



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

SUBJECT	<b>THE POWER OF COLLABORATION: THE FOUNDATION OF GREAT LEADERSHIP</b>		
FACULTY	DR. CAROL KINSEY GOMAN		
LOCATION	Rosewood Restaurant & Banquets 9421 West Higgins Road, Rosemont, IL 60018 (847) 696-9494	DATE	Thursday, December 2, 2010
		REGISTRATION	8:30 AM
		SESSION	9:00 AM - 4:00 PM

**TIME TOPICS**

<b>5%</b>	<b>Introduction</b> • The demise of the "lone ranger" leader
<b>25%</b>	<b>Breaking down silos to increase productivity</b> • The high cost of low collaboration • Why silos develop and how they destroy productivity • Silo-busting strategies
<b>50%</b>	<b>Leading collaboration</b> • Why people don't tell what they know - and strategies to break through those barriers • The collaborative behaviors of great leaders • Building a foundation for collaboration - the 5 levels of trust • Body language for collaboration • Crucial elements of a collaborative meeting
<b>15%</b>	<b>Collaboration 2.0</b> • The collaboration challenges of global teams • Technology that facilitates collaboration • Wrap-up, questions, and action steps

**SEMINAR DESCRIPTION**

Collaboration has never been more important than it is in today's challenging business environment. Collaboration increases engagement, innovation, productivity, and organizational competitiveness. But collaboration doesn't happen without great leadership. Collaborative leaders must understand how to create an environment in which people choose to participate and contribute. Inspiring, interactive and energizing, this session will give you the insight and skills to build collaborative relationships within your team and throughout the organization.

**FOR RESERVATIONS**

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**FACULTY**



**DR. CAROL KINSEY GOMAN** has served as adjunct faculty at John F. Kennedy University in their International MBA program, at the University of California, Berkeley, and in the Executive Education MBA departments of the Hong Kong University of Science and Technology. She is the author of eight business books, including *Change-Busting: 50 Ways to Sabotage Organizational Change*, *Adapting to Change: Making it Work for You* and “*This Isn’t the Company I Joined: 7 Steps to Energizing a Restructured Work Force*.” Her most-recent book is *Ghost Story: A Modern Business Fable*. Her corporate clients include such organizations as ARCO, Bank of America, Motorola, Mrs. Fields’ Cookies, Pacific Bell, Prudential Insurance, Pacific Gas & Electric, TDS Telecom, and Tektronix. She has been cited as an authority in media such as *Industry Week*, *Investors Business Daily*, CNN’s *Business Unusual*, and the *NBC Nightly News* with Tom Brokaw. For ten years, Dr. Goman was a therapist with a private practice specializing in short-term therapy for behavioral change. Currently, Dr. Goman consults, writes and gives presentations to employee and management audiences around the world. She works with human resource and corporate communication departments on designing change strategies, and she counsels executives on ways to increase their effectiveness as leaders in an era of accelerating change. She has presented often for The Conference Board, the International Association of Business Communicators, and the Young President’s Organization.

**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	3	3	3	3	3	3	3	3	3
2	2	2	2	2	2	2	2	2	2	2	2	2
1	1	1	1	1	1	1	1	1	1	1	1	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, Interpersonal Relations, Judgment, Motivation

SECONDARY

**PLANNING/ORGANIZING:**  
 Problem Identification, Developing Specific Plans, Generate and Obtain Plan Support

TERTIARY

**EXECUTING/CONTROLLING/EVALUATING:**  
 Use of Authority

**LEVEL**

Introductory  Intermediate  Advanced