

Picker Center for Executive Education
420 West 118th Street, Suite 400
New York, NY 10027
lm2977@sipa.columbia.edu



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 of strategic communications, crisis management, political strategy, conflict mitigation, and collaboration to 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, 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 crisis leadership, effective negotiations, strategic communications, critical decision-making, risk management, cross-sector collaboration, 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 SIPA and Executive MBA program at Columbia's Graduate School of Business.

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

Steven Cohen, Ph.D. is the Senior Vice Dean of Columbia's School of Professional Studies and a Professor in the Practice of Public Affairs, Director on Sustainability Policy & Management, in the Earth Institute.

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

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

Daniel L. Shapiro, Ph.D. is the 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

- **March 20-21, 2024, 8:30am-5:30pm**
 - **Format:** In-person and online
 - **Fee:** \$2,350; group rates available
 - *Certification of Participation* awarded
- [For More Information & Registration](#)