Management & leadership · ML91

# Management of Leading-Edge Strategies

Milan (Italy) · 14 - 18 Dec 2026

| Date | Venue | Duration |
|---|---|---|
| **14 - 18 Dec 2026** | **Milan (Italy)** | **1 Week** |
| Fee | Ref | Language |
| **£5,250 GBP** | **ML91** | **English** |

## Introduction

This fast-paced course allows you to step back from the day-to-day stresses of management and consider how to best cope with and thrive in an ever-complex and changing future. Rather than covering all aspects of management, the course focuses on those topics from which many Management Professionals could benefit in terms of their impact on stakeholders and careers.

This course will give participants a holistic view of their larger organizational and strategic context, as well as the tools they need to have a meaningful impact on the effectiveness of their organization.

### The highlights of this course are:

- How to analyses the external and internal forces at work in an organization
- How to develop and communicate a compelling strategic vision
- How to measure and manage performance
- How to build value-added change into the daily management activities
- How to become an initiator of change rather than playing constant catch-up
- How to develop a high-performance team

## Course Objectives of Management of Leading-Edge Strategies

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

- Become an agent for value-added change
- Coach individuals and teams to achieve extraordinary goals
- Select appropriate methods for measuring and managing performance
- Be in tune with the team's effectiveness and be able to turn morale around if and when necessary
- Facilitate problem-solving groups that will deliver results on time and within budget
- Develop employees to take more responsibility
- Learn to use best-practice strategies for influencing and motivating others

## Course Methodology of Management of Leading-Edge

## Strategies

This course will be fast-paced interactive and fun! The learning process will employ state-of-the-art adult learning techniques that enable people to learn by listening, seeing, discussing, and hands-on practice – all within a relaxed and enjoyable environment.

World-class management practices will be shared to see how they can be applied in participant organizations. Participants will also be given time to share their ideas in open sessions as well as in small group settings. They will be constantly busy and engaged in hands-on exercises, case discussions, and simulations that are customized to fit the reality of their working world.

Participants will return to work with an action plan they can put into practice immediately.

## Organizational Impact of Management of Leading-Edge Strategies

### In sending delegates to this course, the organization will achieve the following benefits:

- Have a clear understanding of management essentials
- Be better able to coach and improve productivity
- Better understanding of their strengths and weaknesses
- Be more confident in taking bold decisions
- Have a better knowledge of dealing upwards in an organization
- Return with renewed energy and passion for managing their team

## Personal Impact of Management of Leading-Edge Strategies

### In attending this course, candidates will be able to:

- Reflect on their management style and identify areas for improvement
- Learn how to influence those who are confronting positive change
- Learn how to deal with difficult employees of all stripes
- Learn to power your team to higher performance
- Learn how to manage upwards as well as within your team
- Learn how to motivate and create a culture of responsibility

## Target Audience of Management of Leading-Edge Strategies

### This course on The Competent Manager is designed for the following:

- Functional Specialists who wish to prepare themselves for general management roles
- Existing Managers, Supervisors, Team Leaders, and Management Staff, wishing to gain a rounded view of best management practices
- Middle-Senior Management Professionals wishing to update themselves on the latest practices across a range of management topics

## Course Outlines of Management of Leading-Edge Strategies

### DAY 1

### The Manager as a Strategist

- The purpose of organizations
- Stakeholder Analysis
- Motivation and the importance of context
- The challenge of thriving in a VUCA world
- More change is coming and it’s much bigger and more impactful than you think!
- Strategic performance drivers
- The physiology and biology of leadership
- Strategy vs. Values: The greatest impact on performance

## DAY 2

## The Manager as a Coach

- Leadership, coaching, and mentoring compared
- Diagnosis and evaluation of personal leadership styles
- Delegation, empowerment, and the importance of trust
- Coaching case study: Understanding the goals
- The Impact of Relationships on Trust
- Impacting Performance by raising Expectations
- Effective Coaching Meetings
- Knowing what role to pay: sounding board, facilitator, or advisor

## DAY 3

## The Manager as Team Leader

- Teamwork Best Practices
- Creating a High-Performance Team
- Empowerment and its Link to Performance
- Team Decision Making: When and How to Achieve a Consensus
- Performance Measurement
- The 4 Stages of Team Development
- Team-Building Techniques
- Recognition and Reward

## DAY 4

## The Manager as the Project Team Facilitator

- Elements of successful projects
- People dynamics in a project team as compared to a permanent team
- Meetings: The #1 Time Waster
- Reducing Meeting Times by 50% and more
- The Role of the Facilitator
- The 5 Types of Meetings
- Creating an Agenda that Focuses on Process and Content
- Dealing with Dysfunctional Meeting Behaviors
- Encouraging Creativity and Innovation
- Ensuring Accountability for Value Added Outcomes

## DAY 5

## The Manager as Change Agent

- The Challenge of Personal Change
- Six Typical Reactions to Change
- The Attributes of Effective Change Agents
- Influencing Upward
- Knowing Your Power and Leveraging it
- The Importance of Humility and other Emotional Intelligence Skills
- Knowing how to be Assertive without Appearing Aggressive

## Register or ask about this course online

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