

Course No. 1383

Advanced Management Skills Training Course

MANAGEMENT SKILLS
BUSINESS, MANAGEMENT & LEADERSHIP

DURATION

5 Days

LOCATION

Milan, Italy

DELIVERY

Classroom

DATES

21 – 25 Dec 2026



Scheduled Event Details

CITY	Milan, Italy
DATE	21 – 25 Dec 2026
DELIVERY TYPE	Classroom
COURSE FEE	€6,000

Course Overview

The Advanced Management Skills Training Course is a comprehensive professional development program designed to strengthen the managerial and leadership capabilities required to lead teams, manage resources, make informed decisions, and achieve sustainable organizational performance. As organizations become more complex and responsibilities increasingly cross departmental and functional boundaries, managers need advanced capabilities that extend beyond routine supervision and operational administration. They must be able to think strategically, manage performance, solve complex problems, lead change, and translate organizational priorities into measurable results.

The course focuses on advancing managerial effectiveness through practical approaches to strategic planning, decision-making, performance management, delegation, empowerment, team leadership, stakeholder management, and organizational change. Participants will develop a broader understanding of how managerial decisions influence operational performance, employee engagement, resource utilization, risk exposure, and the achievement of strategic objectives.

The program also addresses complex management challenges such as competing priorities, pressure for results, limited resources, resistance to change, inconsistent performance, organizational conflicts, and the need to make timely decisions under uncertainty. Participants will learn how to approach these situations systematically, evaluate their potential impact, balance competing interests, and implement solutions that support both immediate operational requirements and longer-term organizational priorities.

Designed for government entities, ministries, public sector organizations, banks, financial institutions, oil and gas organizations, and large corporations, the Advanced Management Skills Training Course supports managers who are expected to lead diverse teams, manage critical resources, execute organizational strategies, and operate within environments characterized by

accountability, governance, and continuous change.

Through case studies, practical exercises, management simulations, group discussions, and workplace applications, participants will strengthen their ability to apply advanced management practices directly to real organizational situations. The course emphasizes managerial maturity, decision quality, accountability, team performance, and the ability to lead change while maintaining operational effectiveness.

Objectives

- Analyze advanced managerial responsibilities and their relationship to organizational performance throughout the training program.
- Assess current managerial and leadership capabilities and identify priority areas for professional development.
- Develop advanced approaches to planning, prioritization, resource allocation, and operational execution.
- Apply structured decision-making and problem-solving methodologies to complex organizational situations.
- Design effective performance management mechanisms that strengthen accountability, productivity, and results.
- Improve delegation, empowerment, and employee development practices to strengthen team capability.
- Implement practical approaches for leading organizational change and addressing resistance effectively.
- Evaluate risks, alternatives, and organizational consequences before making significant managerial decisions.
- Strengthen stakeholder management and cross-functional collaboration to improve organizational coordination.
- Align managerial decisions, operational plans, and resource utilization with strategic objectives and governance requirements.
- Develop an integrated management action plan for applying advanced managerial capabilities within the workplace.

Who Should Attend

This course is designed for executives, senior managers, department heads, division managers, operations managers, project managers, branch managers, section heads, team leaders, senior supervisors, and experienced professionals with significant managerial or leadership responsibilities. It is particularly suitable for managers who need to strengthen their ability to manage complex situations, lead diverse teams, and make decisions with broader organizational consequences.

The program is also relevant for professionals working in human resources, strategic planning, operations, finance, procurement, risk management, quality, compliance, customer service, and project management, particularly those responsible for cross-functional coordination, performance improvement, organizational development, or major operational responsibilities.

The course provides additional value to executives and decision makers responsible for developing management capability, strengthening leadership pipelines, improving organizational performance, and preparing experienced managers for broader responsibilities. It is especially relevant for managers preparing to move into senior management and more strategic leadership positions.

Learning Outcomes

- Analyze complex managerial challenges and evaluate their potential impact on organizational performance.
- Apply advanced planning, prioritization, and resource management approaches to improve execution.
- Make informed managerial decisions in complex, uncertain, and high-pressure environments.
- Use structured problem-solving methods to identify root causes and develop practical solutions.
- Manage individual and team performance through clear expectations, accountability, and performance indicators.
- Delegate responsibilities and authority effectively while maintaining appropriate oversight and accountability.
- Lead high-performing teams by strengthening collaboration, trust, employee engagement, and shared ownership.
- Manage organizational change and respond effectively to resistance, uncertainty, and operational disruption.

- Evaluate risks, alternatives, and potential organizational consequences before implementing significant decisions.
- Strengthen stakeholder relationships and improve coordination across departments and functions.
- Connect managerial plans and decisions with organizational strategy and long-term priorities.
- Develop a practical management development plan that strengthens leadership capability and organizational impact.

Course Outline

DAY 01

Advanced Management and Strategic Leadership

- Understanding advanced management and its contribution to organizational success
- Moving from operational management toward strategic and leadership thinking
- Analyzing internal and external factors affecting managerial decisions
- Connecting managerial priorities with organizational strategic objectives

PRACTICAL APPLICATION OR DISCUSSION

Analyzing a complex management challenge and identifying strategic priorities and available options

DAY 02

Advanced Decision-Making and Problem-Solving

- Decision-making approaches for complex organizational environments
- Root cause analysis for operational and organizational problems
- Evaluating alternatives, risks, and potential consequences
- Managing bias, pressure, uncertainty, and incomplete information

PRACTICAL APPLICATION OR DISCUSSION

Simulating a complex managerial decision requiring structured analysis of alternatives and risks

DAY 03

Performance Management and High-Performance Teams

- Developing effective performance management practices and accountability mechanisms
- Establishing performance expectations aligned with organizational objectives
- Building high-performing teams through trust, collaboration, and shared accountability
- Delegation, empowerment, and employee capability development

PRACTICAL APPLICATION OR DISCUSSION

Designing an integrated performance management framework for improving team results

DAY 04

Change Management and Stakeholder Leadership

- Leading teams and organizations through change and transformation
- Understanding resistance to change and applying appropriate response strategies
- Managing stakeholders, competing interests, and organizational priorities
- Strengthening communication, influence, and cross-functional collaboration

PRACTICAL APPLICATION OR DISCUSSION

Case study on leading organizational change and managing key stakeholders

DAY 05

Management Excellence and Sustainable Performance

- Strengthening managerial maturity and readiness for broader leadership responsibilities
- Enhancing accountability, governance, decision quality, and execution discipline
- Measuring managerial effectiveness and supporting continuous improvement
- Developing leadership capability and preparing for future management responsibilities

FINAL WORKSHOP, ACTION PLAN, OR IMPLEMENTATION EXERCISE

Developing a practical advanced management implementation plan for improving individual, team, and organizational performance



Register or Request More Information

Course page: <https://quest-training.com/courses/advanced-management-skills-training-course>

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