BLACKBIRD FOR TRAINING

Effective Leadership, Strategy, Risk, and Negotiations

27 – 31 December 2026
Kuala Lumpur (Malaysia)

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PARTNER



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Effective Leadership, Strategy, Risk, and Negotiations

Ref: 3255084_196179 **Date:** 27 – 31 December 2026 **Location:** Kuala Lumpur (Malaysia) **Fees:** 4200 GBP

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.
- 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.

