



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

SUBJECT **NEW SKILL SETS FOR LEADERS:
RIDING THE WAVE OF CHANGE**

FACULTY **DR. RANDALL WHITE**

LOCATION **Charing Cross Hotel
The Strand, London WC2N 5HX
0870 333 9105**

DATE **Tuesday, December 8, 2009**
REGISTRATION **8:30 AM**
SESSION **9:00 AM - 4:00 PM**

TIME TOPICS

40% **Leadership Success Factors: Yesterday and today**
• Four questions every leader needs to ask

15% **Learning from Experience: The critical factor in developing leadership**
• A model for developing yourself and your organization

- and -

Analysis of critical career events
• A personal analysis and conversation

45% **Factors for Leadership Success: Today and tomorrow**
• How capable are you in leading into uncertainty?
• A detailed analysis and developmental suggestions

SEMINAR DESCRIPTION

This session helps leaders examine factors that contribute to building and maintaining more effective performance for themselves and their teams. Each participant will have the opportunity to think about his/her leadership strengths and weaknesses. The remainder of the seminar will focus on how people learn to be more effective leaders, including a discussion of the types of learning experiences that develop leadership potential and factors for more effective leadership in the future. We will have the opportunity to evaluate leadership characteristics needed in the future business environment—i.e., how each participant deals with uncertainty. This future environment is more ambiguous and uncertain than ever before. This session includes two self-evaluation tools.

FOR RESERVATIONS

Mike Matthews

Tel: (020) 8747 8133 e-mail: London@ims-online.com

FACULTY



DR. RANDALL WHITE is a principal in the Executive Development Group LLC, Greensboro, NC, an adjunct professor at the Fuqua School of Business, Duke University, and President of the American Psychological Association's Division 13, the Society of Consulting Psychology. Dr. White's interest in where leaders come from, how they develop, and their eventual success is borne out in his writing. As co-author of *Breaking the Glass Ceiling* and *The Future of Leadership*, he has had a major impact on the way women and men are viewed as leaders and the importance of less easily measured leadership skills like dealing with uncertainty. His latest book, *Relax, It's Only Uncertainty* (London: Financial Times, 2001) co-authored with Phil Hodgson, expands their earlier research on how leaders can be more effective by embracing rather than avoiding uncertainty. His current list of consulting clients includes M.D. Anderson Cancer Center, Siemens, Deutsche Bank, Ericsson, Kennametal, Allianz, Dresdner Kleinwort, UCLA Medical Center, California Health Care Foundation, Service Canada, Save the Children, NYFIX, FFr, Astra Zeneca, Quest Diagnostics, and Progress Energy. He holds an AB from Georgetown University, an MS from Virginia Tech, and a Ph.D. from Cornell.

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	3
3	2	2	3	3	3	2	2	2	2	3	3	2	
2	1	1	2	2	2	1	1	1	1	2	2	1	
1	1	1	1	1	2	1	1	1	2	2	2	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, Creativeness, Developmental Perspective, Interpersonal Relations, Judgment

SECONDARY

EXECUTING/CONTROLLING/EVALUATING:

Decision Making, Use of Authority, Direction

TERTIARY

PLANNING/ORGANIZING:

Problem Identification, Analysis, Evaluating Alternative Solutions

LEVEL

Introductory Intermediate Advanced