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.
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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Allan R. Cohen is a professor of management and the Edward A. Madden Distinguished Professor of Global Leadership at Babson College. He recently served two years as the interim dean of the graduate program at Babson, and completed seven years as vice president of academic affairs and dean of faculty. A consultant on organizational change for companies such as GE, he helped found the Indian Institute of Management in Ahmedabad. He also is the co-author of Managing for Excellence; the award-winning Alternative Work Arrangements; Power Up: Transforming Organizations Through Shared Leadership; and Influence Without Authority.

James M. Hunt is an associate professor of management at Babson College, where he teaches leadership, entrepreneurship, and career management and development. He is a faculty director of Babson Executive Education’s Leadership and Influence Program. He led the design team for Babson’s Managerial Assessment and Development course in the Fast Track MBA Program. He helped to design Babson’s Coaching Inside the Organization Program at Babson Executive Education as well as Babson’s Coaching for Leadership and Teamwork Program. Hunt has held the Charles Barton and Charles McCarthy term chairs during his career at Babson. In 2009, Hunt was awarded the Dean’s Prize for Teaching in All Programs. In 2003, he was a co-recipient of the first Alumni Association Award for Distinguished Teaching and Service.