

# LEADING WITH PSYCHOLOGICAL INTELLIGENCE

ESMT  
BERLIN



#### Location

ESMT Berlin



#### Tuition fee\*

€5,300 (June)

€5,500 (November)



#### Language

English



#### Duration

4 days



June 7 – 10, 2022

November 8 – 11, 2022



#### Certificate

You receive a certificate upon completion of the program.

#### Postgraduate Diploma in Management

The program counts toward 4 of the 18 days necessary to receive the diploma.



[execed.esmt.berlin/leading-psychological-intelligence](https://execed.esmt.berlin/leading-psychological-intelligence)

This program 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, and we will apply these to your everyday behavior as a modern executive, helping you to build foundations for productive relationships, recognize what motivates both yourself and others, and learn the most effective ways of working with a range of individuals. Supported by research, you will discover how you perform as a leader using various methods.

The number of participants will be significantly lower than in the standard executive education course in order to encourage active involvement and ensure personalized attention to each participant's needs.

## Who should attend the program?

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

## Key topics

- 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

## Teaching methods

Interactive lectures

Psychometric assessments

Experiential exercises

Business cases

Group coaching

Peer consultations

# Leading with Psychological Intelligence

## Day 1

- Why should anyone follow me?
- Tasks of a leader
- Personality and leadership

## Day 2

- Leadership styles
- Leading discovery vs. execution
- Psychology of necessary evils

## Day 3

- Group coaching and reflection day

## Day 4

- Psychology of change
- Psychological intelligence in practice
- Subjective well-being
- Leadership and career development

## Key benefits

- ✔ Understanding better the principles of human behavior within organizations
- ✔ Increasing acceptance of your ideas and work requests
- ✔ Establishing more productive working relationships
- ✔ Gaining insights into your own leadership motivations and behaviors

\*For general terms and conditions and details on the application process, please go to: [execed.esmt.berlin/gtc](https://execed.esmt.berlin/gtc)



Konstantin Korotov

## Faculty

### Konstantin Korotov

is a professor of organizational behavior and faculty lead of the Executive MBA program. He has authored several 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.

## Contact

### ESMT Berlin

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*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