



Saint Louis

The Institute for Management Studies, 201 West Liberty Street, Suite 100, Reno NV 89501

SUBJECT	CORPORATE WOMEN: LEADERSHIP STRATEGIES FOR ACHIEVING POWER AND INFLUENCE		
FACULTY	MS. PAULINE LYTTLE		
LOCATION	Forest Hills Country Club 36 Forest Club Dr., Chesterfield, MO 63005 (636) 227-5030	DATE	Wednesday, August 18, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

TIME TOPICS

10%	Female perception of leadership styles
20%	Gender-different uses of power
20%	Influence building skills
10%	Consensus building skills
20%	Management of organizational barriers
20%	Management of personal barriers

SEMINAR DESCRIPTION

Developing the high potential of women requires a new paradigm for understanding leadership, power and influence, along with a reassessment of the effectiveness of male and female skills in a changing environment. As a result of the examination of key issues, a new paradigm for efficacy emerges. Female strengths are now defined as strategic success factors essential to the changing organization of today. Participants will explore new strategies for achieving leadership, power and influence by integrating a balanced and flexible use of the leadership skills necessary for success.

FOR RESERVATIONS

James F. Dowd III
Phone: (314) 443-6222 e-mail: IMSSaintLouis@aol.com

FACULTY



MS. PAULINE LYTTLE is an international consultant and founding Principal of The Lyttle Jansen Group. She contributes organizational transformation strategies, leadership programs, team building, and workforce diversity to major organizations and their executives. Corporate Clients include ABN AMRO, AT&T, Canadian Imperial Bank of Commerce, Estée Lauder, Exxon, Ford Visteon, Honeywell, Hewlett Packard, J.C. Penney, The Kroger Company, Medtronic Microelectronics Center, Motorola, PPG Industries, Southern New England Telecommunications, Shell Oil, United Banks of Colorado, W.L. Gore & Associates, and many more. Her consulting clients include the Drug Enforcement Administration, the FBI Academy, the U.S. State Department, U.S. Bureau of the Census, Department of Commerce, Central Intelligence Agency, Department of Transportation, China Lake Naval Weapons Center, U.S. Department of Labor Academy and Arizona State University. Associations include the Texas Executive Women, RNC, National Council on Aging, Professional Black Women 100, NAWBO, BPW, and LPGA. Her work in gender issues is regarded as definitive and has been cited by the U.S. Bureau of the Census in the landmark report *Women in the American Economy*. Ms. Lyttle received her Masters degree from the University of Birmingham, England and is an adjunct lecturer at the University of Houston's Executive Development Center. Ms. Lyttle is co-author of the book *Why Jenny Can't Lead*, and her work has been published in numerous newspapers, magazines and professional journals.

GUIDE TO PARTICIPANT SELECTION

SENIOR EXECUTIVE
(Pres, Exec & Sr. VP)

EXECUTIVE
(VP & General Mgr)

SENIOR MANAGER
(Div. & Reg. Mgrs)

MIDDLE MANAGER
& SUPERINTENDENTS

3	3	3	3	2	3	3	3	3	3	3	3	3
2	3	3	3	2	2	2	3	3	3	3	3	2
1	2	2	2	1	1	1	3	2	3	3	2	1
1	1	1	1	1	1	1	1	1	1	1	1	1
Admin	Distrib	Engr	Finc	H.R.	Legal	Mktng	IT	Ops	Plng	Pchsg	R&D	Sales

APPLICABILITY

"1" indicates primary target audience

"2" indicates a good fit if the level of material is appropriate

"3" indicates (in the opinion of the Institute and faculty) limited applicability.

FOCUS

PRIMARY

LEADERSHIP DEVELOPMENT:

Adaptability, Communication, Developmental Perspective, Empathy, Interpersonal Relations, Judgment

SECONDARY

EXECUTING/CONTROLLING/EVALUATING:

Decision Making, Use of Authority, Delegation, Direction, Coordination, Guidance

TERTIARY

PLANNING/ORGANIZING:

Problem Identification, Analysis, Evaluating Alternative Solutions

LEVEL

Introductory Intermediate Advanced