LEADING PEOPLE AND TEAMS

Cycle 1:
November 3 – 6, 2020

Cycle 2:
December 1 – 4, 2020

Cycle 3:
May 4 – 7, 2021

Cycle 4:
November 30 – December 3, 2021

ESMT Berlin

A LEADERSHIP LABORATORY DEDICATED TO THE WHY AND HOW OF BEHAVIOR IN ORGANIZATIONS
Leading People and Teams is a leadership laboratory aimed at enhancing participants’ abilities to address the complex sets of challenges facing managers in their leadership roles. The program’s experiment-based structure helps participants to gain awareness of their blind spots as leaders and develop strategies to correct them. Participants will learn how to influence decision makers in support of their initiatives, how to diagnose and remedy potentially toxic organizational dynamics, and how to bolster their leadership through a well-functioning, productive professional network. The laboratory’s challenging but safe environment provides participants with the opportunity to reflect on their experiences as leaders, experiment with different leadership approaches, and receive valuable feedback and support from both faculty and peers. The individual learning experiences are seconded by a full day of group executive coaching as well as post-program follow-ups.

**TOPICS INCLUDE**

✓ Empowering individuals and teams  
✓ Creating a compelling leadership vision  
✓ Coalition-building and influence tactics  
✓ Developing effective informal networks  
✓ Leadership coaching

**METHODS**

We have designed an experience-based program for managers who want to become better leaders. As a result, our program relies on methods specifically chosen for this group, including self-assessment tools, interactive mini-lectures, case discussions, business simulations, executive coaching, and in-depth interactions with peers and faculty.

**WHO SHOULD ATTEND**

Executives with experience in leading employees and teams who intend to increase their effectiveness in reaching organizational goals through people.

**INDIVIDUAL AND ORGANIZATIONAL BENEFITS**

By exploring the challenges they may face when attempting to create productive work environments, executives will gain a clear sense of the mindset, competences, and behaviors needed to be effective leaders. They will learn how to capitalize on and leverage their strengths and weaknesses, as well as those of their employees, peers, and superiors. Additionally, they will enhance their emotional intelligence, learn influencing strategies, acquire tools to strengthen their professional networks, and discover the satisfaction of successful leadership. Participants learn state-of-the-art knowledge, tools, and methods that they can immediately apply once they return to their organizations. Furthermore, ESMT provides both participants and their organizations with a far-reaching and active network of global business contacts.
Thank you for this well-organized program. A high level of competence was well presented. I found all of the presenters to be uniquely capable of capturing my attention and helping me reflect on my leadership style, and more importantly the things to focus on for further growth. I would strongly recommend this course to anyone wanting to enhance their leadership skills.

Jörg Clement,
Regional Director EMEA,
FLIR Integrated Imaging Solutions Germany
The Postgraduate Diploma in Management is a university-level certificate offered by ESMT Berlin. To acquire this diploma, candidates have to enroll for a minimum of 18 program days spread over a period of 30 months. The postgraduate syllabus covers all major topics on leadership and general management.

We have further divided the course of study into three tracks: Leadership and Social Responsibility, Managing Technology, and General Management. The tracks allow participants to customize their course of study to suit their personal needs.

The programs have been designed – and will be led – by ESMT faculty members and ESMT visiting faculty, who will also advise participants throughout their studies. Programs are offered in both German and English.

Tuition fees vary, depending on the number of programs participants choose.

Leading People and Teams is part of the cluster Leadership and Social Responsibility and counts toward 4 of the 18 days necessary to gain the diploma.

**TUITION: €5,300*, €4,900* (MAY 2021)**
Tuition fee includes program attendance, all materials (usually in electronic form), any online access and the certificate of attendance. Travel costs and a daily delegate fee are not included.

*Program prices are net prices. Value-added tax will be added where it is legally required. Deductions for items such as banking fees, withholding taxes, or cash discounts for prompt payment are not possible. According to Art. 132 (1) i of the Council Directive 2006/112/EC of 28 November 2006 on the common system of value added tax, this service is exempt from VAT.

For general terms and conditions, and details on the application process please go to: execed.esmt.berlin/gtc

**CONTACT US**
Our admissions team office will be glad to answer any questions you might have regarding this program.

**ESMT**
European School of Management and Technology GmbH

ESMT Berlin
Schlossplatz 1
10178 Berlin
Germany

programs@esmt.org
+49 30 21231-3130

execed.esmt.berlin/leading
exced.esmt.berlin