



An Intensive 5-Day Training Course

# Advanced Management

Achieving Superior Performance and Strategic Success

## PROGRAMME SUMMARY

The main goal of the Advanced Management EuroMaTech training course is to provide participants with an intensive five-day concentration in certain critical aspects of the profession of management. The programme has been designed to cover an array of relevant topics while focusing on those that are most critical to personal and business success. The emphasis of the programme will be on powerful methods and proven techniques for improving personal management effectiveness as well as organizational performance. A prime objective is that managers will leave the program with new ideas they can implement with respect to their personal management capabilities and their management of their specific areas of responsibility.


Date	Venue	Fee(\$)
27 Feb - 03 Mar 2022	Dubai	US\$ 4,950
16 - 20 May 2022	Accra	US\$ 5,950
22 - 26 Aug 2022	Tbilisi	US\$ 5,950
27 Nov - 01 Dec 2022	Dubai	US\$ 4,950

## INTRODUCTION

In today's world middle and senior level managers are faced with increasingly complex responsibilities. In order to meet this challenge they must be continually sharpening their management skills. This EuroMaTech Advanced Management training course will focus on the management and leadership skills necessary for success in today's fast changing business environment.

**In this training course you will learn how to:**

- Manage and motivate people more effectively
- Create and harness the power of high performance teams
- Understand and effectively utilize strategic planning techniques
- Negotiate for positive results
- Utilize the Baldrige performance criteria as a standard of excellence and benchmark for your organization

Virtual learning service available 



## TRAINING METHODOLOGY

Participants will learn by active participation during the programme through the use of a wide variety of instructional techniques. There will be group exercises to allow for a “hands on” approach to learning. Instructional films will be utilized to present “best practices” approaches. In addition there will be in depth discussion of critical success factors.

## 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.



+971 50 196 6003

**Email Address:**  
[info@euromatech.ae](mailto:info@euromatech.ae)

**Website:**  
[www.euromatech.com](http://www.euromatech.com)

## WHO SHOULD ATTEND

This EuroMaTech Advanced Management training course is specifically designed for professional in all areas of operations who seek to manage the process of change and improve the performance of their area of responsibility. It is an opportunity for all professionals to advance their ‘management thinking’ and keep abreast of the most modern concepts in management.

**It will be of benefit to all Professionals, who are:**

- Responsible for Organizational Improvement
- Concerned with Achieving Standards of Excellence
- Interested in enhancing their Management Skills
- Interested in enhancing their Leadership Skills
- Who have responsibility for Strategic Planning
- Who have responsibility for Team Leadership

## PROGRAMME OBJECTIVES

- Consider Methods for Improving Management Performance
- Gain Insights into the Successful Implementation of Teams
- Study the Techniques of Strategic Planning
- Develop their Skills in the Area of Negotiating
- Analyze the Baldrige Award Criteria for Excellence
- Examine the Application of Management Best Practices

## QUALITY CERTIFICATIONS & ACCREDITATIONS



# COURSE OUTLINE



## Day 1

### People Management

- The importance of sociotechnical management
- Organizational values and visionary leadership
- Introduction to the Malcolm Baldrige quality award-standard of excellence
- Organizational and personal learning
- Employee training, well-being, satisfaction and commitment
- Enhancing your coaching skills

## Day 2

### Leading Teams

- Work teams and project management
- Understanding team member styles
- Managing conflict in a productive manner
- Creating a virtual team
- Evaluating team effectiveness

## Day 3

### Strategic Management

- Management by fact and vision
- The strategy development process
- Strategic planning and implementation
- SWOT analysis and performance improvement techniques
- Integrating the value chain for enhanced performance
- Examples of strategic success and failure

## Day 4

### Negotiating for Results

- Gaining insight into the negotiating process
- Characteristics of an effective negotiator
- Developing negotiating strategies
- Employing persuasive negotiation techniques
- Achieving the benefits of effective negotiating
- Negotiation exercises

## Day 5

### Operational Excellence

- The Malcolm Baldrige quality award-standard of excellence practice
- Matching organizational strategies with operational results
- Achieving competitive advantage through operational excellence
- Business models and business process re-engineering
- Public responsibility, citizenship and value creation
- Lessons from the best performing companies and benchmarking your operation against the best

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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: ..... Email: .....

### 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:.....

Email: .....

#### Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates.

#### 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, email us at [info@euromatech.ae](mailto:info@euromatech.ae).

#### 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.

#### Contact Us:

##### Middle East Office:

P.O. Box 74693

Dubai, United Arab Emirates

Telephone: +971 4 4571 800

Fax: +971 4 4571 801

##### Email Address:

[info@euromatech.ae](mailto:info@euromatech.ae)

##### Website:

[www.euromatech.com](http://www.euromatech.com)

\*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.