

Effective Leadership, Strategy, Risk, and Negotiations

Bordeaux (France)

12 - 16 April 2027

UK Training

PARTNER



Effective Leadership, Strategy, Risk, and Negotiations

Code: LM32 From: 12 - 16 April 2027 City: Bordeaux (France) Fees: 5200 Pound

Introduction

In today's dynamic and complex business environment, organizations need leaders who can think strategically, manage uncertainty, and lead with impact. This course is designed to equip participants with essential leadership skills, the ability to develop and execute strategic plans, effectively manage risks, and negotiate successful outcomes. Through interactive learning methods such as case studies, discussions, and role-plays, participants will strengthen their ability to make sound decisions and drive organizational success.

Course Objectives

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

- Strengthen leadership capabilities to inspire, influence, and guide teams.
- Understand and apply strategic planning tools to support long-term success.
- Identify, assess, and manage organizational risks across various business scenarios.
- Master key negotiation techniques to reach favorable and sustainable agreements.
- Integrate leadership, strategy, risk management, and negotiation into unified, effective decision-making processes.

Course Outlines

Day 1: Foundations of Effective Leadership

- Key traits of effective leaders in modern organizations.
- Leadership styles and their impact on team performance.
- The role of emotional intelligence in leadership.
- Building trust and credibility with teams and stakeholders.
- Case Study: Leading through organizational change.

Day 2: Strategic Thinking and Planning

- Defining vision, mission, and core values.
- Strategic analysis tools: SWOT, PESTEL, Porter's Five Forces.
- Aligning strategies with organizational objectives.
- Driving innovation and adaptability through strategic thinking.
- Workshop: Crafting a practical strategic plan.

Day 3: Risk Management in Leadership

- Understanding different types of organizational risks: financial, operational, and reputational.
- Risk assessment frameworks and methodologies.
- Developing risk mitigation and contingency plans.

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a gold pawn behind it. The board is checkered, and there are concentric circles in the background.

UK Training
PARTNER

- Integrating risk management into strategic decisions.
- Case Study: Crisis leadership and risk response strategies.

Day 4: Principles and Techniques of Negotiation

- Fundamentals of effective negotiations.
- Preparation and planning for negotiation success.
- Differentiating between interests and positions.
- Collaborative vs. competitive negotiation approaches.
- Role-Play Exercise: Negotiating win-win outcomes.

Day 5: Integrating Leadership, Strategy, Risk & Negotiations

- Linking leadership decisions with strategic objectives.
- Balancing risk and opportunity in complex decision-making.
- Advanced negotiation scenarios in high-stakes environments.
- Developing a personal leadership action plan.
- Group Presentation: Applying integrated course concepts to real-world situations.

Why Attend This Course: Wins & Losses!

- Build a comprehensive and strategic leadership mindset.
- Improve decision-making under pressure.
- Minimize organizational exposure to unmanaged risks.
- Achieve better outcomes in both simple and complex negotiations.
- Align leadership, strategy, risk, and negotiation into a unified approach for business excellence.

Conclusion

Leadership, strategy, risk management, and negotiations are no longer isolated functions—they are interconnected competencies essential for modern leaders. This course empowers participants to not only understand these areas but also apply them together in real-time business contexts.

Through practical insights and hands-on application, participants will emerge better prepared to lead with clarity, manage risk intelligently, think strategically, and negotiate with confidence.

Blackbird Training Clients

 MANNAI CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D'EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS KFS Kuwait
 Reserve Bank of Malawi Malawi	 Central Bank of Nigeria Nigeria	 Ministry of Interior Kingdom of Saudi Arabia KSA	 Mabruk Oil Company Libya	 Saudi Electricity Company KSA
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding) Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO Electricity EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN.	 Authority for Electricity Regulation, Oman Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Sustainability, ESG & Corporate Responsibility
Advanced Courses
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training