MERCURY

Executive Leadership Training for Senior Managers

29 March – 2 April 2027
Madrid (Spain)



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

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Ref: 121443_1080213 **Date:** 29 March – 2 April 2027 **Location:** Madrid (Spain) **Fees:** 5600 Euro

Introduction

The Executive Leadership Training for Senior Managers course elevates leadership acumen and strategic decision-making among senior organizational leaders. It focuses on essential concepts in executive leadership, adaptive management, and advanced organizational performance. Participants will explore frameworks for leading high-impact teams, driving change, and fostering innovative cultures. This program emphasizes practical application through real-world insights, case studies, and reflective leadership practice. Senior managers will deepen their ability to lead with confidence in complex and dynamic environments. It equips leaders with the mindset and skills to shape strategic direction and deliver transformative results.

Targeted Groups

This Executive Leadership Training for Senior Managers targets professionals seeking knowledge and skills:

- Senior executives aiming to strengthen strategic leadership capabilities.
- Department heads are responsible for the success of high-performance teams.
- Emerging C-suite leaders preparing for broader organizational impact.
- Senior managers are leading major operational change.
- Professionals transitioning into executive leadership roles.

Course Objectives

Participants will achieve the following objectives by completing the Executive Leadership Training for Senior Managers course:

- Strengthen strategic thinking, complex problem-solving, and executive decision-making skills.
- Enhance the ability to articulate vision and lead organizational culture transformation.
- Improve confidence in influencing stakeholders and facilitating cross-functional collaboration.
- Master adaptive leadership techniques for navigating ambiguity and disruption.
- Expand capabilities in coaching high-performing teams and developing leader potential.
- Translate leadership theory into actionable frameworks for everyday managerial challenges.
- Integrate inclusive leadership practices to promote accountability and innovation.
- Apply strategic planning tools to align organizational goals with long-term success.
- Build resilience and emotional intelligence for sustained leader effectiveness.
- Develop personal leadership branding that supports organizational credibility.

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Targeted Competencies

Participants will gain the following competencies during the Executive Leadership Training for Senior Managers program:

- Strategic leadership and systems thinking for enterprise-wide decision making.
- Executive communication skills for persuasive dialogue with internal and external stakeholders.
- Change leadership proficiency to design, implement, and sustain transformation initiatives.
- Advanced problem solving with structured frameworks for complex business challenges.
- Emotional intelligence to manage stress, influence behavior, and lead diverse teams.
- Conflict resolution and negotiation tactics to foster high-trust environments.
- Adaptive leadership competencies for responding to uncertainty and disruption.
- Performance management skills to measure outcomes and drive accountability.
- Innovative leadership methods that cultivate creative solutions and organizational agility.
- Ethical judgment and governance awareness for responsible executive conduct.

Studying Scenarios

In this Executive Leadership Training for Senior Managers training, participants develop skills through the following scenarios:

- Analyzing challenges faced by a senior leader in managing cross-department alignment.
- Leading a simulated strategic pivot response to organizational disruption.
- Resolving executive-level conflict between operational and strategic priorities.
- Coaching a high-potential manager to improve performance under pressure.
- Designing a decision model to address a multi-stakeholder enterprise issue.
- Developing a leadership action plan for fostering innovation at scale.

Course Content

Unit 1: Foundations of Executive Leadership

- Understanding executive leadership roles and responsibilities in modern organizations.
- Defining leadership vision, mission, and strategic alignment to organizational goals.
- Organizational culture assessment and influence for senior managers.
- Competencies in ethical leadership and corporate governance awareness.
- Systems thinking for cross-functional decision making and enterprise growth.
- Differentiating management functions from executive leadership impact.
- Leadership identity and personal brand development for senior executives.

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Unit 2: Strategic Thinking and Decision Making

- Developing strategic thinking frameworks for long-term success.
- Scenario planning and forecasting methods for executive decisions.
- Data-informed decision making and business intelligence integration.
- Prioritization models for resource allocation and performance optimization.
- Balancing short-term operational needs with long-term strategies.
- Risk assessment and mitigation planning at the organizational level.
- Aligning decisions with ethical, legal, and cultural expectations.

Unit 3: Leading High-Impact Teams and Culture

- Designing high-performance teams and fostering psychological safety.
- Adaptive leadership to support change readiness and employee engagement.
- Leading through influence and empowerment instead of authority.
- Communication strategies for transparent and motivational leadership.
- Conflict resolution skills for executive-level team dynamics.
- Performance management systems that drive accountability and results.
- Cultivating an innovation culture across functions and teams.

Unit 4: Executive Communication and Stakeholder Influence

- Advanced executive communication techniques for clarity and impact.
- Crafting compelling narratives that align stakeholders with strategic goals.
- Public speaking and presentation skills for executive visibility.
- Negotiation and influence strategies with key stakeholders.
- Managing sensitive communication during organizational change.
- Board-level reporting and stakeholder engagement best practices.
- Media relations and external leadership representation.

Unit 5: Leading Change and Innovation at Scale

- Principles of change management and organizational transformation.
- Building a roadmap for innovation adoption and sustainable growth.
- Overcoming resistance and aligning stakeholders with evolving priorities.
- Metrics and KPIs to evaluate the transformation's success.
- Integrating innovation into strategic planning and daily operations.
- Collaborating with diverse teams to drive cross-functional initiatives.
- Future leadership trends and lifelong learning for executive sustainability.

Final Insights & Key Takeaways

Graduates of the Executive Leadership Training for Senior Managers program will leave with a strategic mindset, actionable leadership frameworks, and the confidence to lead complex organizations. They will drive transformation and influence performance at the highest levels of leadership.