

Leadership Development Program for the Steel Industry

Duration: 03 Days

Course Overview

This intensive **3-day Leadership Development Program** is designed for professionals in Iran's steel industry seeking to enhance their **leadership capabilities, B2B management skills, and sustainable business practices**. The program offers a deep dive into **strategic leadership, negotiations, sustainability, and digital transformation**, equipping participants with practical tools to **thrive in a competitive steel market**.

Through **expert-led discussions, interactive case studies, and hands-on exercises**, participants will gain actionable insights to **drive growth, innovation, and responsible steel production**.

Course Objectives

By the end of this program, participants will:

- ✓ Develop **leadership skills** for navigating the challenges of Iran's steel market.
- ✓ Strengthen **B2B negotiation techniques** for strategic business partnerships.
- ✓ Integrate **responsible steel practices and sustainability** into operations.
- ✓ Understand and implement **digital transformation trends** in steel trading.
- ✓ Enhance **decision-making and problem-solving abilities** in the steel sector.

Target Audience

This program is ideal for:

- **Business Leaders & Executives** in the steel industry.
- **Supply Chain & Procurement Managers** handling steel transactions.
- **Sales & Marketing Professionals** in the steel sector.
- **Sustainability Officers & ESG Professionals** focused on responsible steel.
- **Government & Policy Experts** shaping Iran's steel industry regulations.

Training Agenda

Day 1: Strategic Leadership & B2B Management in the Steel Industry

Morning Session:

- Fundamentals of **B2B management** in steel trading.
- The role of **leadership in B2B relationships**.

- **Challenges & opportunities** in Iran's steel industry.

Afternoon Session:

- **Stakeholder mapping** and relationship management in B2B steel transactions.
 - **Decision-making frameworks** for complex business environments.
 - **Case study:** Successful B2B strategies in the global steel industry.
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Day 2: Responsible Steel & Advanced B2B Negotiation

Morning Session:

- **Introduction to responsible steel principles** and ESG compliance.
- **Sustainability challenges in Iran's steel industry.**
- The role of the **circular economy in steel production.**

Afternoon Session:

- **High-impact negotiation techniques** for B2B contracts.
 - **Managing long-term partnerships** and risk in steel trading.
 - **Case study:** Best negotiation practices in the global steel industry.
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Day 3: Digital Transformation & Future Trends in the Steel Industry

Morning Session:

- **Digital transformation** in steel trading (AI, IoT, blockchain).
- **Smart manufacturing & automation** in the steel industry.
- **Emerging market trends** shaping the future of steel in Iran.

Afternoon Session:

- **Leadership challenges** in a rapidly evolving industry.
 - **Personal leadership growth plan** & professional development.
 - **Roundtable discussion & closing remarks.**
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Course Outcomes

Upon completion, participants will be able to:

1. Leadership & B2B Mastery

- ✓ Apply **strategic leadership** in B2B steel transactions.
- ✓ Strengthen **decision-making skills** in high-pressure business scenarios.
- ✓ Foster strong **stakeholder and client relationships**.

2. Responsible Steel & Sustainability

- ✓ Implement **ESG best practices** for sustainable steel production.
- ✓ Optimize steel production through **circular economy principles**.
- ✓ Reduce the **carbon footprint** of steel operations.

3. Digital Transformation & Market Trends

- ✓ Leverage **technology (AI, blockchain, IoT)** in steel supply chains.
- ✓ Adapt to **market shifts, digital platforms, and smart manufacturing**.
- ✓ Develop strategies to **navigate future challenges in Iran's steel industry**.

This **3-day program** ensures a **focused, high-impact learning experience**, equipping steel industry professionals with the **leadership, negotiation, and digital skills** needed to **drive sustainable business growth**.