# Advanced Strategic Leadership and Decision-Making Training Course

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Baku

5100 € (Per Person)

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## Course Introduction / Overview:

In today's volatile and complex business environment, the dual competencies of visionary leadership and astute strategic decision-making are no longer optional for executives; they are the very essence of sustainable success. This course is meticulously designed to merge these two critical domains, providing a comprehensive framework for senior leaders to navigate uncertainty and drive organizational growth. Drawing upon foundational concepts from strategic management pioneers like Michael Porter, the program delves into the practical application of theories that transform good managers into exceptional strategic leaders. Participants will explore the intricate process of formulating and executing strategy, moving beyond the theoretical to master the art of making high-stakes decisions under pressure. This intensive program offered by BIG BEN Training Center is not merely about learning established models, such as those discussed in seminal works like "Thinking, Fast and Slow" by Daniel Kahneman; it is an immersive experience that challenges participants to refine their business acumen, enhance their influencing skills, and cultivate a forward-thinking mindset. By integrating cutting-edge leadership principles with robust decision-making frameworks, this course equips executives with the tools to build resilient organizations, inspire high-performance teams, and confidently steer their enterprises toward a prosperous future.

## Target Audience / This training course is suitable for:

- Chief Executive Officers (CEOs) and Board Members.
- Vice Presidents (VPs) and Senior Vice Presidents (SVPs).
- Directors and Heads of Departments.
- Senior Managers and General Managers.
- Strategic Planners and Corporate Strategists.
- Business Unit Leaders and Division Heads.
- Experienced professionals being developed for executive roles.
- Entrepreneurs and business owners seeking to scale their operations.

## Target Sectors and Industries:

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

## Target Organizations Departments:

- Executive Management and Leadership.
- Strategy and Corporate Planning.
- Operations Management.
- Finance and Investment.
- Human Resources and Talent Management.
- Business Development and Sales.
- Marketing and Communications.
- Risk Management and Compliance.

## 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 decision-making models to complex business challenges.
- Analyze and mitigate cognitive biases that can impair executive judgment.
- Formulate and communicate a compelling strategic vision to all stakeholders.
- Lead organizational change initiatives with confidence and effectiveness.
- Enhance influencing and negotiation skills for C-suite interactions.
- Build and sustain high-performance executive teams.

- Navigate corporate crises and make sound decisions under pressure.
- Utilize data analytics to inform and validate strategic choices.
- Foster a culture of innovation and continuous improvement.
- Align departmental objectives with overarching corporate strategy.
- Master financial acumen for strategic resource allocation.

## Course Methodology:

The training methodology for this course at BIG BEN Training Center is designed to be deeply immersive, interactive, and immediately applicable to the participant's professional context. We move beyond traditional lecture-based formats to create a dynamic learning environment that fosters critical thinking and peer-to-peer collaboration. The program is built upon a foundation of real-world case studies from diverse global industries, allowing participants to dissect complex strategic dilemmas and debate potential solutions. Interactive workshops and group discussions are central to the learning process, providing a platform for sharing experiences and gaining new perspectives from a network of senior-level peers. A significant portion of the course is dedicated to sophisticated business simulations where participants will manage virtual companies, make high-stakes decisions, and see the direct consequences of their strategic choices in a risk-free setting. Expert-led sessions will introduce cutting-edge frameworks and tools, immediately followed by practical exercises to ensure comprehension and retention. Continuous feedback from facilitators and peers is integrated throughout the five days, culminating in the development of a personal leadership action plan that enables participants to translate their newfound knowledge and skills into tangible results within their organizations.

## Course Agenda (Course Units):

### Unit One: The Foundations of 21st-Century Executive Leadership

- The evolution from operational management to strategic leadership.
- Defining your personal leadership philosophy and executive presence.
- Neuroscience of leadership and emotional intelligence for executives.
- Assessing and developing a strategic mindset.
- The leader's role in shaping organizational culture and values.
- Ethical leadership and corporate governance frameworks.
- Stakeholder analysis and management for senior leaders.

## Unit Two: Mastering Strategic Analysis and Formulation

- Conducting comprehensive environmental scanning (PESTLE, Porter's Five Forces).
- Advanced SWOT analysis for competitive advantage.
- Blue Ocean Strategy versus Red Ocean competition.
- Developing a clear and compelling corporate vision and mission.
- Frameworks for strategic choice and business model innovation.
- Scenario planning and forecasting in a volatile world.
- Aligning functional strategies with corporate-level objectives.

## Unit Three: The Science and Art of High-Stakes Decision Making

- Understanding cognitive biases and de-biasing techniques in decision making.
- Data-driven decision-making versus intuitive judgment.
- Decision-making models (Rational, Bounded Rationality, Vroom-Yetton).
- Risk analysis and management in strategic decisions.
- Group decision-making dynamics and avoiding groupthink.
- Creative problem-solving and design thinking for executives.
- Communicating difficult decisions with clarity and empathy.

## Unit Four: Leading Strategy Execution and Organizational Change

- Translating strategy into actionable operational plans.
- The Balanced Scorecard and other performance management systems.
- Leading complex change management initiatives (Kotter's 8-Step Model).
- Building organizational agility and resilience.
- Fostering a culture of accountability and execution excellence.
- Resource allocation and capital budgeting for strategic projects.
- Communicating strategy effectively across the entire organization.

### Unit Five: Future-Focused Leadership and Personal Action Planning

- Leading innovation and digital transformation.
- Crisis leadership and organizational resilience strategies.
- Developing and mentoring the next generation of leaders.
- The role of the executive in driving sustainability and ESG initiatives.
- Building and leveraging strategic alliances and partnerships.
- Capstone Simulation: Integrating leadership and strategy in a competitive market.
- Developing a personal 100-day leadership action plan.

## 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:

How can a leader effectively balance the pressure for short-term financial results with the imperative of long-term strategic investment and sustainable growth?

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

This course distinguishes itself by holistically integrating the often-siloed disciplines of executive leadership and strategic decision-making into a single, cohesive framework. Unlike programs that focus on either leadership theory or strategic models in isolation, this training course is built on the premise that one cannot be effective without the other in the modern executive role. We emphasize the "how" over the "what," moving beyond textbook knowledge to immerse participants in complex, real-world business simulations where they must apply strategic frameworks under pressure and lead their teams through ambiguity. The curriculum is uniquely forward-looking, dedicating significant time to future-focused competencies such as leading digital transformation, fostering organizational agility, and navigating the complexities of ESG initiatives. Furthermore, the emphasis on the psychology of decision-making, including the identification and mitigation of cognitive biases, provides leaders with a profound and practical toolset for enhancing their judgment. The course culminates not with a certificate, but with a personalized and actionable leadership development plan, ensuring that the insights gained are directly translated into impactful changes in behavior and strategy within the participant's own organization.