MERCURY

# Essentials of Leadership and Management Training Course

6 – 10 September 2027
Dar es Salaam (Tanzania)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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# Essentials of Leadership and Management Training Course

**Ref:** 15873_1067013 **Date:** 6 – 10 September 2027 **Location:** Dar es Salaam (Tanzania) **Fees:** 5300 Euro

## Introduction:

Leadership and management are essential skills that form the backbone of any successful organization. This Essentials of Leadership and Management training course equips participants with the fundamental principles, tools, and strategies for leading and managing effectively in dynamic business environments.

This Essentials of Leadership and Management course provides aspiring leaders or experienced managers seeking to refine their skills and a foundation in leadership practices, decision-making, team management, and organizational strategy. By focusing on management's human and operational aspects, participants will gain the confidence and expertise to drive performance, foster collaboration, and achieve organizational goals.

The Essentials of Leadership and Management training equips participants with the essential elements of leadership and management. It delves into the definition of leadership and management and explores the theories, styles, and practices that shape effective leadership and management in today's dynamic environments. They will gain insights into the importance of leadership and management and develop critical skills.

Topics include decision-making in leadership and management, developing leadership and management skills, and understanding the roles and goals in various organizational contexts. Whether new to the field or looking to enhance their leadership and management development, this training covers everything from foundational knowledge to advanced strategies, making it essential for anyone aspiring to excel in these fields.

## Targeted Groups:

- Aspiring leaders and supervisors.
- Newly appointed managers.
- Mid-level managers are seeking to enhance their skills.
- Team leaders aiming to improve performance.
- Professionals transitioning to leadership roles.
- Department heads and project managers.
- Entrepreneurs and business owners.
- Senior executives desiring leadership refreshers.

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## Course Objectives:

At the end of this Essentials of Leadership and Management course, the participants will be able to:

- Develop foundational leadership and management skills.
- Enhance strategic thinking and decision-making abilities.
- Strengthen communication and interpersonal skills.
- Build and manage high-performing teams.
- Foster adaptability to lead in dynamic environments.
- Learn effective conflict resolution techniques.
- Improve time management and prioritization strategies.
- Understand the principles of performance management.
- Cultivate emotional intelligence for better leadership.
- Align team goals with organizational vision and strategy.

## Targeted Competencies:

By the end of this Essentials of Leadership and Management training, the participant's competencies will:

- Strategic decision-making.
- Effective communication skills.
- Team leadership and motivation.
- Conflict resolution and problem-solving.
- Performance management.
- Change management and adaptability.
- Emotional intelligence and self-awareness.
- Time management and prioritization.
- Delegation and empowerment.
- Vision setting and goal alignment.

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## Course Content:

### Unit 1: Foundations of Leadership and Management:

- Define leadership and management roles in modern organizations.
- Explore the differences and similarities between leadership and management.
- Understand the essential qualities of successful leaders and managers.
- Examine leadership theories and their practical applications.
- Develop a personal leadership style assessment.

### Unit 2: Strategic Decision-Making and Problem-Solving:

- Learn structured approaches to effective decision-making.
- Practice problem-solving techniques for complex challenges.
- Understand risk assessment and mitigation strategies.
- Use tools for prioritizing and evaluating options.
- Apply decision-making in case study scenarios.

### Unit 3: Building and Leading High-Performing Teams:

- Explore strategies for team formation and development.
- Understand the stages of team dynamics and performance.
- Learn techniques to motivate and engage team members.
- Foster collaboration and effective communication within teams.
- Address and resolve conflicts to maintain team harmony.

### Unit 4: Communication and Emotional Intelligence in Leadership:

- Enhance verbal and non-verbal communication skills.
- Master active listening techniques for better understanding.
- Cultivate emotional intelligence for relationship management.
- Practice delivering constructive feedback effectively.
- Build trust and rapport with diverse stakeholders.

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## Unit 5: Change Management and Organizational Success:

- Understand the fundamentals of managing organizational change.
- Learn to identify resistance to change and address concerns.
- Develop strategies for leading teams through transitions.
- Align change initiatives with organizational goals.
- Create action plans for sustainable change implementation.