



# دورة تدريبية لإتقان استراتيجيات العلامة التجارية والترويج



**AGILE LEADERS**  
Training Center

08 - 12 Mar 2027  
مسقط



## دورة تدريبية لإتقان استراتيجيات العلامة التجارية والترويج

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### Course Overview:

The course is designed to equip professionals with essential skills in branding strategy and brand management. In today's competitive landscape, understanding customer-based brand equity, brand positioning, and brand identity is crucial for building a strong market presence. This course covers key aspects such as brand elements, brand awareness, and brand image, providing a comprehensive foundation for participants. With an emphasis on building brand equity through effective brand marketing programs, attendees will learn to assess brand performance and foster brand loyalty. The program integrates integrated marketing communications and a robust marketing communications strategy to enhance the brand value chain. Participants will also explore brand architecture and brand extension strategies, allowing them to implement effective brand equity measurement techniques and conduct brand audits. This training is ideal for individuals looking to navigate the challenges of digital branding, brand differentiation, and emotional branding, ultimately leading to successful branding case studies and revitalization strategies.

### Target Audience:

- Marketing Managers
- Brand Managers
- Product Development Teams
- Communication Specialists
- Digital Marketing Professionals
- Corporate Executives
- Small Business Owners

### Targeted Organizational Departments:

- Marketing and Communications
- Product Development
- Sales and Customer Service
- Brand Management
- Digital Marketing
- Corporate Strategy

## Targeted Industries:

- Retail and Consumer Goods
- Technology and Digital Services
- Healthcare and Pharmaceuticals
- Entertainment and Media
- Automotive
- Nonprofits and NGOs

## Course Offerings:

By the end of this course, participants will be able to:

- Develop effective branding strategies tailored to their organization.
- Conduct comprehensive brand audits to assess brand equity.
- Implement integrated marketing communications that enhance brand visibility.
- Design and execute brand extension strategies to build brand loyalty.
- Measure and analyze brand performance using established metrics.

## Training Methodology:

The course includes a blend of learning approaches. Participants will engage in case studies that provide real-world insights into successful branding strategies and challenges. Group work will foster collaboration and allow for the exchange of ideas regarding emotional branding and brand community building. Interactive sessions will enable participants to practice brand differentiation techniques and storytelling methods.

Feedback sessions will focus on applying branding concepts, ensuring participants can translate theory into actionable strategies. This comprehensive approach will help attendees build a robust brand equity management system that supports ongoing brand revitalization.

## Course Toolbox:

- ebooks and training manuals
- Access to online resources and articles on branding
- Templates for brand audits and marketing strategies
- Case studies from successful branding initiatives
- Checklists for integrated marketing communications
- Digital tools for brand performance measurement

## Course Agenda:

## Day 1: Understanding Brands and Brand Management

- What Is a Brand? Defining Key Concepts Topic 1: •
- Brand Elements: Building Blocks of Branding Topic 2: •
- Brands vs. Products: Understanding the Differences Topic 3: •
- Why Do Brands Matter? Impact on Consumers and Firms Topic 4: •
- Branding Commodities: Challenges and Opportunities Topic 5: •
- Branding in Different Contexts: Services, Retailers, and Online Products Topic 6: •
- Key Learnings on Brand Management Fundamentals Reflection & Review: •

## Day 2: Customer-Based Brand Equity and Positioning

- Defining Customer-Based Brand Equity: The Foundation of Strong Brands Topic 1: •
- Building Brand Awareness and Image: Strategies for Success Topic 2: •
- Identifying and Establishing Brand Positioning: Points-of-Parity and Points-of-Difference Topic 3: •
- Developing a Good Positioning: Brand Mantras and Their Importance Topic 4: •
- Updating Positioning Over Time: Adapting to Market Changes Topic 5: •
- The Role of Brand Knowledge in Building Equity Topic 6: •
- Insights on Customer-Based Brand Equity and Positioning Reflection & Review: •

## Day 3: Brand Resonance and Value Creation

- The Four Steps of Brand Building: From Salience to Resonance Topic 1: •
- Understanding Brand Performance: Metrics for Success Topic 2: •
- Brand Imagery and Judgments: Creating Emotional Connections Topic 3: •
- The Brand Value Chain: Stages of Value Creation Topic 4: •
- Building Brand Communities: Engaging Consumers Topic 5: •
- Customer Equity: The Relationship Between Customers and Brand Value Topic 6: •
- Recap of Brand Resonance and Value Chain Insights Reflection & Review: •

## Day 4: Designing and Implementing Brand Marketing Programs

- Criteria for Choosing Brand Elements: Building Brand Equity Topic 1: •
- Integrating Marketing: Creating a Cohesive Strategy Topic 2: •
- Pricing Strategies: Perceptions and Brand Equity Topic 3: •
- Channel Strategies: Direct vs. Indirect Approaches Topic 4: •
- Online Marketing Strategies: Engaging Digital Consumers Topic 5: •
- Legal Considerations in Branding: Protecting Brand Equity Topic 6: •
- Summary of Brand Marketing Program Strategies Reflection & Review: •

## Day 5: Measuring Brand Performance and Sustainability

- Developing a Brand Equity Measurement System: Tools and Techniques Topic 1: •
- Conducting Brand Audits: Assessing Brand Health Topic 2: •
- Understanding Brand Tracking Studies: What to Measure Topic 3: •
- Leveraging Secondary Brand Associations: Creating New Brand Connections Topic 4: •
- Managing Brands Over Time: Strategies for Long-Term Success Topic 5: •
- Global Branding Challenges: Navigating International Markets Topic 6: •
- Final Thoughts on Measuring and Sustaining Brand Equity Reflection & Review: •

## How This Course is Different from Other Branding Courses:

The course stands out due to its complete approach to branding that combines theoretical knowledge with practical applications. Unlike other courses, it emphasizes building customer-based brand equity and brand loyalty while integrating the latest trends in digital branding. Participants will benefit from engaging case studies that highlight successful branding strategies and learn to navigate branding challenges in a globalized market. The course's unique focus on brand community building and emotional branding further enriches the learning experience, equipping attendees with the methods necessary to create compelling brand stories and maintain brand consistency.



## فئات الدورات التدريبية



HR TRAINING &  
DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم  
البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة  
المبيعات



دورات التدريب القانوني والمشتريات  
والتعاقدات



دورات الاتصال الجماهيري و السياسات  
والعلاقات العامة



دورات النظم السبراني ودورات تقنية  
المعلومات



دورات الصيانة ودورات المجالات الهندسية  
المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



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## فئات الدورات التدريبية



دورات معتمدة بشهادة CPD



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
الهائية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقة



دورات معتمدة من قبل هيئات دولية

## مدن التدريب



اسطنبول - تركيا



أمستردام - هولندا



أنقرة - تركيا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلاند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

## مدن التدريب



جاكرتا - جمهورية اندونيسيا



تيليسي - جورجيا



بوكيت - تايلاند



برشلونة - اسبانيا



روما - ايطاليا



دبي - الامارات العربية المتحدة



جوهانسبرغ - جنوب افريقيا



جنيف - سويسرا



شهر الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة  
الامريكية



زنبار - تنزانيا



طوكيو - اليابان



طشقند - اوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة  
الامريكية

## مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترال - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نيروبي - كينيا



ميونخ - ألمانيا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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