MAKE THE CHICAGO APPROACH™ YOUR OWN

INQUIRY. INSIGHT. IMPACT.

As an Executive Education participant, you will have a transformational experience at Chicago Booth that will help you become a more empowered, impactful leader.

BUILD ON YOUR CAREER SUCCESS AT BOOTH

The University of Chicago Booth School of Business is the second oldest business school in the United States and the first to teach executives. Our academic programs consistently rank among the top schools in surveys worldwide.

In our Executive Education programs, ideas compete and people collaborate. Concepts are authentically and rigorously tested and refined through honest and thoughtful discussion and discourse. After being immersed in one of our programs, you will leave Booth prepared to face any business challenge, at any company, in any industry—for the entirety of your career.

MAXIMIZE YOUR TEAM’S IMPACT

Often, organizations send a team of employees to our programs to increase team dynamics and foster a common goal. Our leadership programs provide the perfect opportunity to learn—as a team—how to effectively manage change for success.

Benefits of group enrollment include:

• Discounted program pricing
• Simple group registration process
• Opportunities for your team to collaborate with each other and learn from global participants facing similar business challenges

LEARN FROM TODAY’S TOP STRATEGIC LEADERS

Accomplished teachers, researchers, and active consultants, our leadership faculty develop and advance the theories that underlie business—and relate them to your role within your organization with powerful results. Our multifaceted approach to leadership is based on a fundamental concept developed by our faculty: the success of an enterprise requires effective use of human capital and social capital.

The late Gary Becker, a Chicago Booth professor, received a Nobel Prize for his work on human capital, while Booth Professor Ron Burt pioneered the concept of social capital. For today’s executive leaders, having a thorough understanding of both of these assets and knowing how to leverage them to maximize your organizational capital are essential for long-term success. There’s simply no better place to study these topics than at the school that invented them.

Booth faculty members in leadership present topics in a variety of ways, including lectures, case studies, and small group discussions using a range of media. This comprehensive approach helps elevate your learning experience at Booth.

CUSTOM LEARNING SOLUTIONS

In addition to the Executive Education programs listed in this guide, Chicago Booth also offers high-impact custom learning solutions that are tailored to meet the specific leadership development objectives of our clients.

To learn more about creating a custom program with Booth, visit ChicagoBooth.edu/ExecEd or contact us at +1 312.464.8732.
Our emphasis on agility, delivering high performance, and implementing change creates executives who stand out because of the authenticity, incisiveness, and clarity they bring to leading their organizations.

WHO SHOULD ATTEND

Our leadership programs are designed for the mid- to senior-level executives in charge of creating value for their organizations by advancing their leadership skills. Our leadership programs are an excellent fit for executives who manage high-performing teams, manage during times of change, build cross-functional and cross-organizational relationships, and negotiate or influence for the better of their organization. You will leave Booth with a new set of leadership skills to bring your organization to new heights.

ESSENTIALS OF EXECUTIVE LEADERSHIP: THE PSYCHOLOGY OF MANAGEMENT (EEL)

KEY BENEFITS: Learn to apply insights from the discipline of social psychology to build your ability to effectively lead and manage people, processes, and situations.

HIGH-PERFORMANCE LEADERSHIP (HPL)

KEY BENEFITS: Learn to create a high-performance environment that drives financial results, inspires innovation, and accelerates growth.

LEADING ORGANIZATIONAL CHANGE (LOC)

KEY BENEFITS: Learn powerful methods to revitalize your organization, gain cooperation, and improve strategic thinking and creative problem-solving.

NEGOTIATION AND DECISION-MAKING STRATEGIES (NDMS)

KEY BENEFITS: Acquire frameworks to improve your negotiation skills, your influence, and your decision-making process.

STRATEGIC BUSINESS LEADERSHIP: ENGAGEMENT, PERFORMANCE, AND EXECUTION (SBL)

KEY BENEFITS: Learn how to use the tools in social capital to build cross-functional, cross-organizational relationships and get ahead of the competition.

LEADING HIGH-PERFORMANCE ORGANIZATIONS—HONG KONG (LHPO-HK)

KEY BENEFITS: This two-day program is designed to provide those in leadership roles with techniques to encourage an environment necessary for long-term, profitable growth.

NEGOTIATIONS: STRATEGIES AND PROCESSES FOR IMPACTFUL OUTCOMES—HONG KONG (NSP-HK)

KEY BENEFITS: Understand different strategic choices and interpersonal skills that drive relative success at the bargaining table in this two-day program.
ESSENTIALS OF EXECUTIVE LEADERSHIP: THE PSYCHOLOGY OF MANAGEMENT (EEL)

Learn to apply insights from the discipline of social psychology to build your ability to effectively lead and manage people, processes, and situations.

WHO SHOULD ATTEND?

This program will benefit current managers and executives who seek to enhance their management skills and effectiveness within the context of their organization and individual performance. It is ideal for anyone with current or anticipated management responsibilities, ranging from mid- and senior-level management to people expecting to take on a leadership role.

PROGRAM BENEFITS

By attending this program, you will:

- Understand the nature and dynamics of interpersonal and team behavior related to organizational performance and effectiveness.
- Develop a framework for analysis and action around your management challenges.
- Identify behaviors and situational factors to improve your future outcomes.

PROGRAM OUTLINE

Introduction to Essentials of Executive Leadership

- How can we learn the right lessons from experience by employing insight and action skills?
- What are the key features of individual learning and unlearning?

(Mis)Forming Impressions about Others

- How do we acquire and seek out information about others to form impressions?
- How do you defend yourself against bias and use this knowledge strategically?
- What are the limitations of intuition in managing others?
- How do we improve accuracy in decisions about others?

Persuasion and Influence

- How do leaders effectively shape the beliefs, convictions, and actions of others?
- What are the frameworks for effectively influencing others?
- What are the techniques for influencing difficult small group meetings?
“Great program. I believe that with the framework to continue to learn and apply skills learned here, I will be a more effective manager—providing greater value to the organization, customers, and more importantly, my immediate team.”

DONALD CONLEY,
DIRECTOR OF TRANSPORTATION SERVICES, UNION PACIFIC RAILROAD

PROGRAM OUTLINE (CONTINUED)

Systematic and Critical Thinking: Decision-Making
• What does it mean to frame decisions, and how do we ask the right questions?
• How do we recognize and avoid decision traps?
• In what ways can we improve our decision-making process?
• How do implicit preferences impact our decisions?
• In what ways can we improve our decision-making for strategic advantage?

Competition and Cooperation: Negotiation
• What are the best ways to prepare for a complex negotiation?
• How can negotiation outcomes be improved?
• What role does creativity play in reaching agreements?
• How do implicit preferences impact our decisions?

Ethical Leadership: The Power of the Situation
• What is the relationship between personal characteristics and situational factors?
• In what ways can we improve our decision-making for strategic advantage?

FACULTY
Linda E. Ginzel
*Clinical Professor of Managerial Psychology, Chicago Booth*

Boaz Keysar
*Professor of Psychology, University of Chicago*

Bernd Wittenbrink
*Robert S. Hamada Professor of Behavioral Science, Chicago Booth*

Note: Program and instructors are subject to change.

PROGRAM DETAILS

DATES
April 8–12, 2019
September 9–13, 2019

FEE
$10,950
(accommodations not included)

LOCATION
Chicago Booth
Gleacher Center
Chicago

For travel planning and more, visit
ChicagoBooth.edu/ExecEdFAQ.
HIGH-PERFORMANCE LEADERSHIP (HPL)

Learn to create a high-performance environment that drives financial results, inspires innovation, and accelerates growth.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers and executives who create value for their organizations. The program provides techniques for encouraging an environment necessary to sustain long-term, profitable growth.

PROGRAM BENEFITS

By attending this program, you will:

• Create a plan to eradicate the barriers to high performance in a business unit.

• Identify, replicate, and nurture high-performance behaviors and workgroups throughout the organization.

• Develop a structured approach to preparing for and thinking about negotiations and everyday influence situations.

PROGRAM OUTLINE

Introduction to High-Performance Leadership

• Learn what drives high performance in uncertain economic times

• Identify the three drivers and corresponding attributes of a high-performing work environment

Leadership: Encouraging a High-Performance Environment

• Explore familiar leadership styles and the correlation between leadership style and resultant behaviors

• Identify and enable top performers

The Tenets of a High-Performance Environment

• Explore how good leaders manage change

• Learn how to optimize thinking during change

• Discover the power of the 20/60/20 rule, unspeakable subjects, and making loud statements of change

Respectful Communication

• Communicate to encourage high performance

• Discuss the key concepts of communication that allow thinking to thrive

REGISTER TODAY: ChicagoBooth.edu/ExecEd
“Chicago has created a wonderful program to aid in the education of business leaders. I received practical tools that I can use immediately to make my associates feel more valued. I will be a better leader as a result of participating in this program.”

PETER CAREY
NATIONAL ASSET RECOVERY MANAGER, TOYOTA MOTOR CREDIT CORP

PROGRAM OUTLINE (CONTINUED)

Building a High-Performance Environment
- Learn from each other’s experiences and brainstorm new ideas
- Implement quick wins to take back and begin implementing immediately

Influence and Collaboration: Negotiation
- Become a more effective negotiator
- Prepare for negotiations and everyday influence situations
- Practice and improve influence and collaboration skills

Now Discover Your Strengths
- Take the CliftonStrengths profile to discover your strengths
- Leverage your personal strengths to lead transformational change

Critical Thinking and Consensus: Decision-Making
- Importance of group process dynamics
- Pitfalls and benefits of team decision-making
- Explore the elements of team processes for making decisions

Celebrating Heroes
- Recognize and celebrate heroes within the company
- Craft real-life examples

FACULTY
Linda E. Ginzel
*Clinical Professor of Managerial Psychology, Chicago Booth*

Sonny Garg
*Global Lead for Energy Solutions, Uptake*

Susan Lucia Annunzio
*President and CEO, The Center for High Performance (CfHP)*

Note: Program and instructors are subject to change.

PROGRAM DETAILS

DATES
April 29–May 3, 2019
October 14–18, 2019

FEE
$10,950
(accommodations not included)

LOCATION
Chicago Booth
Gleacher Center
Chicago

For travel planning and more, visit ChicagoBooth.edu/ExecEdFAQ.
LEADING HIGH-PERFORMANCE ORGANIZATIONS—HONG KONG (LHPO-HK)

Through this two-day program offered in Hong Kong, regional and global executives will learn behaviors that accelerate or stifle high performance, how to better leverage positive attributes of a work environment, and techniques to build performance drivers into their organizations.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers whose unit is charged with creating value for the organization and who are responsible for leading and managing change. The program is designed to provide regional and global executives in leadership roles with techniques to encourage an environment necessary for long-term, profitable growth.

PROGRAM BENEFITS

By attending this program, you will:

• Learn to recognize and encourage the characteristics of high-performing workgroups.
• Acquire the skills and tools to build a high-performance work environment.
• Lead more effectively and drive strategic direction by leveraging your strengths.

PROGRAM OUTLINE

Introduction to High-Performance Leadership

• Driving high performance in uncertain economic times
• Three drivers and corresponding attributes
• Leadership challenges and ramifications

Leadership: Encouraging a High-Performance Environment

• How leadership behavior encourages/discourages the workforce
• Familiar leadership styles
• The vocabulary of leadership
• Leadership styles and resultant behaviors
• Identifying and enabling top performers

The Fundamentals of a High-Performance Environment

• Changing environment
• Managing change
• Optimizing thinking during change
• The 20/60/20 rule, unspeakable subjects, and highly visible statements of change
• Creating flexible work environments

REGISTER TODAY: ChicagoBooth.edu/ExecEd
“Over the course of two days, we were able to see some of the critical behaviors of high-performance leadership within our group itself as demonstrated by building trust, sharing, and becoming more willing to listen to different viewpoints.”

YASIR YOUSUFF
SENIOR DIRECTOR, GLOBAL GEO PRODUCT MARKETING, EMC²

**PROGRAM OUTLINE (CONTINUED)**

**Building a High-Performance Environment**
- Key leadership attributes in a high-performance environment
- Learning from others’ experiences and brainstorming new ideas
- Quick wins to take back

**Respectful Communication: More than the Dissemination of Information**
- Communicating to encourage high performance
- Key concepts of communication that allow thinking to thrive
- Implicit versus explicit rules of communication
- How communication breaks down and stifles high performance
- The anatomy of a miscommunication
- Diffusing negative emotions
- Challenging assumptions
- Answering tough questions

**Now Discover Your Strengths**
- Take the CliftonStrengths profile to discover your strengths
- Leverage your personal strengths to lead transformational change

**Celebrating Heroes**
- Recognizing and celebrating heroes within the organization
- Examples from other organizations

**FACULTY**

Susan Lucia Annunzio
*President and CEO, The Center for High Performance (CfHP)*

Note: Program and instructors are subject to change.

**PROGRAM DETAILS**

**DATES**
- March 4–5, 2019
- June 18–19, 2019

**FEE**
- US $3,800
  (accommodations not included)

**LOCATION**

Chicago Booth
Hong Kong Campus
168 Victoria Road
Mount Davis
Hong Kong

For travel planning and more, visit [ChicagoBooth.edu/ExecEdFAQ](http://ChicagoBooth.edu/ExecEdFAQ).
LEADING ORGANIZATIONAL CHANGE (LOC)

Learn powerful methods to revitalize your organization, gain cooperation, improve strategic thinking and creative problem-solving, boost performance, and extract maximum benefit from new opportunities.

WHO SHOULD ATTEND?

This program is targeted to senior executives endeavoring to guide and catalyze significant and sustainable change. If you are in the midst of, or are about to initiate, important changes to processes, strategies, structures, or culture, this program is for you. The program is especially recommended for leaders who are looking for new ideas; eager to engage with fellow participants in discussion, consultation, and experiential exercises; and committed to implementing an action plan for change in their business, nonprofit, or governmental organization.

PROGRAM BENEFITS

By attending this program, you will:
• Build organizational agility.
• Manage up, down, and sideways.
• Move from competing agendas to organizational alignment.
• Win hearts and minds to the efforts ahead.
• Drive creativity and flexibility in problem-solving.
• Guide people through the complexities of change.
• Leverage dilemmas to strengthen organizational strategy.
• Lead your organization to seize new opportunities.
• Anchor your plan of action to the real-world business challenges you are facing.
• Benefit from postprogram consultation with the program faculty.

PROGRAM OUTLINE

Building Organizational Agility
• Establish trust and credibility as a leader
• Create a change-ready climate
• Build and maintain a shared vision

Exploiting Dilemmas
• Uncover crucial managerial and strategic dilemmas
• Recognize and manage “natural tensions”
• Use dilemmas to create better strategies and tactics

REGISTER TODAY: ChicagoBooth.edu/ExecEd
“This class, without a doubt, was the most beneficial of any I’ve taken. The balance of theory and application was tremendous. The entire class was engaging and informative. This is a must take for any leader!”

AMY OHDE
Sr. Director, Field Development, Chick-fil-A

PROGRAM OUTLINE (CONTINUED)

Winning Hearts and Minds
- Recognize the mental blocks to accepting new ideas
- Win over skeptics and naysayers
- Overcome resistance to change

Leading Diverse Stakeholders to a Common Future
- Uncover conflicting goals, beliefs, and expectations within your organization
- Manage differences and rivalries
- Understand your organizational culture and subcultures

Encouraging Creativity and Flexibility in Problem-Solving
- Frame problems for optimal solutions
- Foster innovative thinking
- Build top-notch teams for recognizing and seizing new opportunities

Seeing and Communicating the Big Picture
- Understand the sources of unintended consequences
- Use “Systems Thinking” to reduce chaos
- Improve coordination while avoiding “working at the cross purposes”

Developing New Skills and Behaviors
- Motivate people in times of transition
- Provide feedback that people will accept and use
- Manage performance

Developing Action Plans
- Create concrete strategies for leading organizational change
- Get everyone on board for the trip
- Lead up: upward-change management

FACULTY

Joshua Klayman
Professor Emeritus of Behavioral Science, Chicago Booth; Partner, Humanly Possible®, Inc.

Jackie Gnepp
President, Humanly Possible®, Inc.

Note: Program and instructors are subject to change.
NEGOTIATION AND DECISION-MAKING STRATEGIES (NDMS)

Learn how to negotiate hard, with integrity, using the basic influence techniques of professional negotiators. You will learn how to acquire frameworks to improve your negotiation skills, influence for success, and improve decision-making processes.

WHO SHOULD ATTEND?

This program is designed to benefit middle, upper-middle, and senior-level managers, who would like to enhance their influence—both internally in their organizations and externally with other organizations and vendors—by improving their negotiation and decision-making skills.

PROGRAM BENEFITS

By attending this program, you will:

• Practice a systematic and insightful approach to negotiations and decision-making.
• Monitor and improve your negotiation skills with personalized coaching and feedback from faculty.
• Evaluate your performance across situations and people.
• Learn how to adapt your negotiation approach to different situations and people.
• Know what information is needed to negotiate effective outcomes.

PROGRAM OUTLINE

The Psychology of Decision-Making Processes

• Framing decisions and assessing uncertainty
• Seeking information to be more informed
• Managing uncertainty to manage risk
• Recognizing and overcoming biases

Beginning with the Toughest: Price Negotiation

• Negotiating hard with integrity
• Untangling relationship building and price negotiations
• Balancing assertiveness and empathy in negotiations

Techniques for Creating Value

• Identifying tools for uncovering the interests of negotiation partner
• Moving from zero-sum positions to mutually satisfying agreements
• Quantitative preparation techniques for measuring interests and tradeoffs
“The course provided me with the useful skills that I can apply tomorrow that will benefit not only my organization but also my career objectives. I highly encourage anyone involved in negotiations to take this course.”

BARRY DRASKOVICH, VICE PRESIDENT, PROGRAM AND CONTRACT MANAGEMENT
PARKER-HANNIFIN CORPORATION

PROGRAM OUTLINE (CONTINUED)

Influence Techniques and Problem-Solving
• Adapting common influence tactics and defenses
• Leveraging creative problem-solving as a negotiation technique

Coalitions, Power, and Fairness
• Influencing outcomes when lacking formal authority
• Strategically forming and using coalitions to build power
• Confronting issues of equity within groups and coalitions

Organizational Decision-Making
• Preparing for complex negotiations by designing a productive process and agenda
• Managing joint decision-making and obtaining buy-in from large groups

Action Planning: Putting It All into Practice
• Construct your personal negotiation strategy in one-on-one expert consultations
• Synthesize all frameworks and hard skills developed during the week in a final multiparty negotiation exercise

FACULTY
George Wu
John P. and Lillian A. Gould Professor of Behavioral Science, Chicago Booth

Ayelet Fishbach
Jeffrey Breakenridge Keller Professor of Behavioral Science and Marketing, Chicago Booth

Note: Program and instructors are subject to change.
NEGOTIATIONS: STRATEGIES AND PROCESSES FOR IMPACTFUL OUTCOMES—HONG KONG (NSP-HK)

Become a more effective negotiator by developing your “tool kit” of negotiation tactics and strategies. Through this program offered in Hong Kong, you will learn an extensive set of negotiation experiences in class, practice your skills, and benefit from valuable feedback.

WHO SHOULD ATTEND?

This two-day program will benefit middle, upper-middle, and senior-level managers, who would like to enhance their influence and performance—both internally in their organizations and externally with other organizations and vendors—by improving their negotiation skills.

PROGRAM BENEFITS

By attending this program, you will:

• Learn strategies for analysis and preparing for negotiations.
• Understand different strategic choices (and interpersonal skills) that drive relative success at the bargaining table.
• Know what information is needed to negotiate effective outcomes.
• Engage in a variety of negotiation simulations and receive immediate feedback.
• Experiment with new techniques and test their effectiveness in the safety of the classroom.

PROGRAM OUTLINE

Essentials in Negotiations
• Basic concepts and tactics of negotiations
• The cognitive aspects of negotiation

Negotiation Approaches and Styles
• Understanding your own negotiation tendencies and style
• Psychological biases and their impact on negotiations
• Individual differences in negotiation styles
• Time and deadlines in negotiations
• Value claiming versus value creating
• Integrative negotiation and joint gains
“This program was top-notch from registration through completion. The subject matter is directly applicable to both personal and professional negotiations. In summary, this class was fantastic. I look forward to my next Chicago Booth class.”

BRADLEY LICKENBROCK
AEROSPACE CORPORATE DEVELOPMENT, HUNTSMAN ADVANCED MATERIALS

PROGRAM OUTLINE (CONTINUED)

Negotiations Tools and Multiparty Negotiations
• Contingent contracts
• Coalitional negotiations
• Standards of fairness
• Commitments and threats

Putting It All Together
• Social capital and strategic negotiations
• Schools of bargaining ethics, legal lines, and dishonestly
• Culture and real-world constraints

FACULTY

John Burrows
Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

Note: Program and instructors are subject to change.

PROGRAM DETAILS

DATES
April 1–2, 2019

FEE
US $3,800
(accommodations not included)

LOCATION
Chicago Booth
Hong Kong Campus
168 Victoria Road
Mount Davis
Hong Kong

For travel planning and more, visit ChicagoBooth.edu/ExecEdFAQ.
STRATEGIC BUSINESS LEADERSHIP: ENGAGEMENT, PERFORMANCE, AND EXECUTION (SBL)

Learn how to use the tools in social capital to build cross-functional, cross-organizational relationships and get ahead of the competition.

WHO SHOULD ATTEND?

This program is designed for executives with significant corporate management responsibility, including senior and upper-middle executives who are responsible for executing business strategies.

PROGRAM BENEFITS

By attending this program, you will:
• Learn how agile leaders adapt to situations and people.
• Practice leading, following, and collaborating to influence outcomes.
• Explore social capital as a means for navigating networks and organizations.
• Identify strategies to manage across organizational boundaries.

PROGRAM OUTLINE

The Social Capital of Successful Leaders
• What is social capital?
• Learn how social capital gives executives a competitive advantage
• Understand how leaders build social capital

Leadership Agility
• Recognize how you are playing a leadership role
• Identify the ways others respond to you and how to influence their response
• Adapt and grow in a new role with broader responsibilities

Building Bridges with Strategic Partners
• Identifying a strategic partner
• Driving the exchange between a leader and a strategic partner
• Strategic partners who help retain high-potential employees

Creative Leadership
• Understand when creative thinking has the greatest payoff
• Recognize how much creativity is a result of the job and how much is due to the individual
• Identify the barriers to creative thinking at the organizational level and the personal level
• Build commitment that takes hold by communicating with passion and (selling) a mission

REGISTER TODAY: ChicagoBooth.edu/ExecEd
“Incredible opportunity to learn new management and leadership techniques and behaviors that are absolutely critical to successfully leading complex teams.”

JAMES HARTIGAN
DIRECTOR, BAE SYSTEMS

PROGRAM OUTLINE (CONTINUED)

Managing the Team
• Building a team that is a strategic organization
• Understand what criteria to consider when building teams
• Recognize when extra team ties are more critical than intrateam relations for overall success
• Learn the best way to design high-performance teams
• Harness the collective wisdom of teams to drive organizational excellence

Constructive Communication
• Distinguish when people in your network fully hear and understand you
• Learn what it takes to get critical feedback actually heard and how listening is a skill that can be improved
• Become familiar with the conversational skills that are most important in doing a better job versus doing your job better

Taking Strategic Action
• Look for the proposed benefits and the potential supporters/blockers
• Identify what resources are needed, who has the resources, and how to get buy-in
• Recognize the indicators that stakeholders will be monitoring
• Identify the critical moments and potential roadblocks that can impede the execution

FACULTY

Harry L. Davis
Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management, Chicago Booth

John Burrows
Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

Heather M. Caruso
Adjunct Faculty in Management and Organizations, UCLA Anderson

Note: Program and instructors are subject to change.

PROGRAM DETAILS

DATES
March 18–22, 2019
July 22–26, 2019
November 18–22, 2019

FEE
$10,950
(accommodations not included)

LOCATIONS
Chicago Booth
Gleacher Center
Chicago

For travel planning and more, visit ChicagoBooth.edu/ExecEdFAQ.
MEET THE WORLD-CLASS FACULTY

Susan Lucia Annunzio
President and CEO,
The Center for High Performance (CfHP)

High-Performance Leadership
Leading High-Performance Organizations—Hong Kong
• Globally recognized speaker and thought leader on shaping and maintaining high-performance business environments
• Author of prominent books including *Contagious Success*, voted *Fast Company’s* Reader’s Choice in January 2005

John Burrows
Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

Negotiations: Strategies and Processes for Impactful Outcomes—Hong Kong

Heather M. Caruso
Adjunct Faculty in Management and Organizations, UCLA Anderson

Strategic Business Leadership: Engagement, Performance, and Execution
• PhD in organizational behavior and social psychology, Harvard University
• Published works include “The Bigger They Are, the Harder They Fall: Linking Team Power, Conflict, Congruence, and Team Performance,” *Organizational Behavior and Human Decision Processes* (2011)
• Stays connected to the everyday priorities and challenges of the workplace by consulting for private- and public-sector organization leaders across the globe, as well as by teaching classes in inclusive leadership, team dynamics, and power and influence

Harry L. Davis
Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management, Chicago Booth

Strategic Business Leadership: Engagement, Performance, and Execution
• MBA, Dartmouth Tuck; MA in sociology; and PhD in marketing, Northwestern University
• Pioneer in leadership development and a distinguished faculty member with more than 50 years of teaching at Chicago Booth
• Published work includes “The Promising Start-up Within: A Guide to Internal Corporate Venturing,” *The Virtual Strategist* (2001)

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Negotiation and Decision-Making Strategies

- MA in psychology, Tel Aviv University; PhD in psychology, Tel Aviv University
- Recipient of Society of Experimental Social Psychology’s Best Dissertation and Career Trajectory Award, Fulbright Educational Foundation Award, and University of Chicago Provost’s Teaching Award

High-Performance Leadership

- MBA and BA, University of Chicago; MPP, Harvard Kennedy School of Government
- Former executive committee and chief information and innovation officer, Exelon Corporation
- Served as a White House Fellow, Crown Leadership Fellow, and a member of the Aspen Global Leadership Network

Essentials of Executive Leadership: The Psychology of Management

- MA, PhD in experimental social psychology, Princeton University
- Author of Choosing Leadership
- Founding academic director of corporate executive education at Chicago Booth
- Recipient of several teaching awards, including Impact Professor in 2014, Inaugural Hillel Einhorn Global Teaching Award in 2013, and Faculty Excellence Award in 2011

Leading Organizational Change

- PhD in clinical psychology and developmental psychology, University of Minnesota
- Licensed consulting psychologist specializing in making leaders more successful
- Research and consulting on improving the effectiveness of managerial feedback, promoting women’s leadership, and using theater-based skills to enhance individual and organizational performance
- Previously associate professor at Northern Illinois University, principle fellow at the Melbourne Business School, and visiting professor at Duke’s Fuqua School of Business
MEET THE WORLD-CLASS FACULTY

Boaz Keysar
Professor of Psychology,
University of Chicago

Essentials of Effective Leadership:
The Psychology of Management
• PhD from Princeton University; postdoctoral scholar, Stanford University
• John Simon Guggenheim Memorial Foundation Fellowship, Fulbright Scholarship, and the President’s Service Award by President Clinton
• Major grants from the National Institutes of Health, the National Science Foundation, and the John Templeton Foundation
• Recipient of 2018 Quantrell Award for Excellence in Undergraduate Teaching

Joshua Klayman
Professor Emeritus of Behavioral Science,
Chicago Booth;
Partner, Humanly Possible®, Inc.

Leading Organizational Change
• PhD in cognitive and developmental psychology, University of Minnesota
• Teaching and consulting in change and innovation, organizational learning, and managerial decision-making
• Published work includes research on how people test, revise, and change their beliefs (or fail to); how they learn from experience and feedback (or fail to); and when and why they are over—or under—confident
• Previously visiting professor at INSEAD business school, Melbourne Business School, and Duke’s Fuqua School of Business, and president of the Society for Judgment and Decision Making

Bernd Wittenbrink
Robert S. Hamada Professor of Behavioral Science,
Chicago Booth

Essentials of Executive Leadership:
The Psychology of Management
• PhD, University of Michigan
• Fellow of the Association for Psychological Science
• Associate editor of the Journal of Personality and Social Psychology
• Grants from the National Science Foundation and the Russell Sage Foundation

George Wu
John P. and Lillian A. Gould Professor of Behavioral Science, Chicago Booth

Negotiation and Decision-Making Strategies
• MA in applied mathematics; PhD in decision sciences, Harvard University
• Published widely in a number of journals in economics, management science, and psychology, including Cognitive Psychology, Journal of Personality, and Social Psychology
• Former department editor of Management Science and is on numerous other editorial boards, including Decision Analysis, Journal of Behavioral Decision Making, Journal of Risk and Uncertainty, and Theory and Decision

20 READ THE COMPLETE BIOS AT ChicagoBooth.edu/ExecEd
### Comprehensive Management

**The Advanced Management Program (AMP)**
Elective courses are offered throughout the year.
Introductory Session: October 14–18, 2019 | Midcourse Session: April 20–24, 2020 | Capstone Session: November 2–6, 2020

**The Chicago Management Institute (CMI)**
January 25–June 14

**The Executive Development Program: The Transition to General Management (EDP)**
13–24
16–27

**The Accelerated Development Program (ADP)**
Check ChicagoBooth.edu for dates

**Global Senior Management Program (GSMP)**
Chicago and Madrid
5–10
Module 1
Chicago
15–20
Module 2
Madrid

### Leadership

**Essentials of Executive Leadership: The Psychology of Management (EEL)**
8–12
9–13

**High-Performance Leadership (HPL)**
29–3
14–18

**Leading High-Performance Organizations—Hong Kong (LHPD–HK)**
4–5
18–19
(Hong Kong)

**Leading Organizational Change (LOC)**
13–17
11–15

**Negotiation and Decision-Making Strategies (NDMS)**
17–21
9–13

**Negotiations: Strategies and Processes for Impactful Outcomes—Hong Kong (NSP–HK)**
1–2
(Hong Kong)

**Strategic Business Leadership: Engagement, Performance, and Execution (SBL)**
18–22
22–26
18–22

### Marketing

**Marketing Analytics to Drive Growth (MDG)**
7–9

**Digital Marketing for Executives (DME)**
24–26
4–6

**New Product Innovation, Development, and Implementation Strategies (NPD)**
21–25

**Pricing: Strategy and Tactics (PST)**
15–19
18–22

**Strategic Marketing Management (SMM)**
3–7
9–13

### Strategy

**The Advanced Strategy Program: Building and Implementing Growth Strategies (ASP)**
18–22
28–1

**Executive Program in Corporate Strategy (EPCS)**
8–12
14–18

**Mergers and Acquisitions (M&A)**
4–8
15–19
18–22

**Strategic Thinking—Hong Kong (ST–HK)**
14–15
(Hong Kong)

### Finance

**The Executive Program for Prospective CFOs (EPPC)**
20–24

**Financial Analysis for Nonfinancial Managers (FANM)**
10–14
9–13

**Finance for Executives (FE)**
20–24

**The Latin American CFOs’ Executive Program (LACFO)**
26–30

**Mergers and Acquisitions (M&A)**
4–8
15–19
18–22

**Oxford Chicago Valuation Program (OCV)**
10–14

**Private Wealth Management: For Individuals and Families (PWM)**
29–3
14–18

**Certified Private Wealth Advisor® (CPWA®) Certification**
24–29
23–28
15–20
LEADERSHIP PARTICIPANT PROFILE

Learn alongside top business professionals from a range of industries and functions. Make valuable business connections with future business leaders from across the United States and around the globe.

Typical participants in our programs are business leaders who may be transitioning into new roles, or looking to develop in a specific functional area or expand their leadership skills. Participant titles range from manager to director-level and above. They may manage teams or be individual contributors who manage or influence stakeholders across an organization.

PARTICIPANTS BY INDUSTRY

PARTICIPANTS BY SENIORITY

Data reflects participants attending leadership programs as of September 2018.
LOCATION AND ACCOMMODATIONS

Executive Education sessions are held in Chicago at Gleacher Center and at our campuses in London and Hong Kong.

Gleacher Center is located at 450 North Cityfront Plaza Drive, on the north bank of the Chicago River in the heart of downtown Chicago known as the “Magnificent Mile.” Gleacher Center offers an ideal setting for academic programs with state-of-the-art classrooms and exceptional cuisine by Wolfgang Puck Catering.

For our out-of-town participants, contact us for discounted rates at hotels in proximity to our locations.

PROGRAM FEES

Program fees listed in this guide, in the individual program brochures, and on our website are subject to change and payable in advance. Fees include tuition, books and instruction materials, lunches, and coffee breaks, unless otherwise noted. Chicago Booth reserves the right to cancel any program.

To view our full payment policy, visit ChicagoBooth.edu/EEPaymentPolicy.

Additional questions? Visit ChicagoBooth.edu/ExecEdFAQ.