MERCURY

The Best Strategies for General Managers

26 – 30 July 2027
Nairobi (Kenya)



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

MERCURY

The Best Strategies for General Managers

Ref: 121302_1072356 **Date:** 26 – 30 July 2027 **Location:** Nairobi (Kenya) **Fees:** 5300 Euro

Introduction to the Best Strategies for General Managers Training Course

The Training Course: The Best Strategies for General Managers provides a comprehensive framework designed to enhance strategic thinking, organizational leadership, and long-term decision-making. It supports general managers in navigating complex business environments and implementing effective executive strategies. The program emphasizes structured analysis, adaptable leadership, and sustainable performance management. Participants will explore advanced managerial models that support organizational growth and operational excellence. The course prepares leaders to address dynamic challenges while optimizing team and corporate performance. It is for those aiming to expand their strategic influence and managerial capabilities.

Targeted Groups

This Training Course: The Best Strategies for General Managers targets professionals seeking specialized knowledge and skills:

- General managers are seeking improved executive strategies.
- Department heads aiming to refine strategic leadership.
- Operations managers are interested in structured decision-making.
- Business unit directors focused on performance enhancement.
- Aspiring senior managers preparing for advanced roles.
- Strategy officers seeking broader managerial insight.
- Team leaders transitioning into higher management levels.

Course Objectives

Participants will achieve the following objectives by the completion of the Training Course: The Best Strategies for General Managers:

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

- Understand modern strategic management approaches.
- Apply structured analytical methods to executive decision-making.
- Strengthen long-term planning and organizational alignment.
- Improve leadership effectiveness and executive communication.
- Implement practical tools for managing high-performance teams.
- Identify operational gaps and develop strategic solutions.
- Reinforce organizational resilience and adaptability.
- Enhance stakeholder management and cross-departmental coordination.
- Evaluate key performance indicators to support strategic decisions.
- Build confidence in managing complex managerial responsibilities.

Targeted Competencies

Participants will gain the following competencies during the program:

- Strategic thinking and analytical reasoning.
- Leadership development and managerial judgment.
- Organizational planning and priority management.
- Decision-making competence in complex environments.
- Executive communication and influence skills.
- Performance assessment and gap identification.
- Problem-solving and scenario evaluation.
- Adaptability in rapid organizational change.

Studying Scenarios

In this training, participants will develop their skills through the analysis of the following scenarios:

- Managing organizational restructuring under pressure.
- Solving cross-departmental conflicts through strategic alignment.
- Redesigning processes to enhance operational efficiency.
- Addressing leadership challenges in fast-growing companies.
- Responding to unexpected market shifts with new strategies.
- Managing team performance in high-stress environments.
- Implementing long-term plans amid shifting priorities.

Course Content

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

MERCURY

Unit 1: Foundations of Strategic Management for General Managers

- Understanding the core responsibilities of general managers.
- Exploring strategic planning frameworks for executive roles.
- Identifying the connection between corporate vision and daily operations.
- Evaluating internal and external business environments.
- Applying strategic thinking to organizational challenges.
- Leveraging competitive intelligence to support decision-making.
- Integrating long-term goals with operational priorities.
- Building managerial systems that support sustainable growth.

Unit 2: Leadership Excellence and Effective Management Strategies

- Assessing leadership styles suitable for modern organizations.
- Strengthening executive communication with teams and stakeholders.
- Enhancing managerial influence through persuasive techniques.
- Cultivating a culture of accountability and high performance.
- Leading through change and organizational transformation.
- Managing resistance and promoting collaborative engagement.
- Developing talent pipelines for future leadership roles.
- Encouraging innovation and continuous improvement in teams.

Unit 3: Operational Optimization and Performance Enhancement

- Implementing structured operational improvement strategies.
- Analyzing workflow inefficiencies and performance gaps.
- Setting measurable indicators for organizational success.
- Improving resource allocation for better productivity.
- Strengthening quality control and risk mitigation systems.
- Monitoring progress using performance dashboards.
- Adapting organizational processes to evolving environments.
- Ensuring operational consistency across departments.

Unit 4: Decision-Making, Problem-Solving, and Executive Judgment

- Evaluating data-driven decision models for managers.
- Applying systematic problem-solving methods.
- Conducting cost-benefit analyses for strategic decisions.
- Prioritizing issues using structured analytical tools.
- Managing uncertainty and high-risk decisions.
- Enhancing clarity in complex managerial situations.
- Using scenario analysis for strategic forecasting.
- Strengthening judgment through reflective evaluation.

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

Unit 5: Strategic Innovation, Growth Planning, and Organizational Sustainability

- Exploring innovation as a driver of long-term growth.
- Identifying market opportunities using strategic analysis.
- Building corporate sustainability through resilient planning.
- Designing growth strategies for competitive advantage.
- Guiding digital transformation initiatives.
- Improving stakeholder relations to support strategic goals.
- Monitoring long-term organizational performance trends.
- Ensuring alignment between strategy and operational execution.

Final Insights & Key Takeaways

This course equips general managers with the strategic frameworks and leadership tools needed to excel in complex organizational environments. Participants will emerge with enhanced clarity, stronger decision-making abilities, and a deeper understanding of what drives sustainable managerial success.