

**Picker Center for Executive Education**  
420 West 118th Street  
New York, NY 10027  
(212) 854-2710  
<http://sipa.columbia.edu/leading-impact>



## LEADING WITH IMPACT OVERCOMING COMPLEX CHALLENGES

An executive course that equips public, private, and philanthropic sector participants with crisis leadership and effective management skills to make complex decisions in challenging times.

### Overview

**Leading with Impact** is the ability for leaders to adapt in complex decision-making environments, and to inspire others into action. Doing this effectively requires a wide array of tools and frameworks for managing diverse and constantly changing conditions. How well leaders are able to integrate innovative financing, strategic communication, crisis management, political strategy, conflict mitigation, and collaboration can have a profound impact on their success and their stakeholders.

### Course Objectives

**This two-day intensive course** offers a unique opportunity for mid- and senior-level managers from government, as well as from 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 frameworks in the areas of negotiation, conflict management, strategic communication, critical decision making, policy influencing, and the measurement of social impact.

The program will enhance participants' ability to appreciate the complexity of managing large-scale organizations and events, not only from an operational viewpoint, but also from a policy 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 get others to adapt to extreme events in a networked world.
-  **Effective Negotiation** – Improve negotiation skills by learning and practicing a five-point negotiation framework that turns emotional obstacles into assets.
-  **Strategic 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 during complex challenges.
-  **Columbia Network** – Build a lasting peer network of leaders from around the world.

### WORLD RENOWNED FACULTY

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

**Howard W. Buffett** is an Adjunct Associate Professor and Adjunct Research Scholar at Columbia University's School of International and Public Affairs.

**Ester Fuchs** is Professor of International and Public Affairs and Political Science and is the Director of the Urban and Social Policy Program at SIPA.

**Joseph Pfeifer** is the Director for Crisis Leadership at Columbia's National Center for Disaster Preparedness and a Senior Fellow at the Harvard Kennedy School and West Point's Combating Terrorism Center.

**Daniel L. Shapiro** Ph.D. is founder of the Harvard International Negotiation Program, serves as Associate Professor in Psychology at Harvard Medical School, and is on the faculty at Harvard Law School.

### COURSE DETAILS

- **September 26-27, 2019**
- Fee: \$2,200
- *Certification of Participation* awarded
- Columbia University Campus
- For more information, visit:

<http://sipa.columbia.edu/leading-impact>