risk
- Identifying the risks in a given strategy
- Prioritizing risks
- Contingency planning
- Risk mitigation strategies
- Human factors in management of risks

DAY THREE:

Negotiation

- How culture impacts decision-making
- The everyday role and attitude of 'Win-Win' negotiating
- Power - gaining a superior position
- Strategy and tactics in negotiating
- Understanding negotiating style and tactics of your negotiating partner
- Negotiating countermeasures

DAY FOUR:

Leadership

- The strategic role and nature of effective leadership
- Charisma and how to earn it and use it effectively
- The role of the modern leader and how leadership has changed
- Innovative leadership skills
- Maximizing the performance of each team member
- Motivating the 'average' employee

DAY FIVE:

Strategic Leadership Workshop

- The Inner Voice & High Performing Leaders
- Intrapersonal style and skills
- Interpersonal and leadership communication skills
- Leadership and The Challenge of Change
- Strategic leadership for team development
- Developing a personal action plan for further self-development

The Certificate

AZTech Certificate of Completion for delegates who attend and complete the training course

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Complete & send by fax/mail to address given below. Please use BLOCK CAPITALS.

Date	Venue	Fees(USD)	Book your seat
05 - 09 Nov 2018	Brussels - Belgium	\$4,950	Register Now
03 - 07 Dec 2018	Kuala Lumpur - Malaysia	\$4,950	Register Now
18 - 22 Mar 2019	London - UK	\$5,950	Register Now
01 - 05 Jul 2019	Istanbul - Turkey	\$5,950	Register Now
09 - 13 Sep 2019	Kuala Lumpur - Malaysia	\$5,950	Register Now
02 - 06 Dec 2019	Kuala Lumpur - Malaysia	\$5,950	Register Now

This fee is inclusive of Documentation, Lunch and Refreshments

REGISTRATION DETAILS

Family Name: _____ First Name: _____
Position: _____ Company: _____
Mailing Address: _____
Telephone: _____ Mobile: _____ Fax: _____ Email: _____

AUTHORISATION

Authorised by: _____ Position: _____
Telephone: _____ Fax: _____ Email: _____
Postal Address: _____

MODE OF PAYMENT

- Please invoice my company Please invoice me Please find enclosed a cheque payable to AZTECH

HOTEL ACCOMMODATION

Hotel accommodation is not included in the Registration Fee. A reduced corporate rate and a limited number of rooms are available for attendees wishing to stay at the hotel venue. Please make your request for accommodation at least **3 weeks prior** to the commencement of the course.

EVENT DISCLAIMER

We reserve the right to cancel or postpone a seminar or related event, change venue, substitution of the Instructor at our sole discretion. If this occurs, our responsibility is limited to a refund of any registration fee(s) already paid. We are not responsible for airline tickets, hotels costs, other tickets or payments, or any similar fee penalties or related or unrelated losses, costs and/or expenses registrant may incur or have incurred as a result of any trip cancellations or changes.

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Scan this code with your smart phone to download Training Plan 2018

Our training portfolio will provide you a number of seminars and courses to choose from depending on your organisational goals and personal development objectives.

CANCELLATIONS & SUBSTITUTIONS

You must notify the Registrar of cancellations at least 2 weeks before a scheduled seminar in order to be eligible for a credit. If you cannot attend, you may send a replacement from your organisation at no charge. There is a \$250 handling charge for all cancellations or rescheduling. We reserve the right to cancel a seminar due to low enrollment. All registrants will be notified in advance and a full refund will be provided upon request.

4 WAYS TO REGISTER

Toll Free: 800-AZTECH
Telephone: +971 4 427 5400
Fax Number: +971 4 427 5401
Email Address: info@aztechtraining.com
Visit our website: www.aztechtraining.com

CERTIFICATION

AZTech Certificate of Completion for delegates who attend and complete the course

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