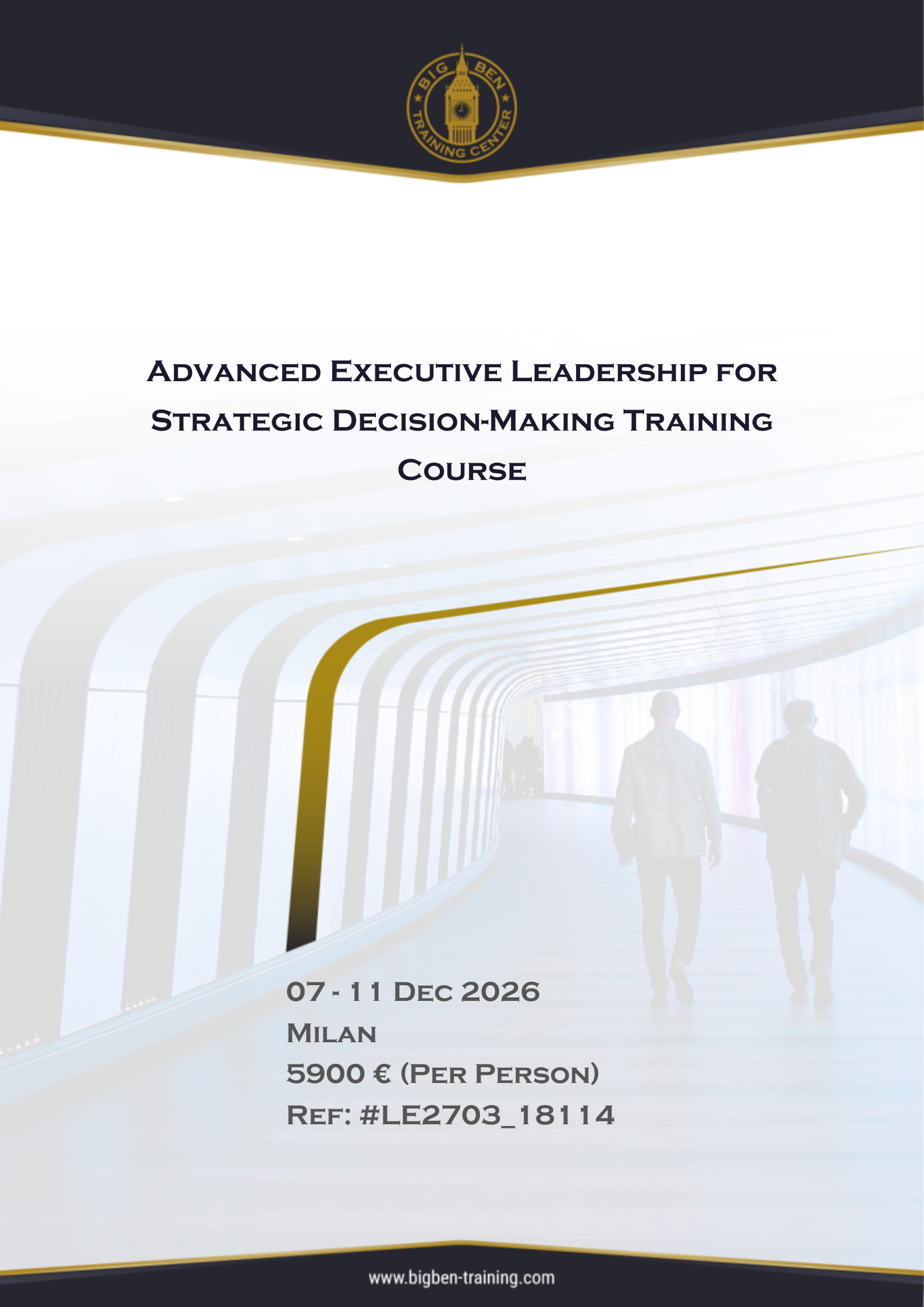
Advanced Executive Leadership for Strategic Decision-Making Training Course



07 - 11 Dec 2026

Milan

5900 € (Per Person)

Ref: #LE2703_18114

Course Introduction / Overview:

This intensive training course is designed to transform senior managers and executives into visionary leaders capable of navigating today's complex and volatile business landscape. The program moves beyond traditional management theories to instill a deep capacity for strategic thinking, robust decision-making, and inspirational leadership. Participants will explore the critical intersection of strategy formulation and execution, learning how to analyze competitive environments and align organizational resources for sustainable growth. Drawing on seminal works like "Competitive Strategy" by the renowned academic Michael Porter, this course provides a rigorous framework for understanding industry dynamics and crafting a winning corporate strategy. At BIG BEN Training Center, we have developed a curriculum that emphasizes practical application, ensuring that leaders can translate strategic insights into tangible actions. This journey will equip you with the foresight to anticipate market shifts, the courage to make bold decisions, and the emotional intelligence to lead high-performance teams through significant change, securing your organization's future success.

Target Audience / This training course is suitable for:

- C-Suite Executives (CEOs, CFOs, COOs, CIOs).
- Vice Presidents and Senior Vice Presidents.
- Directors and Heads of Departments.
- Senior Managers and Team Leaders with strategic responsibilities.
- Business Unit Heads and General Managers.
- Experienced professionals being groomed for executive roles.
- Strategy and corporate planning professionals.
- Entrepreneurs and business owners.

Target Sectors and Industries:

- Banking and Financial Services.
- Information Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Oil, Gas, and Energy.
- Manufacturing and Engineering.
- Retail and Consumer Goods.
- Government, Public Sector, and Non-Profit Organizations.
- Consulting and Professional Services.

Target Organizations Departments:

- Executive Management and Leadership.
- Strategy and Corporate Planning.
- Operations Management.
- Finance and Accounting.
- Human Resources and Talent Development.
- Marketing and Sales.
- Business Development.
- Research and Development.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop a comprehensive strategic mindset for long-term organizational success.
- Apply advanced analytical tools like PESTLE and Porter's Five Forces to assess the business environment.
- Master sophisticated decision-making models to navigate uncertainty and complexity.
- Identify and mitigate cognitive biases that can impair executive judgment.
- Lead organizational change initiatives effectively and inspire stakeholder buy-in.
- Cultivate a culture of innovation and continuous improvement within their teams.
- Enhance their emotional intelligence to build and lead high-performance teams.
- Formulate and execute strategies that align with corporate vision and objectives.
- Utilize scenario planning to prepare the organization for future challenges and opportunities.
- Craft a personal leadership development plan for sustained professional growth.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and highly practical, ensuring that learning is not just absorbed but applied. We employ a blended approach that combines expert-led presentations with a strong emphasis on experiential learning. Participants will engage in dynamic group discussions, collaborative problem-solving exercises, and in-depth case study analyses of real-world business challenges. A significant portion of the course is dedicated to strategic simulations where participants can test their decision-making skills in a risk-free environment and receive immediate feedback. Role-playing scenarios will be used to hone skills in change management, strategic communication, and conflict resolution. Peer-to-peer learning is a cornerstone of our approach, fostering a rich exchange of ideas and experiences among seasoned professionals. Each participant will be guided to develop a personal action plan, creating a clear roadmap for implementing their new skills and strategic insights back in their organization. This hands-on, results-oriented methodology ensures a lasting impact on leadership effectiveness.

Course Agenda (Course Units):

Unit One Foundations of Modern Executive Leadership

- The evolution from manager to strategic leader.
- Defining and developing a powerful strategic mindset.
- Situational leadership and adapting your style for maximum impact.
- The role of emotional intelligence in executive decision-making.
- Building and communicating your personal leadership brand.
- Ethical leadership and corporate governance principles.
- Understanding the psychology of power and influence.

Unit Two Mastering Strategic Analysis and Formulation

- Conducting comprehensive environmental scanning using PESTLE analysis.
- Analyzing industry competition with Porter's Five Forces framework.
- Assessing internal capabilities using the VRIO framework.
- Synthesizing findings through an advanced SWOT analysis.
- Exploring Blue Ocean Strategy to create uncontested market space.
- Crafting a compelling strategic vision, mission, and values.
- Setting strategic goals and measurable objectives.

Unit Three The Art and Science of Executive Decision Making

- Understanding cognitive biases and their impact on strategic choices.
- Applying data-driven decision-making models and frameworks.
- Techniques for effective decision-making under uncertainty and pressure.
- Integrating risk assessment and management into the decision process.
- Leading group decision-making and fostering constructive debate.
- Ethical frameworks for navigating complex business dilemmas.
- Developing intuition and judgment as a strategic asset.

Unit Four Leading Transformational Change and Innovation

- Understanding the dynamics of organizational change.
- Applying Kotter's 8-Step Process for leading change.
- Communicating the strategic vision to inspire and motivate teams.
- Managing resistance and building a coalition of support.
- Fostering a culture that embraces innovation and creativity.
- Driving strategic agility in a fast-paced environment.
- Measuring the impact and success of change initiatives.

Unit Five Strategic Execution and Future-Focused Leadership

- Bridging the gap between strategy formulation and execution.
- Aligning organizational structure, culture, and processes with strategy.
- Developing Key Performance Indicators (KPIs) that drive results.
- Utilizing scenario planning and strategic foresight to anticipate the future.
- Succession planning and developing the next generation of leaders.
- Sustaining high performance and organizational momentum.
- Creating a personal action plan for continued leadership development.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of rapid technological disruption and global uncertainty, how can a leader balance long-term strategic vision with the need for short-term agile decision-making without sacrificing one for the other?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by moving beyond theoretical frameworks to focus on the cognitive and behavioral aspects of executive leadership. While many programs teach strategic models, we delve into the psychology of decision-making, equipping leaders to recognize and overcome the inherent biases that can derail even the best-laid plans. Our curriculum uniquely integrates classic strategic principles, such as those from Michael Porter, with contemporary insights into emotional intelligence, change leadership, and innovation culture. The emphasis is on practical application through sophisticated business simulations and peer-to-peer consulting, allowing participants to stress-test their skills in a realistic, high-stakes environment. Unlike courses that offer a one-size-fits-all approach, this program guides each participant in crafting a personalized leadership philosophy and a concrete action plan. The ultimate goal is not just to impart knowledge, but to foster a profound and lasting transformation in how leaders think, decide, and inspire action within their organizations, ensuring they are prepared for the challenges of today and tomorrow