



London TDM

# Management and Leadership

**Course Venue:** United Arab Emirates - Dubai

**Course Date:** From 19 April 2026 To 23 April 2026

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

The "Leadership and Negotiation Mastery" course is designed to empower professionals with key competencies needed for effective leadership and negotiation in the modern workplace. This intensive five-day program combines theoretical knowledge with practical skills, ensuring participants walk away with actionable insights and strategies to excel in their roles.

## Objectives

- Understand core leadership principles and their practical application.
- Develop advanced negotiation skills and strategies.
- Enhance decision-making and problem-solving capabilities.
- Improve communication skills for persuasive and influential leadership.
- Learn to build and lead effective, collaborative teams.

## Course Outlines

### Day 1: Foundations of Leadership

- Introduction to Leadership Styles and Theories
- Emotional Intelligence in Leadership
- Understanding and Enhancing Personal Leadership Skills
- Values and Ethics in Leadership
- Setting Goals and Driving Vision

### Day 2: Strategic Negotiation Techniques

- Negotiation Fundamentals and Frameworks
- Strategies for Win-Win Outcomes
- Overcoming Barriers in Negotiation
- Role Play: Practicing Negotiation Scenarios
- Case Studies: Successful Negotiations

### Day 3: Communication and Influence

- Effective Communication for Leaders
- Building Persuasive and Influential Narratives
- Constructive Feedback and Conflict Resolution
- Cultural Sensitivity and Communication across Borders
- Active Listening and Empathy in Conversations

### Day 4: Decision-Making and Problem Solving

- Frameworks for Effective Decision Making
- Handling Uncertainty and Risk Management
- Problem Solving Techniques and Tools
- Innovative and Creative Thinking
- Critical Thinking in Leadership

## **Day 5: Building and Leading High-Performance Teams**

- Characteristics of High-Performance Teams
- Motivating and Engaging Team Members
- Delegation and Empowerment
- Fostering Collaboration and Trust
- Action Planning and Course Wrap-Up