



Training Seminars & Conferences

An Intensive 5-Day Training Seminar On

# Strategic Management in the Public Sector

## Achieving World-Class Performance in Development Initiatives

21 - 25 Oct 2019, Marrakech

22 - 26 Jun 2020, Copenhagen

19 - 23 Oct 2020, Marrakech



[View Details](#)

# Strategic Management in the Public Sector

## Achieving World-Class Performance in Development Initiatives

### INTRODUCTION

Strategic management is emerging as a major new competency in public sector activity. Public sector managers are now being asked to execute and measure performance improvement in ways that have so far been adopted only in private sector organisations. This is the reason why our new specialist course "Strategic Management in the Public Sector" has been developed.

The focus of this EuroMaTech training course is on the actions required to achieve effective implementation of strategic plans. This will include detailed presentation and discussion of contemporary leading-edge approaches to strategic management, showing how standard systems should be modified for the specific context of a public sector organisation. The emphasis will be on achieving and sustaining world-class performance at the strategic level in the activities of all types of organisation that operate across the public sector. This will deliver ideas and guidelines that will enable public sector managers and specialists to make a strong impact on the performance and potential of their organisation.

**Participants attending the Strategic Management in the Public Sector training course will develop the following competencies:**

- Designing a highly focused agile 21<sup>st</sup> century organisation
- Effective leadership of multi-specialist cross-cultural teams
- Communicating strategic decisions clearly in a rapidly changing environment
- Controlling business operations in fast-moving situations
- Coaching and mentoring teams for outstanding performance

### WHO SHOULD ATTEND?

**The Strategic Management in the Public Sector training course is suitable for a wide range of professionals employed in public sector institutions, but it will be particularly beneficial to:**

- Programme Managers in Economic Development
- Urban Spatial Planners
- Major Project Managers
- Financial Planning and Forecasting Specialists
- Scientific and Technological Policymakers
- Internal Auditors and Management Accountants

### PROGRAMME OBJECTIVES

**The EuroMaTech training course on Strategic Management in the Public Sector aims to help participants in public sector organisations to develop the following critical objectives:**

- Understanding task-oriented and strategy-oriented behaviour
- Keeping teams focused on strategic objectives and requirements
- Leading multinational and multi-cultural teams
- Communicating effectively internally and externally
- Dealing with rapid advances in best practice
- Improved decision-making in different conditions
- Keeping programmes and projects on track and under control

### TRAINING METHODOLOGY

The Strategic Management in the Public Sector training course will combine presentations with instructor-guided interactive discussions between participants relating to their individual interests. This will be supported by practical exercises, video material and case studies aiming at stimulating these discussions and providing maximum benefit to the participants. Above all, the course leader will make extensive use of case examples and case studies of situations in which he has been personally involved.

### PROGRAMME SUMMARY

This unique EuroMaTech training course covers discussion of all critical areas of strategic management in public sector organisations and will have above all a practical focus on decision-making under conditions of complexity and public accountability.

The focus of the course is on the specific challenges of management at the strategic level in the organisation. This will include detailed consideration of the business processes and leadership actions that are required to convert high-quality strategic plans into practical programmes and projects that enable teams to function effectively in taking the organisation to the next stage of development.

# PROGRAM OUTLINE

## DAY 01

### Managing Organisational Development

- How to build effective teams in public sector organisations
- The difference between task-oriented teams and strategy oriented teams
- How teams respond to different leadership and management styles
- The flexible organization – *managing alliances and joint ventures*
- Achieving agility – *organisational responses to business change*
- Replacing the “*built to last*” model with the “*built to adapt*” model
- Case example or case study

## DAY 02

### Leading and Managing People

- Influencing individual and group behaviour in public sector organisations
- Balancing analytical and emotional intelligence
- Building and leading international and cross-cultural teams
- Understanding the needs and expectations of public sector teams
- Feedback and the 360-degree evaluation
- Dilemmas and decisions in leading a multi-dimensional team
- Case example or case study

## DAY 03

### Communication and Human Resource Development

- Effective communication as the basis of effective public sector programmes
- Presenting ideas – *how to achieve your desired impact and outcomes*
- Developing best practice in external and internal communication
- Developing core competencies in public sector teams
- Identifying potential leaders for the future of the organisation
- How to create a “*learning organization*” in a public sector context
- Case example or case study

## DAY 04

### Making Decisions and Controlling Outcomes

- Developing a “*plan to win*” mindset for a public sector organisation
- Evaluating the feasibility and desirability of alternative options
- Making decisions on the basis of imperfect information
- Creating a publicly accountable review and control system
- Managing variance and divergence from plans
- Measuring performance and achieving improvement
- Case example or case study

## DAY 05

### Coaching and Mentoring for Improved Performance

- The difference between coaching and mentoring
- The drivers of different emotions, reactions and behaviours
- The concept of empathy in public sector team leadership and management
- Leadership in situations of discomfort and conflict
- How to be effective as a coach in a public sector organisation
- How to be effective as a mentor in a public sector organisation
- Case example or case study

## 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.

## QUALITY CERTIFICATIONS & ACCREDITATIONS

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



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✓	Date	Venue	Fee(\$)
	21 - 25 Oct 2019	Marrakech	US\$5,950
	22 - 26 Jun 2020	Copenhagen	US\$5,950
	19 - 23 Oct 2020	Marrakech	US\$5,950

*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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