



**The Strategic Leader: Planning, Negotiation & Conflict Management**

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## **The Strategic Leader: Planning, Negotiation & Conflict Management**

**10 days training course dates**

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**For detailed information on training course dates, please visit:**

**[The Strategic Leader: Planning, Negotiation & Conflict Management](#)**



## Course Overview

This comprehensive training program equips leaders with essential skills in strategic planning, negotiation, and conflict management. Participants will develop a strong foundation in strategic thinking, business analysis, and execution while mastering negotiation tactics and conflict resolution strategies. The course integrates theoretical concepts with real-world applications to help executives navigate complex business environments effectively.

By the end of the program, participants will be able to drive organizational strategy, lead successful negotiations, and manage conflicts confidently, ensuring long-term business success.

## Who Should Attend?

This program is designed for professionals in leadership and decision-making roles, including:

- Senior Executives & Directors
- Strategy & Business Development Managers
- Department Heads & Team Leaders
- HR & Organizational Development Professionals
- Project Managers & Negotiation Specialists
- Legal Advisors & Conflict Resolution Professionals

## Course Objectives

- Develop strategic thinking and business analysis skills
- Conduct internal and external evaluations for strategic decision-making
- Create and implement effective strategic plans



- Master negotiation tactics for optimal business outcomes
- Manage and resolve conflicts within teams and organizations
- Enhance leadership and communication skills in negotiation settings
- Navigate international and cross-cultural negotiation scenarios
- Apply practical frameworks to real-world strategic and conflict management challenges

## **Course Outline:**

### **Module 1: Strategic Leadership & Business Planning**

#### **Day 1: Strategic Thinking & Business Analysis**

- Fundamentals of strategy and strategic planning
- Importance of strategic leadership in decision-making
- External analysis: Market dynamics, competition, and macroeconomic factors
- Benchmarking and competitor analysis
- Customer analysis and value-driven strategy

#### **Day 2: Internal Analysis & Strategic Choices**

- Internal business evaluation: Financial and non-financial metrics
- Applying the Balanced Scorecard for performance measurement
- Identifying strategic opportunities and challenges
- SWOT analysis and strategy formulation
- Case study: Strategic decision-making in practice

#### **Day 3: Developing Strategic Plans & Business Growth**

- Components of a strong strategic plan
- Overcoming common strategic planning pitfalls
- Creating a structured 5-page strategic plan
- The role of alliances, partnerships, and joint ventures
- Case study: Successful strategic alliances

#### **Day 4: Global Strategy & Organizational Leadership**

- The impact of globalization on business strategy
- Managing strategy across different cultural and market contexts
- Leading high-performance teams in a strategic environment
- Communicating strategy effectively across an organization
- Group exercise: Developing a global strategic approach

#### **Day 5: Strategy Execution & Business Sustainability**

- Converting strategy into actionable steps
- Aligning strategic objectives with operational goals
- Managing change and overcoming implementation challenges
- Measuring success: KPIs and business performance tracking
- Final exercise: Presenting a strategic business plan

### **Module 2: Negotiation & Conflict Resolution**

#### **Day 6: Foundations of Negotiation & Conflict Management**

- Key negotiation theories and strategies
- Understanding the sources and dynamics of conflict
- Conflict escalation and de-escalation techniques
- Conflict resolution strategies for leaders
- Negotiation styles: Assessing personal approaches

#### **Day 7: Advanced Negotiation Strategies & Tactics**

- Strategic vs. tactical negotiation approaches
- Value-claiming vs. value-creating strategies

- BATNA (Best Alternative to a Negotiated Agreement) and key negotiation metrics
- Techniques for structuring effective negotiation agreements
- Case study: Applying negotiation tactics in business settings

#### **Day 8: Negotiation Planning & Power Dynamics**

- Preparing for high-stakes negotiations
- Assessing positions, interests, and leverage in negotiations
- Psychological factors in negotiation and persuasion techniques
- Managing difficult negotiators and aggressive tactics
- The role of body language and non-verbal cues

#### **Day 9: Mediation & Alternative Dispute Resolution (ADR)**

- Mediation as a negotiation tool
- Effective communication and active listening techniques
- Alternative Dispute Resolution (ADR) methods: Mediation, Arbitration, Litigation
- Case study: Mediating complex organizational conflicts
- Practical mediation exercise

#### **Day 10: International & Cross-Cultural Negotiations**

- Challenges and strategies in global negotiations
- Cultural values and negotiation norms
- Developing strategies for cross-cultural business dealings
- Simulated negotiation exercise: Navigating an international deal
- Final review and application of key learnings



## DOCUMENTATION

The **MTC team** has meticulously prepared **high-quality training materials** for distribution to all delegates.

## CERTIFICATES

An **accredited Certificate of Completion** will be awarded to participants who successfully attend and complete the program.

## SCHEDULE

Course sessions are scheduled as follows:

- **Morning Session:** 09:00 AM – 1:00 PM
- **Afternoon Session:** 01:00 PM – 05:00 PM

## REGISTRATION & PAYMENT

To register, please complete the **registration form** available on the course page and submit it with your **preferred payment method**. Alternatively, you can contact us via **email or WhatsApp** for assistance.

## TRAVEL & TRANSPORT

We ensure a **seamless travel experience** by providing **airport-hotel-airport** transfers for all participants.