



PROJACS ACADEMY
by @egis



Leadership Strategy and Managing Conflict

القيادة والإدارة الاستراتيجية وحل وإدارة الخلافات

17 - 21 July 2023

Istanbul / Turkey

Introduction

This course starts with teams, studying their dynamics, their pervasiveness, and the synergies they bring to the working environment. Human interaction in teams, as an example, is a typical source of conflict. The course then progresses into understanding conflict, its sources, and the cost involved.

It introduces practical exercises where the participants will be trained on generic conflict resolutions strategies and tactics on two dimensions – individual and group. It then moves from the reactive mode to a proactive mode by studying and practicing strategies for conflict prevention. This is used as a basis to create an environment of healthy conflict among individuals, in team, and cascading up to the whole organization. Building a positive and thriving Organizational Culture is the ultimate goal of this course.

Objectives

The objectives of this course are:

- Managing Teams
- Develop an understanding of the dynamics and workings of teams
- Develop an awareness of conflicts
- Learn strategies for conflict resolution, and conflict avoidance
- Achieve demonstrable progress in their competence

Who Should Attend?

- Senior Managers
- Senior Project Managers
- Senior Operations Managers
- Strategic Planning Officers
- Senior Trainers

Course Outline

Day One

Introductions

Outline plan for the Course duration

Teams

- Forms
- Objectives
- Styles
- Effectiveness and Synergy

Group Dynamics

- Understanding the Stages of Team Formation
- Accelerating Group Formation

Team Building Strategies

- Team Charters
- Team Roles and Organizational Hierarchy
- Building and Sustaining Trust among Team Members

Team Decision-making Styles

Self-perceived Leader Behaviour

Day Two

Leadership and Management Definitions

Management and Leadership Styles

Leadership Traits

- Trust
- Assertiveness
- Ambition and Drive to Achieve
- Knowledge
- Air of Authority
- Creativity and problem solving
- Interpersonal skills
- Communication skills
- Influencing and motivating
- Charisma

Are Leaders Born or Made?

- Are Leaders Born or Made?
- If they are “Made”, what does it take to become a Leader?
- Emotional Intelligence

Why Leadership Matters?

- The Individual Dimension

- The Group Dimension
- Behavioural Change

Day Three

Conflict

- Definitions
- History

Sources of Conflict

- Resources and Ownership
- Knowledge and Ignorance
- Self-Confidence and Insecurity
- Misinterpreted Communication
- Culture, Ethnic, etc.
- Core Values

Cost of Conflict

- Direct Cost
- Indirect and Consequential Cost

Types of Conflict

- Individual vs. Group Conflict
- Personal vs. Professional Conflict

Practical Exercises

Day Four

Personal and individual conflict styles

Modes of Behaviour

- Life Styles Inventory™ (LSI)
- Passive, Aggressive, and Constructive Styles
- The Status Quo and the Desired State

Influencing Behaviour

- Roles Models
- Leaders and Followers
- Social Norms

Emotional Intelligence

Practical Exercises

Day Five

Generic Strategies for Conflict Resolution

- Resolving Interpersonal Conflict among Subordinates
- Handling Conflict with Peers
- Mediating Internal Company Conflicts
- Using Listening, Expression and Emotions Skills to Transform Conflict

Analyzing more Complex Conflicts in Order to Develop Better Solutions

- Multi-Dimensional Conflicts

Mediation in a Conflict

- The Nature of the Conflict
- The Role of the Mediator
- Handling Unexpected Situations
- Managing Expectations

Negotiation Skills

- The Lay of the Land
- Initial Positions and Desired Positions
- The Strategy, and Plan
- A Win-Win Outcome
- Sustaining the Outcome

Wrap up

- Best Practices
- What Works and What Doesn't

Training Method

- Pre-assessment
- Live group instruction
- Use of real-world examples, case studies and exercises
- Interactive participation and discussion
- Power point presentation, LCD and flip chart
- Group activities and tests
- Each participant receives a 7" Tablet containing a copy of the presentation, slides and handouts
- Post-assessment

Program Support

This program is supported by interactive discussions, role-play, case studies and highlight the techniques available to the participants.

Schedule

The course agenda will be as follows:

- | | |
|---------------------|------------------|
| • Technical Session | 08.30-10.00 am |
| • Coffee Break | 10.00-10.15 am |
| • Technical Session | 10.15-12.15 noon |
| • Coffee Break | 12.15-12.45 pm |
| • Technical Session | 12.45-02.30 pm |
| • Course Ends | 02.30 pm |

Course Fees*

- **3,200 USD**
**VAT is Excluded If Applicable*

المقدمة

يبدأ هذا البرنامج مع فرق العمل، ودراسة ديناميكيتها، انتشارها، والتأزر في بيئة العمل. التفاعل البشري في الفرق، على سبيل المثال، هي مصدر نموذجي للصراع هذه الدورة تقدم فهم الصراع، مصادره، والتكلفة التي ينطوي عليها.

ويقدم البرنامج تمارين عملية حيث سيتم تدريب المشاركين على الاستراتيجيات والتكتيكات على إيجاد قرارات حل الصراع - الفردية والجماعية. بعد ذلك ينتقل من وضع إلى وضع رد الفعل الاستباقي من خلال دراسة وممارسة استراتيجيات لمنع نشوب الصراعات. يتم استخدام هذه كأساس لخلق بيئة صحية للصراع بين الأفراد، في الفريق، ويصل إلى المنظمة بأكملها. بناء الثقافة التنظيمية الإيجابية والمزدهرة هو الهدف النهائي من هذه الدورة.

الأهداف

أهداف هذه الدورة هي:

- تطوير فهم ديناميكيات وعمل الفرق
- تطوير الوعي بالصراعات
- تعلم استراتيجيات حل النزاع، وتجنب الصراع
- تحقيق تقدم واضح في الكفاءات

الحضور

- الإدارة العليا والوسطى
- كبار مدراء المشاريع
- كبار مدراء العمليات
- مدراء التخطيط الاستراتيجي
- كبار المدربين