LEADING WITH PSYCHOLOGICAL INTELLIGENCE

November 17 – 20, 2020
June 7 – 10, 2021
November 6 – 19, 2021
ESMT Berlin

ENHANCING YOUR LEADERSHIP EFFECTIVENESS THROUGH A BETTER UNDERSTANDING OF WHAT REALLY DRIVES SUBORDINATES, PEERS, AND SUPERIORS
Leading with Psychological Intelligence responds to the increasing demands on executives to enhance their leadership efficacy through better connections with subordinates, peers, and superiors. Psychological research offers many insights into human behavior. This program applies these research findings to the everyday behavior of modern executives, helping them to build foundations for productive relationships with people in organizations, to recognize what motivates both themselves and others, and to learn the most effective ways of working with a range of individuals. Supported by research, participants will discover how they perform as leaders through resolving cases, self-reflection, experiential exercises, lectures, group discussions, peer consultations, and coaching sessions. The number of participants in this course will be significantly lower than what is standard in the executive education industry in order to encourage active involvement and ensure personalized attention to each participant’s needs.

TOPICS INCLUDE

✓ Overview of critical psychology findings relevant for leaders
✓ Emotional and social competencies of leaders
✓ Handling psychologically challenging work-related situations
✓ Dealing with necessary evils
✓ Overcoming internal barriers to change
✓ Facing adversity with resilience and perseverance
✓ Leadership styles
✓ Individual leadership coaching session

METHODS

We have designed an experience-based program for managers who are not afraid of tackling difficult topics and exploring dilemmas that may be psychologically taxing. As a result, the program relies on methods specifically chosen for this group.

WHO SHOULD ATTEND

Executives leading diverse individuals or teams whose ability to mobilize the talents and efforts of others directly affects the successful achievement of company goals.

INDIVIDUAL AND ORGANIZATIONAL BENEFITS

Participants will leave the program equipped with concepts and tools needed to better understand the principles of human behavior within organizations. The knowledge gained from program activities will help executives increase acceptance of their ideas and work requests and establish productive working relationships. The program will offer opportunities to gain insights into participants’ own leadership motivation and behaviors. Participants profit from the current state of research and accumulated accounts of organizational experiences. During the program they work with real cases and are encouraged to think about the transfer of learning points to their companies.
 FACULTY

KONSTANTIN KOROTOV (PROGRAM DIRECTOR) is a professor of organizational behavior and faculty lead of the Executive MBA program. In addition to his academic work, he has more than 20 years of practical management and leadership development experience across the globe. Konstantin conducts research on leadership development, leadership coaching, careers, and executive education. He has authored, co-authored, and co-edited seven books and multiple academic and practitioner articles, award-winning business cases, and book chapters on leadership development and executive coaching. Additionally, he is the founder of the ESMT Coaching Colloquia series – premier professional development events for the world’s leading executive coaches.

FRANCIS DE VERICOURT is a professor of management science at ESMT Berlin. Francis’s general research interest is in operations excellence with an overlap in managerial decision-making. His current focus is on business sustainability and social innovation. His research has been published in leading management journals, including Management Science, Operations Research, and Manufacturing & Service Operations Management. His work has won several awards. He is the current chair of the MSOM sustainability special interest group of the Institute for Operations Research and the Management Sciences. Francis is also on the editorial boards of several leading academic journals.

MARTIN SCHWEINSBERG is an assistant professor of organizational behavior at ESMT Berlin. Previously he was an assistant professor at INSEAD. Martin obtained his PhD from London Business School and also holds a MSc (cum laude) and a BSc (with honours and cum laude) in psychology from the University of Amsterdam.

EXECUTIVE COACHES working in this program are hand-picked professionals helping leaders define and achieve their goals. In this program they will work on idiosyncratic, as well as common challenges faced by participants.

Illuminating when it comes to understanding yourself, your relationship with others, and the influences involved. Thoroughly enjoyable as well.

Suzanne Hayward, Managing Director, Corporate and Investment Banking, UniCredit Bank

KONSTANTIN KOROTOV, Program Director
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 with Psychological Intelligence is part of the cluster Leadership and Social Responsibility and counts toward 4 of the 18 days necessary to gain the diploma.

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.

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POSTGRADUATE DIPLOMA IN MANAGEMENT – YOUR RETURN ON INVESTMENT

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For more information go to:
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