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*

<table>
<thead>
<tr>
<th>Day 1</th>
<th>Day 2</th>
<th>Day 3</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AM</strong></td>
<td><strong>PM</strong></td>
<td><strong>PM</strong></td>
</tr>
<tr>
<td>• Introduction: What Do I Want from This Program?</td>
<td>• Persuasion: Selling Your Concept for Management</td>
<td>• Soft Skills: Handling Difficult Conversations</td>
</tr>
<tr>
<td>• The Mind of a Leader</td>
<td>• Leading Change: Why Efforts Often Fail</td>
<td>• Coaching with Questions</td>
</tr>
<tr>
<td>• Leadership Vision &amp; Critical Forces</td>
<td>• Leading a Team: Successes and Pitfalls</td>
<td>• Right People on the Bus</td>
</tr>
<tr>
<td><strong>PM</strong></td>
<td><strong>PM</strong></td>
<td><strong>PM</strong></td>
</tr>
<tr>
<td>• The Executive &amp; the Elephant</td>
<td>• High-Performance Teams</td>
<td>• Change Leader Assessment</td>
</tr>
<tr>
<td>• Hermann Brain Dominance Indicator (HBDI) Exercise</td>
<td>• Team Exercise</td>
<td>• Individual Feedback Exercise</td>
</tr>
<tr>
<td>• Guest Speaker</td>
<td>• Guest Speaker</td>
<td>• Guest Speaker</td>
</tr>
</tbody>
</table>

Classes typically run from 8:00 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
$2,970
Cost includes tuition, instructional materials, continental breakfast and lunch (all days).

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

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.

About the Vanderbilt Executive Development Institute
The Vanderbilt Executive Development Institute at the Owen Graduate School of Management offers proven and practical programs to help individuals and organizations refresh, engage and strengthen management expertise. Open Enrollment 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.

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

Scan this code to view upcoming programs and dates.