



LEADERSHIP AND MANAGEMENT

Certified Professional in Advanced Management

Course code: LM-016

SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

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— Workshop Overview

Modern managers must lead in an environment shaped by rapid change, digital transformation, talent competition, and increasing uncertainty. Success requires advanced capabilities in analytics, risk management, recruitment, leadership, and artificial intelligence. This course equips participants with practical tools and modern management strategies to improve performance, make informed decisions, and lead future-ready organizations.

Why Attend

This course uses an interactive and practical approach through presentations, case studies, management simulations, group discussions, analytics exercises, leadership activities, and real workplace examples.

Who Should Attend

Managers and Supervisors
Department Heads
Team Leaders
Business Unit Managers
HR and Operations Managers
Project Managers
Professionals preparing for leadership roles

— Learning Objectives

- Apply advanced management practices in dynamic environments
- Use analytics and forecasting for better decisions
- Strengthen risk management and crisis readiness
- Improve recruitment and talent acquisition strategies
- Build and lead high-performance teams
- Understand AI applications in management
- Improve communication and productivity
- Create a practical management improvement plan

— Course Outline

DAY
1

Advanced Business Analytics and Forecasting

- Understanding data-driven decision-making
- Advanced forecasting techniques for managers
- Predictive analytics for business trends
- Using dashboards and visualization tools for insights
- Translating analytics into business strategy
- Improving management decisions through data

DAY
2

Risk Management and Mitigation

- Identifying and assessing risks in dynamic markets
- Risk appetite and tolerance frameworks for managers
- Tools for managing uncertainty and business disruption
- Developing crisis management plans
- Embedding risk management into organizational culture
- Strengthening resilience and continuity planning

DAY
3

Advanced Recruitment Strategies

- Employer branding and attracting top talent
- Behavioral and competency-based interviewing techniques
- Diversity and inclusion in employment
- Leveraging AI for talent acquisition and retention
- Metrics and KPIs to measure hiring success
- Building sustainable talent pipelines

DAY
4

Building and Leading High-Performance Teams

- Creating a culture of collaboration and trust
- Managing conflict and building consensus
- Advanced techniques for team development
- High-impact communication for team leaders
- Measuring team performance and productivity
- Motivating teams for continuous improvement

DAY

5

Artificial Intelligence in Management

- Introduction to AI and its impact on management
- AI-powered tools for decision-making
- Ethical considerations in AI implementation
- Role of AI in enhancing customer experience
- Preparing organizations for AI-driven transformation
- Final workshop: Build an advanced management action plan

— Upcoming Classroom Dates

DATE	LOCATION	FEE
12 - 16 October 2026	Munich - Germany	€1,725
9 - 13 November 2026	Barcelona - Spain	€1,925
14 - 18 December 2026	Paris - France	€2,250
18 - 22 January 2027	Munich - Germany	€2,125
15 - 19 February 2027	Kuala Lumpur - Malaysia	€1,400
15 - 19 March 2027	Amsterdam - Netherlands	€2,125
19 - 23 April 2027	London - United Kingdom	€2,100
17 - 21 May 2027	Munich - Germany	€2,125

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.