

An Intensive 5-Day Training Seminar On

# The Strategic People Manager ILM Endorsed

المدير الاستراتيجي للأفراد

15 - 19 Dec 2019, Dubai

16 - 20 Feb 2020, Dubai

05 - 09 Jul 2020, Dubai

13 - 17 Dec 2020, Dubai



[View Details](#)

# The Strategic People Manager

## ILM Endorsed

### المدير الاستراتيجي للأفراد

#### INTRODUCTION

Strategic Management is undergoing a dynamic transformation. It has been established that most strategic plans fail to achieve their strategic goals due to the turbulent changes that exist in the global market today. Since most of the failures in the strategic process occur at the execution stage it is increasingly important that managers at all levels learn how to achieve their strategic objectives through their people.

Implement these vital plans while maneuvering through the changes that occur as a result of the dynamics of the markets requires people who are empowered to make decisions, to act and achieve the results necessary to fulfill organisational strategy.

Never has it been more important to move from merely managing "the numbers" to finding ways to improve the execution process as well as the strategy. During this EuroMaTech training course, delegates will learn how to strategically manage to make the changes necessary to accomplish the execution process, manage their people and make the numbers.

**Participants attending Strategic People Manager EuroMaTech training course will develop the following competencies:**

- Interpretation of internal and external forces shaping strategy
- Identify an effective strategic road map through a clear vision
- Recognize their own strategic leadership style, and the styles of others
- Communicate that clear vision and engage their people
- Prepare effectively and empower their people towards the vision
- Demonstrate ways to motivate people towards the strategic 'light on the hill'!

#### WHO SHOULD ATTEND?

**This EuroMaTech Strategic People Manager training course is suitable for a wide range of professionals, but will be particularly beneficial to:**

- Team Leaders wishing to Develop Strategic People Skills
- Managers responsible for Strategic Objectives
- Leaders involved in Execution and Delivery of Strategy
- Strategic Analysts and Planners
- Business Professionals involved with People Development

#### ILM CERTIFICATION

The Strategic People Manager is endorsed by ILM. Delegates will complete an assessment at the end of the training course and, if successful, will receive a certificate from ILM. The assessment will focus on the topics covered by this training course.

#### PROGRAMME OBJECTIVES

**This EuroMaTech training course on The Strategic People Manager aims to help participants to develop the following critical objectives:**

- Identify, generate & support effective strategic decisions at all levels in the organization
- Identify critical strategic issues and create a clear road map
- Build trust, empowerment and engagement with the people they manage
- List & prioritize issues based on their people to enable real outcomes
- Extend skills to lead & motivate people in diverse, turbulent & complex environments
- Build secure links between emotional intelligence and strategic execution

#### TRAINING METHODOLOGY

This EuroMaTech Strategic People Manager training course will combine presentations with instructor-guided interactive discussions between participants relating to their individual interests. Practical exercises, video material and case studies aiming at stimulating these discussions and providing maximum benefit to the participants will support the formal presentation sessions. Above all, the course leader will make extensive use of case examples and case studies of issues in which he has been personally involved.

#### PROGRAMME SUMMARY

This unique EuroMaTech training course on The Strategic People Manager covers critical areas of strategic achievement through those responsible for its execution - namely the people. The strategic manager may be accountable, but it is the people who are responsible for success. Therefore engagement is necessary and for engagement you need to build trust and influence through emotional intelligent management.

The focus of this course is on the management style, behaviours and actions required to achieve effective engagement with those people tasked to achieve strategic objectives. This will include detailed presentation and discussion of contemporary leading-edge approaches to people management and engagement showing how traditional systems of management should be changed to ensure strategic objectives succeed and organisations are sustained.

# PROGRAM OUTLINE

## DAY 01

### The “Business” Process

- 21st Century Changes and Challenges
- Psychological Aspects of Decision Making
- Strategic Thinking – who, how, when & why
- Examples of Strategy Success and Failure
- Business Savvy and Business Sense
- Financial Literacy
- Business Management and Leadership

## DAY 02

### Strategic “Management” Process

- Leadership Theories & Styles
- Attributes of Successful Leaders
- Strategic Skills: traits or contextual
- Visioning, Communicating & Framing
- Team and Organisation Perspectives on Implementing Strategies
- Leading others through the Strategic Process

## DAY 03

### The “People” Process

- Understanding Emotional Intelligence & its Components
- Significance of EQ to Effective Leadership
- Importance of Perception
- Attitudes & Behavior of Leaders
- Consequences of Low EQ to Personal Effectiveness
- Removing Emotional Blindspots

## DAY 04

### Building a Team based on Emotionally Intelligent Principles

- Importance of EQ to Team Effectiveness
- Motivating a High Performance Team
- Building Unified Teams
- EQ for Building Trusting Relationships
- Conflict Resolution for Promoting Consensus & Collaboration
- Increase the EQ of your Teams & Entire Organisation

## DAY 05

### Communication for People Management

- Giving & Receiving Feedback
- Psychology of Persuasion
- Creating an Inspiring Vision
- Solving People Problems at Work
- Non-alienation for High EQ Leadership
- Developing Leadership Integrity

## IN-HOUSE TRAINING

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on [inhouse@euromatech.ae](mailto:inhouse@euromatech.ae) for further information and/or to receive a comprehensive proposal.



*ILM is one of the largest specialist Institutes for leadership & management development. EuroMaTech is a life-time Approved Centre with ILM (ID No. 002398) and have gained ILM Endorsement for a number of training seminars, allowing participants to get ILM Certificate through work-based training sessions.*

## QUALITY CERTIFICATIONS & ACCREDITATIONS

EuroMaTech is proud to be associated with the following accreditation bodies:



*The PMI® Registered Education Provider logo is a registered mark of the Project Management Institute, Inc.*

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✓	Date	Venue	Fee(\$)
	15 - 19 Dec 2019	Dubai	US\$4,950
	16 - 20 Feb 2020	Dubai	US\$4,950
	05 - 09 Jul 2020	Dubai	US\$4,950
	13 - 17 Dec 2020	Dubai	US\$4,950

*This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).\**

### Your Details

Name (Mr/Ms):.....  
Position:..... Organisation:.....  
Address:.....  
.....  
City / Country: .....  
Telephone / Fax: .....

### Mode Of Payment

- Please find enclosed a cheque made payable to EuroMaTech  
 Please invoice me  
 Please invoice my company as follows:

Contact Name: .....  
Company Name: .....  
Address:.....

#### Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition, a special note pad to facilitate note taking will be provided.

#### Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

#### Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

#### Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

#### Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, Contact Your Nearest EuroMaTech Office.

#### Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

#### Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

**\*VAT Announcement:** The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.

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