COLUMBIA | SIPA
School of International and Public Affairs

Picker Center for Executive Education
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LEADING WITH IMPACT

Skills for Complex Challenges

Executive Education

Overview

In today's interconnected world, leaders face a number of global crises, disasters, and funding constraints. Leading with Impact equips participants with the practical frameworks and tools to effectively prepare for, adapt to, and manage these complex challenges.

Course Objectives

This two-day intensive course offers a unique opportunity for mid-and senior-level leaders from government agencies, as well as the private and non-profit sectors, to gain an in-depth understanding of complex organizational challenges and opportunities. Participants will learn and develop their professional skills in crisis leadership, effective negotiation, strategic communications, critical decision-making, risk management, cross-sector collaboration, political strategy, and policy influencing.

The program will enhance participants' ability to appreciate the complexity of managing large-scale and extreme events, not only from an operational viewpoint but also from an interagency and strategic perspective.

Professional Benefits and Skills

Cross-Sector Collaboration – Develop effective organizational partnerships across sectors through interactive exercises to evaluate collaborative impact.

Crisis Leadership – Examine human performance in a crisis and how leaders influence others to adapt to extreme events in an interconnected world.

Effective Negotiation – Improve negotiation skills by learning and practicing a five-point negotiation framework that turns emotional obstacles into assets.

Skillful Communication – Identify core messages to communicate to various audiences and practice delivering them in challenging circumstances.

Policy Influencing – Learn how to influence policy discussions and decision-makers for complex challenges.

Managing Extreme Events – Discover how organizations manage risk and prepare for dealing with novelty for greater resilience.

WORLD RENOWNED FACULTY

Joann Baney teaches in the Executive MPA program at Columbia SIPA and Executive MBA program at Columbia's Graduate School of Business.

Howard W. Buffett is an Adjunct Associate Professor of International and Public Affairs and an Adjunct Research Scholar at Columbia SIPA.

Steven Cohen is the Senior Vice Dean of the School of Professional Studies and the Director on Sustainability Policy and Management at the Earth Institute.

Joseph Pfeifer is a Professor at Columbia SIPA and a Senior Fellow at the Harvard Kennedy School. He is retired from the FDNY as an Assistant Chief.

William Eimicke is Professor of Practice in International and Public Affairs and the Director of the Picker Center for Executive Education and Executive MPA program.

Reid Sawyer leads the strategy and delivery of Marsh's cybersecurity consulting. He spent 20 years in the army and taught at the U.S. Military Academy and Columbia SIPA.

Daniel Shapiro is founder of the Harvard International Negotiation Program and serves as Associate Professor in Psychology at the Harvard Medical School.

COURSE DETAILS

- **April 26-27, 2027, 8:30am-5:30pm**
- **Format:** In-person on campus
- **Fee:** $2,995; $2,700 for Columbia alumni, groups, and corporate partners
- *Certification of Participation* awarded

For More Information & Registration