



*Training Course:
Mastering Leadership in the Third Sector:
Strategies for Directors*

*2 - 6 November 2026
Madrid (Spain)*

Training Course: Mastering Leadership in the Third Sector: Strategies for Directors

Training Course code: SC235581 From: 2 - 6 November 2026 Venue: Madrid (Spain) - Training Course Fees: 6300 € Euro

Introduction

This 5-day training program is designed for directors and senior leaders within the Third Sector, including non-profits, NGOs, charities, and other social enterprises. The program focuses on developing strategic leadership skills to effectively manage organizations in the Third Sector, drive social impact, and ensure sustainability. Participants will learn advanced strategies to lead mission-driven organizations, foster stakeholder engagement, and align resources for long-term success.

Target Audience

- Directors and senior leaders in non-profits, NGOs, and social enterprises
- Executive directors and board members of Third Sector organizations
- Leaders responsible for strategic planning and organizational sustainability
- Managers of donor relations and fundraising initiatives

Objectives

- Master advanced leadership strategies for Third Sector organizations.
- Align organizational mission with strategic planning and resource management.
- Learn techniques for driving social impact and measuring success.
- Foster stakeholder engagement, including donors, volunteers, and communities.
- Develop sustainable financial and operational strategies for the Third Sector.
- Gain expertise in navigating challenges unique to non-profits and NGOs.

Outline

Day 1: Leadership in the Third Sector: Vision and Strategy

- Understanding the role of leadership in Third Sector organizations.
- Aligning the organization's mission, vision, and values with strategic goals.
- Developing strategic plans that drive social impact and organizational success.

- Leading with purpose: Creating a vision that inspires and motivates teams.
- Case studies: Successful leadership strategies in Third Sector organizations.

Day 2: Driving Social Impact and Measuring Success

- Techniques for creating, implementing, and scaling social impact initiatives.
- Setting measurable goals and key performance indicators KPIs for social impact.
- Evaluating the effectiveness of programs and services.
- Reporting impact to donors, stakeholders, and communities.
- Workshop: Designing a social impact strategy for your organization.

Day 3: Stakeholder Engagement and Relationship Building

- Building and maintaining relationships with key stakeholders, including donors, volunteers, beneficiaries, and partners.
- Strategies for effective communication and engagement with diverse stakeholder groups.
- Developing long-term partnerships with government agencies, corporate sponsors, and other NGOs.
- The role of leadership in creating a culture of trust and collaboration.
- Group activity: Crafting a stakeholder engagement and communication plan.

Day 4: Sustainability and Resource Management in the Third Sector

- Financial sustainability strategies for non-profits and NGOs.
- Diversifying revenue streams: Fundraising, grants, social enterprise, and earned income.
- Managing donor relations and ensuring transparency in financial reporting.
- Effective resource allocation to optimize operational efficiency and impact.
- Workshop: Developing a sustainability plan for your organization.

Day 5: Leadership Challenges and Opportunities in the Third Sector

- Navigating challenges unique to the Third Sector: funding constraints, regulatory issues, and competition for resources.
- Embracing innovation and technology to enhance operations and service delivery.



- Crisis management and adaptive leadership in times of uncertainty.
- The future of the Third Sector: Emerging trends and opportunities for growth.
- Final exercise: Creating a strategic leadership plan for your organization's long-term success.

Registration form on the Training Course: Mastering Leadership in the Third Sector: Strategies for Directors

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