

SPARK

PLANNING AND STRATEGY MANAGEMENT

Strategy, Risks, Negotiation & Leadership

Professional training programme



SPARK TRAINING

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

info@sparktraining.eu

+31 85 115 0004 | sparktraining.eu

— Workshop Overview

Welcome to this dynamic training course in Strategies, Risks, Negotiation, and Leadership! Embracing insights from leaders like Mark Zuckerberg, who emphasizes the importance of taking risks in a rapidly changing world, and Tom Peters, who advocates for quick testing and adaptation, this course is designed to stretch your mindset and enhance your leadership skills. Through engaging and practical sessions, you will learn to navigate uncertainties, implement cutting-edge strategies, and drive performance in a turbulent business environment. Equip yourself with the tools needed to thrive as an exceptional leader and make impactful decisions in today's fast-paced world.

Why Attend

This course uses instructor-led sessions, guided discussion, and practical exercises built around Day One: Strategic Planning, Day Two: Risk Management, Day Three: Negotiating Skills, and day four: leadership skills.

Who Should Attend

Supervisors and Team Leaders
Current and Potential Strategic Leaders at All Levels
Those Responsible for Developing and Leading Strategy
Business Managers of All Levels

— Learning Objectives

- How to Develop an Appreciation and Understanding of Strategies, Risks, Negotiation and Leadership Skills
- How to Master and Apply Effective Negotiation Skills
- How to Engage in Powerful Interpersonal Win-Win Relationship Skills
- How to Build a Strong and Highly Motivated Team
- How to Self-Coach Yourself, with Positive Confidence Skills

Course Outline

DAY
1

Day One: Strategic Planning

- Introduction to strategy - background, historical developments, major theories
- Strategic Management – a practical approach for every leader
- The steps involved in strategic planning
- Analytical tools and techniques
- The relationships between vision, mission and strategy
- The challenge of implementation

DAY
2

Day Two: Risk Management

- The meaning and nature of risk
- Managing Strategic and operational risks
- To mitigate or not?
- Risk mitigation strategies
- The importance of contingency planning
- Incorporating risk management into governance and strategy development

DAY
3

Day Three: Negotiating Skills

- What 'Win-Win' negotiations achieve
- Investigating organisational power
- Approaches and skills for effective negotiations
- The importance of preparation
- Where to draw the line
- Who negotiates and why

DAY
4

Day Four: Leadership Skills

- The strategic role and nature of effective leadership
- Charisma must be earned before it can be implemented
- Which leadership skills are keys to success?
- Leading in uncertain times
- Leading or managing, or both?
- Using persuasion to motivate staff

DAY
5

Day Five: Managing Change

- Communicating effectively
- The challenges of managing change
- Employing empathy whilst delivering objectives
- Gaining support, identifying the change agents
- Team leadership
- Developing a personal action plan for further self-development

— Upcoming Classroom Dates

DATE	LOCATION	FEE
12 - 16 October 2026	London - United Kingdom	€2,100
9 - 13 November 2026	Munich - Germany	€1,725
14 - 18 December 2026	Amsterdam - Netherlands	€2,125
18 - 22 January 2027	Frankfurt - Germany	€1,625
15 - 19 February 2027	Rome - Italy	€2,125
15 - 19 March 2027	Kuala Lumpur - Malaysia	€1,400
19 - 23 April 2027	Barcelona - Spain	€1,925
17 - 21 May 2027	London - United Kingdom	€2,100

— 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.