

Course No. 1380

Middle Management Development Training Course

MANAGEMENT SKILLS
BUSINESS, MANAGEMENT & LEADERSHIP

DURATION

5 Days

LOCATION

Vienna, Austria

DELIVERY

Classroom

DATES

28 Sept – 2 Oct 2026



Scheduled Event Details

CITY	Vienna, Austria
DATE	28 Sept – 2 Oct 2026
DELIVERY TYPE	Classroom
COURSE FEE	€5,700

Course Overview

The Middle Management Development Training Course is a comprehensive professional development program designed to strengthen the managerial, leadership, and organizational capabilities of middle managers who play a critical role in translating strategic direction into operational results. Middle managers operate at a pivotal level within organizations, balancing executive expectations with employee needs while managing resources, performance, priorities, and day-to-day operations. Developing their capabilities is therefore essential to organizational effectiveness, leadership continuity, and sustainable performance.

The course provides a structured framework for developing the competencies required to succeed in modern middle management roles. Participants will strengthen their capabilities in planning, performance management, decision-making, problem-solving, delegation, communication, team leadership, change management, stakeholder coordination, and strategic execution. Particular attention is given to helping managers move beyond task supervision toward leading people, resources, and organizational outcomes.

The program also addresses practical challenges commonly faced by middle managers, including competing priorities, pressure to deliver results, communication gaps between management levels, resistance to change, performance differences, resource constraints, and cross-functional coordination. Participants will learn how to manage these challenges using practical management approaches that improve accountability, collaboration, decision quality, and operational effectiveness.

Designed for government entities, ministries, public sector organizations, banks, financial institutions, oil and gas organizations, and large corporations, the Middle Management Development Training Course supports organizations in strengthening their managerial talent and preparing experienced professionals for broader leadership responsibilities. It connects middle management development with strategic execution, workforce capability, performance improvement, succession

planning, and organizational resilience.

Through practical exercises, case studies, simulations, group discussions, and workplace applications, participants will develop management approaches that can be directly transferred to their organizations. The course emphasizes practical leadership behavior, measurable performance improvement, and the development of managers who can lead with greater confidence, accountability, and strategic awareness.

Objectives

- Analyze the strategic and operational role of middle management and its contribution to organizational performance during the training program.
- Assess current managerial capabilities and identify specific areas for professional and leadership development.
- Develop effective planning and prioritization practices that support operational efficiency and timely execution.
- Apply structured performance management techniques to improve employee and team results.
- Design practical delegation, accountability, and follow-up mechanisms that support effective responsibility allocation.
- Improve managerial decision-making and problem-solving capabilities in complex operational situations.
- Strengthen communication skills for managing relationships with senior leadership, employees, peers, and stakeholders.
- Implement practical approaches for leading organizational change and addressing resistance within teams.
- Evaluate team performance and identify capability gaps and development needs to strengthen workforce effectiveness.
- Align operational plans, managerial decisions, and team activities with broader organizational objectives.
- Develop a personal management development plan that supports greater leadership readiness and career progression.

Who Should Attend

This course is designed for middle managers, department managers, assistant managers, section heads, unit managers, supervisors, team leaders, project managers, operations managers, branch managers, and experienced professionals who have recently moved into managerial positions or are preparing to take on broader leadership responsibilities. It is particularly relevant for managers responsible for translating strategic priorities into operational plans, managing employees, allocating resources, and delivering measurable results.

The program is also highly suitable for professionals working in human resources, operations, finance, planning, procurement, customer service, quality, compliance, risk management, and project management who hold supervisory or managerial responsibilities. It is valuable for managers who regularly coordinate across departments and must balance organizational priorities with operational requirements.

The course is also relevant for executives and decision makers responsible for strengthening middle management capabilities, developing future leaders, improving strategy execution, enhancing accountability and productivity, and preparing managers to assume broader organizational responsibilities.

Learning Outcomes

- Explain the strategic, operational, and leadership responsibilities of middle managers within an organization.
- Translate organizational objectives into practical operational plans, priorities, and performance expectations.
- Manage competing priorities, resources, and responsibilities with greater structure and efficiency.
- Apply effective performance management practices to improve individual and team results.
- Delegate responsibilities and authority while maintaining appropriate accountability, oversight, and control.
- Make effective managerial decisions in complex, uncertain, and high-pressure situations.
- Analyze organizational and operational problems and develop appropriate practical solutions.
- Communicate effectively with senior leaders, employees, peers, and internal and external stakeholders.

- Lead teams through organizational change while maintaining engagement, productivity, and operational continuity.
- Develop employees through coaching, constructive feedback, and targeted capability development.
- Manage workplace conflicts and team challenges using structured and professional approaches.
- Create a personal and professional development plan that strengthens managerial capability and leadership readiness.

Course Outline

DAY 01

The Role of Middle Management and the Transition to Effective Leadership

- Understanding the strategic and operational role of middle management
- Balancing executive expectations with employee and operational requirements
- Core responsibilities of middle managers in planning, execution, coordination, and performance management
- Transitioning from task supervision to leading people and organizational results

PRACTICAL APPLICATION OR DISCUSSION

Analyzing common middle management challenges and establishing management priorities

DAY 02

Planning, Performance Management, and Results Achievement

- Translating organizational objectives into operational plans and measurable performance expectations
- Managing priorities, resources, workloads, and deadlines
- Managing employee and team performance to improve productivity
- Monitoring results and providing effective performance feedback

DAY 02 — CONTINUED

PRACTICAL APPLICATION OR DISCUSSION

Developing an operational plan and performance monitoring framework for a management team

DAY 03**Decision-Making, Problem-Solving, and Delegation**

- Structured approaches to effective managerial decision-making
- Analyzing organizational problems and identifying root causes
- Evaluating alternatives and managing decision-related risks
- Delegating responsibilities and building accountability within teams

PRACTICAL APPLICATION OR DISCUSSION

Simulating a complex managerial decision and allocating responsibilities across the team

DAY 04**Team Leadership, Communication, and Change Management**

- Building cohesive and high-performing management teams
- Effective managerial communication, influence, and professional persuasion
- Managing disagreements and workplace conflicts within teams and departments
- Leading organizational change and responding to employee resistance

PRACTICAL APPLICATION OR DISCUSSION

Case study involving a team facing organizational change and performance challenges

DAY 05**Middle Management Development and Future Leadership Capability**

- Developing managerial competencies and strengthening leadership capability
- Building strategic thinking among middle managers

DAY 05 — CONTINUED

- Managing stakeholder relationships and strengthening cross-functional collaboration
- Preparing middle managers for broader leadership and executive responsibilities

FINAL WORKSHOP, ACTION PLAN, OR IMPLEMENTATION EXERCISE

Developing a practical middle management development and leadership readiness plan for the participant and their team

Register or Request More Information

Course page: <https://quest-training.com/courses/middle-management-development-training-course>

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