MERCURY

# Professional Skills in Leadership Excellence Program

8 – 12 August 2027
Doha (Qatar)



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Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

# Professional Skills in Leadership Excellence Program

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## Introduction

The Professional Skills in Leadership Excellence program equips professionals with advanced leadership capabilities required to navigate complex organizational environments. This course focuses on developing strategic thinking, decision-making, and high-impact communication skills that drive sustainable business success. Participants will explore modern leadership practices aligned with evolving corporate demands and global trends. The course emphasizes integrating professional skills with leadership excellence to enhance performance, influence, and team effectiveness. Through structured theoretical learning, participants will gain a deep understanding of leadership frameworks and behavioral competencies. It prepares leaders to foster innovation, manage change, and achieve organizational goals with confidence and precision.

## Targeted Groups

This Professional Skills in Leadership Excellence training targets professionals seeking knowledge and skills:

- Senior managers aiming to strengthen leadership effectiveness.
- Team leaders are responsible for driving performance.
- Executives seeking strategic leadership development.
- HR professionals manage leadership development programs.
- Project managers leading cross-functional teams.
- Entrepreneurs building high-performing organizations.
- Professionals preparing for leadership roles.

## Course Objectives

Participants will achieve the following objectives by completing the Professional Skills in Leadership Excellence Program course:

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- Understand core principles of leadership excellence.
- Develop strategic thinking and planning skills.
- Enhance decision-making capabilities in complex environments.
- Strengthen communication and influencing techniques.
- Build high-performing and motivated teams.
- Apply problem-solving frameworks effectively.
- Improve emotional intelligence in leadership contexts.
- Manage organizational change successfully.
- Foster innovation and continuous improvement.
- Align leadership actions with business strategy.
- Analyze leadership styles and their impact.
- Improve conflict resolution and negotiation skills.
- Enhance time management and productivity.
- Lead with accountability and ethical responsibility.

## Targeted Competencies

Participants will gain the following competencies during the Professional Skills in Leadership Excellence program:

- Strategic leadership and vision development.
- Advanced communication and interpersonal skills.
- Critical thinking and analytical problem-solving.
- Emotional intelligence and self-awareness.
- Team leadership and performance management.
- Decision-making under uncertainty.
- Conflict management and negotiation.
- Change leadership and adaptability.
- Time management and productivity optimization.
- Innovation and creative thinking skills.

## Studying Scenarios

In this Professional Skills in Leadership Excellence training, participants develop skills through the following scenarios:

- Leading organizational transformation initiatives.
- Managing team conflicts in high-pressure environments.
- Making strategic decisions with limited data.
- Communicating vision to diverse stakeholders.
- Improving team performance and engagement.
- Handling leadership challenges in dynamic markets.

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# Course Content

## Unit 1: Foundations of Leadership Excellence

- Define leadership excellence in modern organizations.
- Understand leadership vs management differences.
- Explore key leadership theories and models.
- Identify characteristics of successful leaders.
- Analyze leadership styles and their applications.
- Evaluate leadership effectiveness in business contexts.
- Understand the role of ethics in leadership.
- Recognize the impact of leadership on organizational culture.

## Unit 2: Strategic Thinking and Decision-Making

- Understand strategic leadership concepts.
- Develop long-term vision and mission alignment.
- Analyze internal and external business environments.
- Apply structured decision-making frameworks.
- Evaluate risks and opportunities in decision processes.
- Improve critical thinking for business challenges.
- Integrate data-driven decision-making approaches.
- Align decisions with organizational objectives.

## Unit 3: Communication and Influencing Skills

- Understand the importance of leadership communication.
- Develop effective verbal communication skills.
- Enhance active listening techniques.
- Apply persuasive communication strategies.
- Build trust and credibility with stakeholders.
- Manage difficult conversations professionally.
- Improve presentation and public speaking skills.
- Strengthen cross-cultural communication abilities.

## Unit 4: Team Leadership and Performance Management

- Understand team dynamics and behavior.
- Build high-performing and collaborative teams.
- Set clear goals and performance expectations.
- Motivate employees using leadership techniques.
- Provide constructive feedback and coaching.
- Manage performance and accountability systems.
- Resolve team conflicts effectively.
- Foster a culture of continuous improvement.

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## Unit 5: Change Management and Innovation Leadership

- Understand change management principles.
- Lead organizational transformation initiatives.
- Identify resistance to change and manage it.
- Develop adaptability in leadership roles.
- Encourage innovation and creative thinking.
- Implement continuous improvement strategies.
- Align change initiatives with business goals.
- Evaluate the success of change efforts.

## Final Insights & Key Takeaways

Leadership excellence requires a balance between strategic vision, professional skills, and effective execution in dynamic environments. Mastering these competencies enables professionals to lead with confidence, drive performance, and create sustainable organizational success.