



LEADERSHIP AND MANAGEMENT | LM-052

# Next Generation Executive Leadership: Strategy Execution, Finance and Real Estate Investment

## Contact

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## Address

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# Course content

## Why Attend

Experienced managers who are moving into senior roles are expected to do more than run a function well. They must set direction, turn strategy into results, judge investments with confidence and lead people through growth and change. Many reach this point with deep expertise in one area but limited exposure to strategy execution, corporate finance or real estate and investment decisions.

This executive programme brings these areas together in five practical days. Participants work on strategy execution frameworks, financial and investment analysis, real estate investment and portfolio decisions, and the personal leadership capabilities that next generation leaders need to earn the trust of boards, investors and teams.

## Course Methodology

- Short, focused executive briefings that introduce the key concepts and tools of each day
- Case studies from strategy, finance and real estate investment, analysed in small groups
- Practical exercises using participants' own organisational challenges and investment questions
- Group discussions and peer exchange between managers from different sectors and countries
- Individual reflection and a personal leadership and execution plan completed during the programme

## Course Objectives

- Translate organisational strategy into clear priorities, measurable objectives and an execution roadmap
- Use proven strategy execution tools to align teams, allocate resources and track performance
- Read and interpret financial statements and key ratios to support executive decisions
- Evaluate investment opportunities using cash flow, return and risk measures such as NPV, IRR and payback
- Assess real estate investment opportunities, valuation approaches and portfolio strategies
- Develop the leadership presence, influence and decision-making skills expected of senior leaders

# Course content

## | Target Audience

- Experienced managers preparing for senior leadership roles
- Emerging senior leaders, heads of department and high-potential managers in succession plans
- Business unit leaders responsible for strategy, growth and investment decisions
- Managers in real estate, development, investment, finance and family business organisations

# Course outline

## Detailed course outline

Day-by-day outline for Next Generation Executive Leadership: Strategy Execution, Finance and Real Estate Investment.

### Day 1 - Strategic Leadership for the Next Generation of Executives

- 09:00-09:39 | The shift from managing a function to leading the organisation
- 09:39-10:18 | What boards, investors and stakeholders expect from senior leaders
- 10:18-10:57 | Strategic thinking: reading the environment, trends and competitive position
- 10:57-11:00 | Setting direction: vision, strategic choices and value creation
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Setting direction: vision, strategic choices and value creation (continued)
- 12:05-12:43 | Leadership styles and executive presence in senior roles
- 12:43-14:00 | Case study: a new leader setting the strategic agenda

### Day 2 - From Strategy to Execution

- 09:00-09:39 | Why strategies fail in execution and how to prevent it
- 09:39-10:18 | Translating strategy into priorities, objectives and key results
- 10:18-10:57 | Strategy maps, balanced scorecards and performance dashboards
- 10:57-11:00 | Aligning structure, resources and teams with strategic priorities
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Aligning structure, resources and teams with strategic priorities (continued)
- 12:05-12:43 | Governance, review rhythm and accountability for execution
- 12:43-14:00 | Workshop: building an execution roadmap for your organisation

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### Day 3 - Finance and Investment Decisions for Senior Leaders

- 09:00-09:39 | Reading financial statements through an executive lens
- 09:39-10:18 | Key ratios for profitability, liquidity, efficiency and leverage
- 10:18-10:57 | Cash flow, working capital and funding decisions
- 10:57-11:00 | Capital budgeting: NPV, IRR, payback and the cost of capital
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Capital budgeting: NPV, IRR, payback and the cost of capital (continued)
- 12:05-12:43 | Risk, return and scenario analysis in investment decisions
- 12:43-14:00 | Exercise: evaluating and comparing investment proposals

### Day 4 - Real Estate Investment and Portfolio Strategy

- 09:00-09:39 | The real estate investment landscape: asset classes and market cycles
- 09:39-10:18 | Real estate valuation approaches: income, comparable sales and cost
- 10:18-10:57 | Development feasibility, yield and return analysis
- 10:57-11:00 | Financing structures, leverage and investment risk in real estate
- 11:00-11:30 | Coffee break
- 11:30-12:05 | Financing structures, leverage and investment risk in real estate (continued)
- 12:05-12:43 | Portfolio strategy, asset management and exit decisions
- 12:43-14:00 | Case study: assessing a real estate investment opportunity

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### **Day 5 - Leading Growth, Change and Your Personal Leadership Plan**

- 09:00-09:39 | Leading organisational change and transformation
- 09:39-10:18 | Influencing boards, investors and senior stakeholders
- 10:18-10:57 | High-stakes decision making and managing uncertainty
- 10:57-11:00 | Developing the next generation of leaders in your team
- 11:00-11:30 | Coffee break
- 11:30-12:44 | Developing the next generation of leaders in your team (continued)
- 12:44-13:22 | Integrating strategy, finance and investment into one leadership agenda
- 13:22-14:00 | Personal leadership and strategy execution plan: presentation and feedback

# Seminar dates

## Available seminar dates

Live dates and pricing for Next Generation Executive Leadership: Strategy Execution, Finance and Real Estate Investment generated from the course details page.

| Date                  | Location     | Format    | Fee    |
|-----------------------|--------------|-----------|--------|
| 16 - 20 November 2026 | Munich       | Classroom | €3,225 |
| 7 - 11 December 2026  | Barcelona    | Classroom | €2,815 |
| 11 - 15 January 2027  | Barcelona    | Classroom | €2,815 |
| 8 - 12 February 2027  | Rome         | Classroom | €3,460 |
| 8 - 12 March 2027     | Kuala lumpur | Classroom | €1,925 |
| 12 - 16 April 2027    | Barcelona    | Classroom | €2,815 |
| 10 - 14 May 2027      | London       | Classroom | €2,315 |
| 14 - 18 June 2027     | Munich       | Classroom | €3,225 |
| 12 - 16 July 2027     | Barcelona    | Classroom | €2,815 |
| 9 - 13 August 2027    | Barcelona    | Classroom | €2,815 |

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| 13 - 17 September 2027 | Rome          | Classroom     | €3,460 |
| 11 - 15 October 2027   | Kuala lumpur  | Classroom     | €1,925 |
| 8 - 12 November 2027   | Barcelona     | Classroom     | €2,815 |
| 13 - 17 December 2027  | London        | Classroom     | €2,315 |
| 16 - 20 November 2026  | Online / Live | Online / Live | €1,815 |
| 7 - 11 December 2026   | Online / Live | Online / Live | €1,815 |
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