



*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

### Target Audience

This program is designed for:

- Senior Managers and Department Heads
- Team Leaders and Supervisors
- Project and Operations Managers
- Strategic Planning Professionals
- Business Development Managers
- Risk Management Professionals
- HR and Organizational Development Professionals
- Professionals involved in negotiations, decision-making, and leadership roles
- Executives seeking to strengthen strategic thinking and leadership capabilities
- Individuals preparing for higher management and leadership responsibilities
- Professionals aiming to improve negotiation, risk management, and strategic leadership skills within their organizations

## 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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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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