AZ TECH

"Excellent Service – Excellent Delivery"

STRATEGY, RISKS, NEGOTIATION & LEADERSHIP

Delivering Great Results Through Our People

04 - 08 Jul 2021, Dubai
06 - 10 Sep 2021, Kuala Lumpur
06 - 10 Dec 2021, Kuala Lumpur

An ISO 9001:2015 and ISO 29993:2017 Certified Company

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IAM Institute of Asset Management CORPORATE MEMBER | IAM endorsed TRAINER

THE GLOBAL COMPACT United Nations Global Compact

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WHY CHOOSE THIS TRAINING COURSE?

In a post pandemic world, leaders are faced with immense challenges. Existing strategies may no longer be fit for purpose and new risks must be taken into account. The organisation's planning process is under review, as are the managers contributing to strategy development. To be effective, leaders must be confident in people skills to persuade, negotiate and implement new approaches.

This AZTech training course encompasses both the techniques and methods of strategy development with the leadership and understanding of people which managers and leaders require to enable the plans to be implemented.

This training course will feature:

- Tools and techniques for strategy development and planning
- Approaches for identifying and managing risks
- How to deliver Win-Win negotiating strategies
- Self-awareness and development of effective leadership styles
- Practice in persuasion, negotiation and management of conflict skills

WHAT ARE THE **GOALS?**

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

- Learn strategic planning tools
- Understand how to identify and mitigate systemic and operational risks
- Develop strategies and skills for win-win negotiations
- Become a self-aware leader and enhance leadership skills
- Gain confidence in the management of change

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
- 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.

THE CERTIFICATE

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

THE COURSE **CONTENT**

Day One: Strategic Planning

- Introduction to strategy - background, historical developments, major theories
- Strategic Management – a practical approach for every leader
- The steps involved in strategic planning
- Analytical tools and techniques
- The relationships between vision, mission and strategy
- The challenge of implementation

Day Two: Risk Management

- The meaning and nature of risk
- Managing Strategic and operational risks
- To mitigate or not?
- Risk mitigation strategies
- The importance of contingency planning
- Incorporating risk management into governance and strategy development

Day Three: Negotiating Skills

- What 'Win-Win' negotiations achieve
- Investigating organisational power
- Approaches and skills for effective negotiations
- The importance of preparation
- Where to draw the line
- Who negotiates and why

Day Four: Leadership Skills

- The strategic role and nature of effective leadership
- Charisma must be earned before it can be implemented
- Which leadership skills are keys to success?
- Leading in uncertain times
- Leading or managing, or both?
- Using persuasion to motivate staff

Day Five: Managing Change

- Communicating effectively
- The challenges of managing change
- Employing empathy whilst delivering objectives
- Gaining support, identifying the change agents
- Team leadership
- Developing a personal action plan for further self-development

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04 - 08 Jul 2021	Dubai	$ 5,950
06 - 10 Sep 2021	Kuala Lumpur	$ 5,950
06 - 10 Dec 2021	Kuala Lumpur	$ 5,950

REGISTER NOW

**This fee is inclusive of Documentation, Lunch and Refreshments and exclusive of 5% UAE VAT*

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PLEASE USE BLOCK CAPITALS.

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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 and alter the course content 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.

CANCELLATION & SUBSTITUTION

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

Telephone: **+971 4 427 5400**
Fax Number: **+971 4 427 5401**
Email Address: **info@aztechtraining.com**
Visit our website: **www.aztechtraining.com**

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