GLOBAL HORIZON PLUS
TRAINING CENTER



# *Mini MBA Program for Utility Management*

*Milan (Italy) -*

*16-11-2026*

# Mini MBA Program for Utility Management

Course code: ML285 From: 16-11-2026 Venue: Milan (Italy) - Course Fees: 8400 £

## Introduction

In the rapidly evolving landscape of utility management, leaders are increasingly required to possess a broad array of interdisciplinary skills to drive efficiency, sustainability, and strategic growth. This Mini MBA program is meticulously designed to provide professionals in the utility sector with advanced insights into key areas critical to modern management. By blending foundational management principles with industry-specific applications, this program equips participants with expertise in leadership, negotiation, finance, AI and data science, strategy, asset management, and emotional intelligence. Over the course of 10 intensive days, participants will learn not only to optimize operational efficiencies but also to harness emerging technologies, craft innovative strategies, and navigate complex negotiations. With a practical and interactive approach, this program aims to shape well-rounded leaders who can adapt to and thrive in today's dynamic utility environment.

## Course Objectives of Mini MBA Program for Utility Management

### Upon completing this program, participants will be able to:

- Develop advanced leadership and strategic thinking skills tailored to utility management.
- Equip participants with negotiation techniques to foster win-win outcomes with stakeholders.
- Build financial acumen specific to utility projects, including budgeting, financial analysis, and ROI evaluation.
- Introduce AI and data science applications relevant to utility operations and decision-making.
- Strengthen skills in asset management to maximize resource efficiency and longevity.
- Cultivate emotional intelligence for enhanced team management and conflict resolution.

## Course Methodology of Mini MBA Program for Utility Management

- Lectures and Expert Insights: Leading industry experts will share their insights and best practices.
- Case Studies: Analyze real-world talent acquisition challenges and solutions.
- Group Discussions: Engage in meaningful discussions and share experiences with peers.
- Role-Playing and Simulations: Practice recruitment scenarios to enhance skills.
- Hands-on Workshops: Gain practical experience in using recruitment tools and techniques.

## Organizational Impact of Mini MBA Program for Utility Management

## This training program will have a positive impact on organizations by:

- Enhanced decision-making capabilities across strategic and operational levels.
- Improved negotiation outcomes and stakeholder relations, leading to better contract management and partnerships.
- Increased efficiency and sustainability in resource utilization and asset management.
- Adoption of innovative AI/data science tools for predictive maintenance, demand forecasting, and operational optimization.
- Higher levels of team engagement and morale, fostering a collaborative work culture.

# Personal Impact of Mini MBA Program for Utility Management

## Participants will experience personal growth and development, including:

- Broadened knowledge base across diverse business domains relevant to utility management.
- Improved strategic vision and ability to anticipate and respond to industry changes.
- Advanced skills in managing relationships, both internally with teams and externally with stakeholders.
- Greater self-awareness and emotional resilience, empowering participants to lead with confidence.
- Enhanced career prospects through a comprehensive understanding of leadership, finance, and data-driven decision-making.

# Who Should Attend

## This training program is ideal for:

- Mid to senior-level managers in the utility sector seeking advanced management and leadership training.
- Project and operations managers looking to expand their expertise in finance, negotiation, and data science.
- Aspiring leaders aiming to transition into executive roles within utility companies or related sectors.
- Professionals in engineering, asset management, and finance who wish to gain a strategic business perspective in utilities.

# Course Outlines

## Day 1

## Leadership in Utility Management

- Leadership styles and their application in the utility sector
- Building a resilient and agile management approach
- Case studies on effective leadership in utility organizations

## Day 2

## Strategic Planning and Decision-Making

- Foundations of strategic planning specific to utilities
- Environmental scanning, SWOT analysis, and long-term visioning
- Scenario planning and strategic forecasting for utilities

## Day 3

## Finance Essentials for Utility Managers

- Key financial concepts: ROI, NPV, IRR, and cash flow analysis
- Budgeting and financial planning for large-scale utility projects
- Financial risk management in capital-intensive industries

## Day 4

## Negotiation Skills and Stakeholder Engagement

- Fundamentals of negotiation and conflict resolution
- Techniques for handling multi-party utility contracts
- Engaging with regulatory bodies and other stakeholders

## Day 5

## AI and Data Science Applications in Utilities

- Overview of AI and machine learning in operational efficiency
- Data-driven insights for predictive maintenance and demand forecasting
- AI tools and case studies

## Day 6

## Strategy Development for Utility Organizations

- Aligning corporate goals with utility-specific challenges
- Strategic frameworks: Porter's Five Forces, BCG Matrix, and more
- Analyzing industry trends and market competition

## Day 7

## Asset Management and Operational Efficiency

- Principles of asset lifecycle management
- Techniques for maximizing resource utilization
- Implementing performance metrics and KPIs in asset management

## Day 8

## Emotional Intelligence and Team Management

- Self-awareness, empathy, and emotional regulation in leadership
- Managing diverse teams and resolving conflicts effectively
- Building a high-performance, collaborative team culture

## Day 9

## Innovation and Change Management

- Fostering a culture of innovation within utility companies
- Techniques for leading and managing change
- Case studies on successful innovation in utilities

## Day 10

## Integration and Capstone Project

- Application of learned concepts in a capstone project
- Feedback on strategic plans developed by participants