

**Picker Center for Executive Education**

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<https://www.sipa.columbia.edu/leading-impact-skills-for-complex-challenges>



## LEADING WITH IMPACT Skills for Complex Challenges

### Live Online Executive Education

#### Overview


**Leading with Impact** is the ability to get others to adapt to challenging events by unifying efforts to solve complex problems. Doing this effectively requires a wide array of tools and frameworks for managing diverse and continuously changing conditions. How well leaders can integrate strategic communication, crisis leadership, policy influencing, conflict mitigation, innovation, and collaboration can have a profound impact on their success and their stakeholders.


#### Course Objectives


**This intensive online 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 skills in negotiation, public communication, critical decision making, problem-solving, policy influencing, cross-sector collaboration, and crisis leadership.


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 connected 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.

 **Leading in a Pandemic** – Panel discussion on COVID-19 and how the Leading with Impact skills can be applied to managing a pandemic.

#### WORLD RENOWNED FACULTY

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

**William Eimicke**, PhD is Professor of Practice in International and Public Affairs and the founding director of the Picker Center for Executive Education at Columbia University.

**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. Retired FDNY Assistant Chief.

**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 affiliate faculty at the Program on Negotiation at Harvard Law School.

**Zachary Tumin** is Adjunct Professor of International & Public Affairs and a former NYPD Deputy Commissioner for Strategic Initiatives.

**National Center for Disaster Preparedness** faculty and staff from Columbia University.

#### COURSE DETAILS

- **Fall 2020, six of online classes**  
Nov. 10, 17, 24, Dec. 1, 8, 15
- Fee: \$1,700
- *Certification of Participation* awarded  
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