Leadership and Influence

In today’s integrated, fast-paced, and virtual business environment, leadership can mean taking an initiative, acting on a good idea, or figuring a better way to reach your goals. Today, leadership is not just a top-down idea. Leadership occurs at every level of every organization—from top down to bottom up.

Managing day-to-day activities and achieving key objectives can be challenging, especially when working with individuals who don’t report to you. To succeed, executives need to find new ways to influence, get buy-in, and collaborate across traditional business boundaries.

To explore these evolving concepts of business leadership, Babson Executive Education offers Leadership and Influence, a program focused on developing the management and interpersonal tools that you can use to collaborate with and inspire others toward a common goal.

Dates > October 31–November 4, 2016
Location > Babson Executive Conference Center, Wellesley, MA
Cost* > $5,800 (includes program materials, accommodations, and meals)
Learn More > www.babson.edu/bee/leader
1-800-882-EXEC / +781-239-4354 / exec@babson.edu
*Call to learn about available discounts.
NEW APPROACHES FOR BUSINESS LEADERSHIP

This session is for active leaders or those looking to transition into more active leadership roles. We leverage the latest innovations, standard best practices, and practical concepts for you to develop the skills needed to articulate ideas, gain critical support, get high-level buy-in, and motivate colleagues at all levels.

SKILLS TO SUCCEED

In a dynamic and interactive setting made up of peers from a variety of industries, participants will learn to:

- Develop an alternative mindset about leadership that creates shared responsibility
- Build commitment to a vision through effective communication
- Extend influence across an organization to successfully implement strategies
- Lead, coach, and engage with colleagues to share responsibilities and enhance performance
- Manage interdepartmental conflict to ensure effective outcomes

DYNAMIC CLASSROOM ENVIRONMENT

Focused on methods to develop successful leaders for today’s progressive corporate environment, this session utilizes a combination of practical and conceptual approaches. We’ll use case studies, active practice in leadership situations, self and peer evaluations, detailed feedback, role playing of organizational influence problems to foster self-awareness, innovative thinking, and practical leadership skills.
THE EXPERIENCE ADVANTAGE

Babson Executive Education programs are led by experienced faculty members who are both thought leaders and pragmatic practitioners. With a focus on real-world business challenges, the program develops participants through instruction, collaboration, and peer interaction.

PROGRAM TOPICS

The Leadership and Influence program redefines leadership for the current business climate, and presents tools for crafting an effective leadership vision. Topics include:

- The Concept of Leadership – in all directions
- Building Effective Shared Responsibility Teams
- Coaching for Individual Development
- Influencing Stakeholders

SAMPLE PROGRAM SCHEDULE*

> DAY ONE
  The Concept of Leadership
  Developing a Vision

> DAY TWO
  Leadership and Influence
  Building Effective Teams
  Decision-making Styles
  Setting Development Goals

> DAY THREE
  Out of the Classroom: An Experiential Leadership and Team-Building Exercise

> DAY FOUR
  Building Commitment to a Vision
  Influencing Stakeholders

> DAY FIVE
  Feedback Session

*Babson Executive Education continually updates program content to best serve participant needs. Course content may vary.

For more information on acquiring the leadership skills needed to effectively manage and influence in today’s business environment, contact:

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Nan Langowitz is the associate dean in the graduate school and professor of Management at Babson College. Her research examines entrepreneurial leadership, focusing especially on women, as well as the challenges and opportunities organizations and managers face developing and leveraging talent. From 2000 to 2007 she was the founding director of Babson’s Center for Women’s Entrepreneurial Leadership (renamed in 2012), the first comprehensive center dedicated to advancing women in business and entrepreneurship at a leading school of management. She was awarded the Dean’s Teaching Award for the Graduate Program in 2009 and the Babson College Alumni Distinguished Faculty Leadership Award in 2010. Langowitz has more than twenty-five years of experience in executive development design and delivery, having worked as a consultant, researcher, and educator with organizations ranging from complex global corporations to new startup ventures.

Keith Rollag is an associate professor of management at Babson College. His teaching focuses on organizational behavior, teamwork and leadership; his research focuses primarily on newcomer socialization and training, organizational culture, social networks, management education, and leadership development. From 2008–2011 he served as the chair of the Management Division at Babson College, supervising more than 40 full- and part-time faculty.