

# EXECUTIVE LEADERSHIP

A three-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. Dick's facilitation and past experience added great value."*

## Your Instructor\*

### Richard Daft, MBA, PhD

*Brownlee O. Currey, Jr. Professor of Management  
Vanderbilt Owen Graduate School of Management*

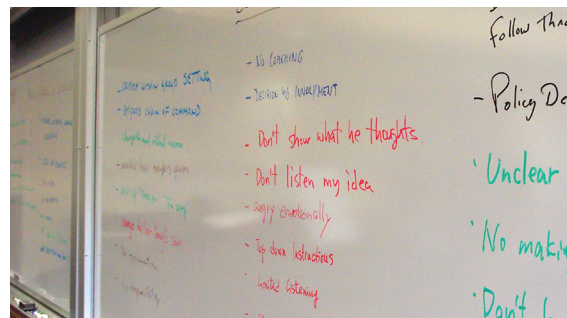
Professor Daft is among the most published and most frequently cited scholars in the fields of change management, leadership



and organizational performance. Along with developing and managing the Center for Change Leadership, he has published 13 books (and is currently working on two new additions to that list)

and dozens of articles and served as editor of two leading journals. Daft also has been involved in management development and consulting for organizations ranging from Bridgestone, Bristol-Myers Squibb, Ford Motor Company, Pratt & Whitney, and Nortel to State Farm Insurance, Allstate Insurance, the U.S. Air Force and Bell Canada.

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



# Executive Leadership – Sample Program Schedule\*

	Day 1	Day 2	Day 3
AM	<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>
PM	<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>

*Classes typically run from 8:30 AM to 4:30 PM (Central). Breaks are scheduled in AM, PM and for lunch. Schedule is subject to change.*

## Who Should Attend

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

## Cost

\$3,395

Cost includes tuition, instructional materials, continental breakfast and lunch (all days).

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## 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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