

WOMEN MEAN BETTER BUSINESS

SMITH COLLEGE EXECUTIVE EDUCATION FOR WOMEN



MID-LEVEL EXECUTIVE PROGRAM FOR WOMEN

A cross-industry, 360-degree leadership development program for women leaders in middle management

JUNE 18 - 23, 2017

SMITH COLLEGE • NORTHAMPTON, MA



SMITH COLLEGE
EXECUTIVE EDUCATION *for* WOMEN

Celebrating 40 Years



PROGRAM FEATURES

Strategy: Understand how to anticipate and respond to market changes

Executive Presence: Learn to project a leadership approach, competencies, and skills that signal an in-control, mature level of self-confidence that mobilizes others to act

Persuasion and Leadership Influence: Drive effective executive decision-making

Political Savvy: Grow your political astuteness and social intelligence in the workplace, learning how to recognize and navigate formal and informal systems, practices, relationships, and cultures so that you can better achieve organizational objectives

Negotiation for M&A: Learn strategies for effectively negotiating mergers and acquisitions, and understand the decision-making process

WHO SHOULD ATTEND?

Women who:

- Are mid-level managers and directors, with 12+ years of post-college experience
- Have experience leading teams with operational, business unit, or line responsibilities
- Are targeted to have global leadership responsibilities

Past participant titles have included:

- Global Marketing Director
- AVP, Corporate Accounting

ABOUT THE PROGRAM

The Mid-level Executive Program is a women-only, cross-industry, 360-degree leadership development program that harnesses the power of stepping away from day-to-day work and life responsibilities to focus on personal, professional, and organizational growth.

Women who attend this program will reflect on who they are as leaders and their ability to motivate and lead others, moving from executive management—managing projects and tasks - to executive leadership—inspiring and leading others to perform.

Participants learn with world class faculty, from each other, and through the exchange of ideas between leaders from different organizations and industries around the world. The cross-industry, women-only environment delivers maximum ROI and results in terms of sustainable, breakthrough leadership development.

WHY AN ALL-WOMEN PROGRAM?

Experience.

Smith College Executive Education has 40 years of success in developing exceptional women leaders. Smith's signature all-women classroom model supports women's natural collaborative and participatory learning style, creating an environment where women can take full advantage of their learning experience.

Impact.

Fortune 500 organizations report significant improvements in areas like leadership, strategic thinking, and retention as a direct result of enrolling women in Smith programs.

Network.

Women who attend the *Mid-level Executive Program for Women* build a global network of true peers – other women executives striving to advance their careers in the face of isolation, subtle bias, and ongoing struggles with work-life integration.

THE SMITH METHOD

360-DEGREE LEADERSHIP



ORGANIZATIONAL

- Strategy development
- Negotiation techniques
- Shareholder value creation

PROFESSIONAL

- Peer coaching
- Leadership vision and narrative
- Political intuition development
- Senior executive mentorship

PERSONAL

- Reflection practice
- Personal and professional well-being
- Learned and shared life and career experiences

TYPICAL DAILY SCHEDULE

WELLNESS PROGRAM

BREAKFAST at the historic Hotel Northampton

REFLECTION & LEADERSHIP NARRATIVE
Daily practice to develop greater purpose

MORNING SESSION

Faculty presentation with roundtable discussion and team breakout

LUNCH

Connect with peers over a healthy buffet-style lunch

AFTERNOON SESSION

Faculty-led business case discussion, team project, and presentation

DINNER

Networking dinners in vibrant downtown Northampton

PROGRAM ELEMENTS



REFLECTION



PEER COACHING



LEADERSHIP NARRATIVE



TOOLKITS AND FRAMEWORKS



CASE STUDIES



EXECUTIVE PANEL



SMALL GROUP EXERCISES



HEALTH AND WELLNESS



LEADERSHIP ASSESSMENT

PROGRAM DIRECTOR



Iris Newalu

Executive Director,
Smith College Executive Education
Academic Director & Facilitator

FEATURED FACULTY



Ella L.J. Bell Smith

Professor of Business Administration and Organizational Behavior, Tuck School of Business at Dartmouth College



Brian Uzzi

Richard L. Thomas Professor of Leadership and Organizational Change, Kellogg School of Management

REAL WOMEN, REAL STORIES



“I have been thinking a lot about how to be deliberate in my actions to achieve my greater goals.

I found the content on strategic thinking to be very helpful. It can be so easy to lose sight of the strategy when caught up in the day-to-day work.”

—Development & Campaign Director, Higher Education

“I have gained a better awareness of myself and how others perceive me.

One of the most important things I learned was how to approach situations differently. The networks and relationships that I created are invaluable.”

—Assistant Vice President, Insurance Industry

“I think this program is unique in that it is a deep-dive immersion into highly relevant topics,

and you are surrounded by other top female talent who can really challenge your thinking at an even higher level.”

—Director, Medical Devices

PROGRAM AT A GLANCE

APPLICATION

To register, please email leadership@smith.edu

PROGRAM DATES

June 18 - 23, 2017

PROGRAM FEE

\$10,500 USD
Group discounts available

DEADLINE

Space is limited,
reserve seats now

LOCATION

Smith College Campus
Northampton, MA, USA

FOR MORE INFORMATION

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www.smith.edu/execed



OTHER SMITH EXECUTIVE EDUCATION PROGRAMS

ABOUT SMITH COLLEGE EXECUTIVE EDUCATION FOR WOMEN

Smith College Executive Education for Women prepares organizations to compete in a highly competitive global economy. Smith's leadership programs for women enable forward-thinking organizations to build a pipeline of high-performing women leaders at all levels of the company.

Established in 1975, long before other leadership programs were open to women, Smith remains the leader in women-only executive leadership development.

Smith's approach to executive education blends academic rigor with a dialogue centered on real-world business issues. Smith's signature all-women classroom model supports women's natural collaborative and participatory learning style, and creates an environment where women can build bonds of trust, mutual respect, common experience and a global network for life-long learning.



SENIOR LEADERS IN STEM Directing Innovation

Transforms senior-level businesswomen in science, technology, and engineering into global strategists and innovators who are poised to contribute more broadly to their organizations' continued success. This program is designed collaboratively with the Society for Women Engineers.

EMERGING MANAGERS IN STEM From Specialist to Strategist

Equips aspiring managers in science, technology, and engineering with career-transforming skill development, preparing them for success in management. This program is designed collaboratively with the Society for Women Engineers.

SENIOR GLOBAL LEADERS Senior Executive Program

Global executives are challenged to expand their capacity to drive global strategy and execution in the context of profound disruption.



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