

# MCE / WEEKS

(Morning Edition)  
**London**

**5** Days 

**2** Topics 

**1** City 



# Managing People & Strategic Planning (Morning Edition)

## Module 1: Successfully Managing People (3 days)

Get the key skills to motivate teams, grow your emotional intelligence, delegate & manage conflict professionally

### Key Competences

- Motivation, delegation and giving feedback
- Managing conflicts
- People management skills
- Emotional intelligence
- Ethical leadership

### Learn, Practice and Use

- Motivate every member of your team—even if they are very different
- Adjust your management and personal style to the needs of different situations
- Resolve conflict more effectively in a wide variety of situations
- Get more done by using the best delegation techniques for each situation
- Turn difficult people and poor performers into team players
- Win the cooperation and trust from people in your organization
- Increase your confidence, management skills, and personal and professional satisfaction in your job by managing people successfully
- Use positive and corrective feedback to turn problem employees around and maximize productivity

## Module 2: Essentials of Strategic Planning (2 days)

Get the key skills you need to become a great strategic planner and make the right decisions for your company

### Key Competences

- Strategic planning skills
- Making strategic decisions
- Managing stakeholders
- Market segmentation skills
- Linking actions to strategy
- 7 strategic planning models

### Learn, Practice and Use

- Understand what strategy and strategic planning mean to an organization
- Learn key concepts and the language used by those involved in strategic planning
- Discover various approaches companies use to develop strategy
- Find out how strategy moves from concept through implementation to realization
- Recognize techniques companies use to assess their current and future environments
- Identify specific ways you can contribute to your organization's strategic success
- Link your specific role to the organizational strategy
- Determine key stakeholders in your company
- Learn and practice the 5 stages of a classic strategic planning framework
- Review the key stages of the strategic planning process

## Practical Information

 London

5 - 9 AUG 2024

€3,995

 [mce.eu/weeks](https://mce.eu/weeks) for dates, locations and full programme outline

# Managing People & Conflicts (Morning Edition)

## Module 1: Successfully Managing People (3 days)

Get the key skills to motivate teams, grow your emotional intelligence, delegate & manage conflict professionally

### Key Competences

- Motivation, delegation and giving feedback
- Managing conflicts
- People management skills
- Emotional intelligence
- Ethical leadership

### Learn, Practice and Use

- Motivate every member of your team—even if they are very different
- Adjust your management and personal style to the needs of different situations
- Resolve conflict more effectively in a wide variety of situations
- Get more done by using the best delegation techniques for each situation
- Turn difficult people and poor performers into team players
- Win the cooperation and trust from people in your organization
- Increase your confidence, management skills, and personal and professional satisfaction in your job by managing people successfully
- Use positive and corrective feedback to turn problem employees around and maximize productivity

## Module 2: Essentials of Conflict Management (2 days)

Develop the key skills you need to manage conflict and keep your team focused on the real results

### Key Competences

- Conflict management
- Gaining trust and support
- Understanding real interests
- Listening for feelings
- Turning disagreements into positive business discussions

### Learn, Practice and Use

- Recognize the underlying causes of conflict in business
- See the difference between disagreement and conflict
- Map conflict using a five-step approach
- Identify ways to develop flexible responses to personal and professional conflicts
- Turn disagreements into positive discussions by applying the "Model to Disagree"
- Know how trust is lost and regained during disputes
- Understand why relationship conflict and content conflict should be handled differently
- Identify your own feelings and actions when faced with conflict
- Share your knowledge and challenges with your peers and MCE's highly experienced faculty

## Practical Information

 **London**

**9 - 13 DEC 2024**

**€3,495**

 [mce.eu/weeks](https://mce.eu/weeks) for dates, locations and full programme outline



Visit  
mce.eu



## Learn

the key business skills and knowledge you need for your management role today and tomorrow



## Practice

the skills you learn and get feedback, recommendations and coaching



## Use

what you learn and practise as soon as you get back to your office

For more information please contact:



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