



*Conference:
Risks, Strategy, Negotiation & Leadership*

*30 November - 4 December 2026
Madrid (Spain)*

Conference: Risks, Strategy, Negotiation & Leadership

Conference code: CO8242 From: 30 November - 4 December 2026 Venue: Madrid (Spain) - Conference Fees: 6300 € Euro

Introduction

As the business environment becomes ever more uncertain and turbulent, the requirement for professional leadership and management throughout organizations is at a premium. Strategies, Risks, Negotiation, and Leadership are for those who are dedicated to maximizing their performance and value-added contribution and that of the people who work for them. The four elements of the course provide a structured and coherent framework for addressing the challenges which face professionals in respect of both their day-to-day and longer-term responsibilities.

Objectives

- Develop an appreciation and understanding of each of the four elements of the course - Strategies, Risks, Negotiation, and Leadership
- Understand how they interact to create a systemic approach to problem resolution
- Develop the skills needed to master each element
- Identify how to apply them in different circumstances
- Recognize potential pitfalls and identify the tactics to overcome them
- Utilize the four elements in achieving individual, team, and organizational results
- Identify priorities for continued professional development

Process

The conference is a mixture of speaker input, facilitated discussion, syndicate work, and practical exercises, with an emphasis on delegate involvement at all times.

Benefits

- Learn a coherent framework to apply to any organizational activity or change
- Understand the factors involved in using a plan to achieve measurable results
- Learn techniques to plan, prioritize and implement effectively
- Anticipate and prepare for contingencies and changing circumstances
- Increase levels of confidence in dealing with superiors, peers, and subordinates

Results

- Understand and manage the complexities of organizational realities
- Develop approaches to increase organizational effectiveness and efficiency
- Identify and meet the needs of all key stakeholders in a particular course of action
- Create higher levels of understanding, collaboration, and performance
- Increase the ability to respond flexibly to changing circumstances
- Reduce uncertainty and maximize clarity and commitment

Core Competencies

Strategies:

- An understanding of the strategy
- The steps in developing a strategy
- Implementing strategy

Risks:

- An appreciation of risk
- Risk identification
- Risk mitigation

Negotiation:

- The essence of negotiation
- Approaches to negotiation
- Negotiation strategies

Leadership:

- Leadership or management?
- Leadership theories

- Practical leadership

Outlines

Day 1: Strategy

- Introduction to strategy - background, historical developments, major theories
- Thinking strategically
- A consistent approach to strategy development
- The relationships between vision, mission, and strategy
- The steps involved in developing a strategy
- Implementing a strategy

Day 2: Risks

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

Day 3: Negotiation

- The essential role of negotiation
- Focusing on mutual interests
- How to separate the people from the problem
- Remaining objective and dispassionate
- Negotiating with more powerful people
- Negotiating tactics

Day 4: Leadership

- The strategic nature of leadership

- The differences between leadership and management
- Turning leadership theory into practical leadership
- Maximizing the performance of each team member
- Motivating the 'average' employee
- Developing a personal action plan for further self-development

Day 5: Strategic Leadership Workshop

This module comprises a series of interactive workshop activities to develop:

- Intrapersonal skills
- Interpersonal skills
- Strategic leadership for team development
- Innovative Leadership skills

Registration form on the Conference: Risks, Strategy, Negotiation & Leadership

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