

# EXECUTIVE LEADERSHIP

A five-day program to help you achieve your potential as a leader

Some people seem to have a natural gift for transforming an organization, creating a high-performance culture and driving change. For most of us, however, leading teams and organizations is an acquired skill.

By the end of this highly interactive program, conducted by one of the nation's leading business experts on the subject, you'll be equipped to become a more effective leader and to achieve your professional and organizational goals.

## The Bottom Line Value to You and Your Organization

You'll learn ideas and techniques you can apply right away, including:

- How to become a stronger leader who can build a shared vision, improve teamwork and increase productivity
- Ways to motivate people using key leverage points based on character and ability
- Developing a personal action plan to create greater impact in your organization
- Skills for leading change more effectively

*"This is professional, well packaged training needed for all members of your management team."*

*"The course topics were very relevant to challenges I face daily. The suggestions & techniques can be readily applied."*

## Your Instructor\*

### Mark Cannon, PhD

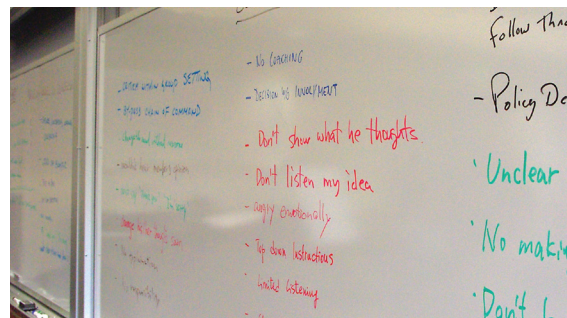
Associate Professor of Leadership and Organizations Vanderbilt University

Professor Cannon is a seasoned executive coach and is an expert in teaching skills for executive coaching, delivering feedback and handling difficult conversations. He



earned a PhD in Organizational Behavior from Harvard Business School, has published books and articles on these

topics and taught in George Washington University's Coaching Certification Program. He has coached or consulted with Courage Capital Management, Vanderbilt University Medical School, Women's World Banking, DCI, Monitor Company, Marriott Corporation, Little Planet Learning and the U.S. Department of State.



# Executive Leadership

## Topic Areas Covered

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|--|---|---|
| <ul style="list-style-type: none"><li>• Introduction: What Do I Want from This Program?</li><li>• The Mind of a Leader</li><li>• Leadership Vision &amp; Critical Forces</li></ul> | <ul style="list-style-type: none"><li>• Persuasion: Selling Your Concept for Management</li><li>• Leading Change: Why Efforts Often Fail</li><li>• Leading a Team: Successes and Pitfalls</li></ul> | <ul style="list-style-type: none"><li>• Soft Skills: Handling Difficult Conversations</li><li>• Coaching with Questions</li><li>• Right People on the Bus</li></ul> |
| <ul style="list-style-type: none"><li>• The Executive &amp; the Elephant</li><li>• Hermann Brain Dominance Indicator (HBDI) Exercise</li><li>• Guest Speaker</li></ul>             | <ul style="list-style-type: none"><li>• High-Performance Teams</li><li>• Team Exercise</li><li>• Guest Speaker</li></ul>  | <ul style="list-style-type: none"><li>• Change Leader Assessment</li><li>• Individual Feedback Exercise</li><li>• Guest Speaker</li></ul>                           |

## Who Should Attend

- C-Suite executives
- Board directors
- Mid-level managers
- Rising supervisors

## Schedule

5 days - 8:30am - Noon

## Cost

\$1,995

Cost includes tuition, instructional materials,

*\*Program content and faculty subject to change; check website for details.*



## About Vanderbilt Executive Education

Vanderbilt Executive Education at the Owen Graduate School of Management offers proven and practical programs to help individuals and organizations refresh, engage and strengthen management expertise. Short Programs for individuals are short, highly focused programs in areas of Leadership, Management and Strategy. Custom Programs for organizations are custom-built and are uniquely tailored to help each client tackle a specific organizational need or to achieve its developmental goals for established and emerging leaders.

Conveniently located near downtown Nashville, Vanderbilt Owen Graduate School of Management is ranked as a top institution by *BusinessWeek*, the *Wall Street Journal*, *U.S. News & World Report*, *Financial Times* and *Forbes*.

Visit our website for more information regarding programs and schedules, faculty biographies, online registration and maps and directions.



**Executive Education**  
OWEN GRADUATE SCHOOL OF MANAGEMENT

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