KOENIG
step forward

KOENIG SOLUTIONS · COURSE OUTLINE

Executive Skills: Negotiation & Change Leadership

Learn to lead with executive presence, negotiate high-stakes deals and drive organisational change with confidence.

6 Days
24 HOURS

43
TOPICS

COURSE OVERVIEW

This course covers building executive presence and vision, along with decision-making approaches for uncertain situations. It examines persuasive communication, negotiation tactics and difficult conversations for senior leadership contexts. It addresses driving accountability, coaching talent and building high-performance team cultures, then moves into emotional intelligence, power dynamics and psychological safety. It concludes with leading organisational change, crisis leadership, and executive decision-making, influence strategies and leadership legacy.

WHO THIS COURSE IS FOR

Senior Executives | **Business Leaders** | **Team Leaders** | **Change Managers** | **Department Heads**

LEARNING OBJECTIVES

- Apply techniques for leading with vision and executive presence
- Evaluate decision-making approaches under uncertainty and risk
- Apply negotiation tactics and persuasive communication for senior audiences
- Handle difficult conversations and craft compelling leadership messages
- Drive accountability and coach senior talent within teams
- Assess power dynamics, organisational politics and psychological safety
- Plan organisational change initiatives and address resistance
- Evaluate cognitive biases and influence strategies in decision-making

TRAINING APPROACH

Case Studies & Real-World Examples; Role-Play & High-Pressure Scenarios; Workshops & Group Discussions; Assessments & Personal Leadership Reflections.

COURSE SYLLABUS

43 Topics

DAY 1 Strategic Leadership & Executive Presence

Developing a powerful leadership identity and presence.

TOPICS

- Leading with Vision and Influence
- The Psychology of Executive Presence
- Decision-Making Under Uncertainty
- Balancing Risk-Taking and Caution
- **Case Study:** How Satya Nadella transformed Microsoft's leadership culture
- **Assessment:** Executive Presence Self-Assessment
- **Group Discussion:** Personal leadership analysis

DAY 2 Mastering High-Stakes Communication

Communication tactics for senior leadership success.

TOPICS

- Persuasive Communication for Senior Leaders
- Negotiation Tactics for Influence and Impact
- Handling Difficult Conversations with Executives
- Advanced Storytelling for Business Influence
- **Case Study:** Steve Jobs' iconic product launch speeches
- **Role-Play Activity:** Negotiating a multi-million-dollar deal under pressure
- **Workshop:** Crafting compelling leadership messages

DAY 3 Leading High-Performance Teams

Driving accountability and building a culture of excellence.

TOPICS

- Driving Accountability at Senior Levels
- Coaching and Mentoring Senior Talent
- Managing Conflicting Priorities and Cross-Functional Teams
- Creating a Culture of Ownership and Innovation
- **Case Study:** Netflix's radical transparency and accountability culture
- **Assessment:** Leadership Coaching Feedback Evaluation
- **Roundtable Discussion:** Overcoming team leadership challenges

DAY 4 Advanced Emotional Intelligence & Adaptability

Strengthening emotional intelligence and handling power dynamics.

TOPICS

- Self-Regulation and Resilience in Leadership
- Managing Power Dynamics in Senior Teams
- Navigating Organizational Politics with Integrity
- Building Psychological Safety at the Top
- **Case Study:** How Jacinda Ardern used emotional intelligence during crises
- **Workshop:** Emotional Intelligence in Leadership Quiz & Reflection Exercise

DAY 5 Change Management & Business Agility

Leading change and responding to crises effectively.

TOPICS

- **Leading Organizational Change:** Models & Case Studies
- Overcoming Resistance to Change at the Executive Level
- **Crisis Leadership:** Decision-Making Under Pressure
- Future-Proofing Strategies for Business Growth
- **Case Study:** IBM's transition from hardware to a services company
- **Role-Play Activity:** Leading a company-wide transformation initiative
- **Workshop:** Change Readiness Diagnostic

DAY 6 Executive Decision-Making, Influence & Leadership Legacy

Strategic thinking, ethical leadership, and long-term impact.

TOPICS

- Systems Thinking for Leaders
- Cognitive Biases and Decision-Making Pitfalls
- Data-Driven vs. Intuitive Decision-Making
- Understanding and Leveraging Power Structures
- Influence Strategies for Senior Leaders
- Building a Leadership Brand and Lasting Legacy
- **Case Study:** Warren Buffett's long-term leadership and legacy-building
- **Role-Play Activity:** Strategizing influence in a high-level stakeholder meeting
- **Assessment:** Leadership Legacy Roadmap

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

FLEXIBLE DELIVERY

Learn the Way That Suits You

Classroom Training | Live Online Classes (ILO) | Fly-Me-A-Trainer (FMAT) | Flexi (Self-Paced) | 1-on-1 Training

Ready to Get Started?

Talk to a learning advisor about schedules, group training and customised delivery.

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