

The role of strategic leadership in managing negotiation a field study in the Ministry of Water Resources.

- **Author(s):** Laith Turki Kudhayer ,Firas Mohammed Ismail
- **Abstract:** The research aims at a main axis under the title (The Role of Strategic Leadership in Managing Negotiations Prevailing in the Ministry of Water Resources in the Light of the Effects of the Strategic Leader's Behavior and Its Impact on Values and Behavior. Among those related to negotiation), with the aim of shedding light on the role of strategic leadership and the forms of negotiation strategies between formation managers in The Ministry of Water Resources, organizes and arranges them in a scientific way, coordinates them and uses them scientifically. And systematically in order to manage negotiations related to the future of future generations, so that the question is directed to study the main idea: (What is the impact of strategic leadership in strengthening the negotiation management in the Ministry of Water Resources?). It is of great importance with the aim of providing a guide to the concerned parties supporting the negotiations in the Ministry as it seeks to ensure Iraq's share of the international water resources. A scheme was developed to deal with many hypotheses aimed at examining the subject, and its interactions through the descriptive-analytical approach, and the sample according to this model amounted to (140) individuals, that is, (60%) of the total study population., which were selected by the probability of the stratified sampling method, with a set of special statistical tools and methods, and by adopting a questionnaire that included (61) items. The research adopted a program (Amos V.18, SPSS V.21) with the adoption of descriptive and analytical statistics methods (arithmetic mean, percentages, standard deviation, relative importance, coefficient of variation, Pearson correlation coefficient, simple and multiple regression coefficient.) to test its hypotheses. And to reach a scientific framework that brings together most of the dimensions and concepts. The study also presented a set of recommendations, the most important of which is that the independent and changing global strategic leadership contributed to influencing the negotiation strategies in the Ministry of Water Resources, while identifying its elements, dimensions and ability to develop and change. It coincides with the development and diversity of jobs and rapid changes in the environment.
- **Keywords:** strategic leadership, negotiation strategies, strategic direction, capabilities and talents.