

LDP4201 Leadership: Making Principles Work

Code

LDP4201

Title

Leadership: Making Principles Work

Credits

3

Description

The main objective of this course is to equip students with tools necessary for analyzing leadership activities within the organizations. The course will also introduce contemporary leadership concepts and practices through delivering guest lectures and simulating leadership exercises. Students will learn major approaches to leading people that will serve as the basis for future organizational success.

Objectives

By the end of the course you should be able to: understand how to develop competences for building the vision recognize your own emotions and feelings and those of others build relationships and understand how to influence others diagnose the organization's leadership capacity and address the present challenges

Assessment

60 % -first and second assessments

40 % -final assessment

Tentative course outline**Week1**

"Session 1 Course Introduction Session 2 Course Introduction "

Week2

"Session 1 Class Discussion Topic: Building the Vision Material: Building Your Company's Vision by James C. Collins and Jerry I. Porras, HBR, 2007. Session 2 Guest Speaker "

Week3

"Session 1 Class Discussion Topic: Visionary Leadership Material: Trouble in Paradise by Katherine Xin and Vladimir Pucik. HBR, 2003. Session 2 Guest Speaker "

Week4

"Session 1 Class Discussion Topic: Developing Emotional Intelligence: Personal Values Material: Hay Group. Self-Awareness Exercises Hay Group. Emotional and Social Competency Assessment Questionnaire Leading by Feel. HBR, 2004. Session 2 Guest Speaker"

Week5

" Session 1 Class Discussion Topic: Developing Emotional Intelligence: Influence Strategies Material: Hay Group. Managerial Style Exercise Leadership that Gets Results by Daniel Goleman. HBR, 2004. Session 2 Guest Speaker "

Week6

"Session 1 Class Discussion Topic: The Art of Persuasion Material: The Tactics and Ethics of Persuasion by Philip G. Zimbardo. Attitudes, Conflicts and Social Change, 1972. The Geography of Trust by Saj-nicole A. Joni. HBR, 2004. Session 2 Guest Speaker "

Week7

"Class Discussion Topic: Developing the Founder's Mind Material: The Founder's Dilemma by Noam Wasserman. HBR, 2008. Case: Meg Whitman at eBay Inc. by Linda A. Hill and Maria T. Farkas. HBS, 2005. Session 2 Guest Speaker "

Week8

"Session 1 MID-TERM EXAM Session 2 Guest Speaker "

Week9

"Session 1 Case Presentations Material: Meg Whitman at eBay Inc. by Linda A. Hill and Maria T. Farkas. HBS, 2005. Session 2 Guest Speaker "

Week10

"Session 1 Case Presentations Material: Meg Whitman at eBay Inc. by Linda A. Hill and Maria T. Farkas. HBS, 2005. Session 2 Guest Speaker "

Week11

"Session 1 Class Discussion Topic: Getting the Right Results Material: Ideas are Born in Fields of Play by Charalampos Mainemelis and Sarah Harvey. HBR, 2010. Case: Harrah's Entertainment, Inc.: Rewarding Our People by Thomas Delong and Vineeta Vijayaraghavan. HBS, 2002. Session 2 Guest Speaker "

Week12

"Session 1 Case Presentation Material: Case: Harrah's Entertainment, Inc.: Rewarding Our People by Thomas Delong and Vineeta Vijayaraghavan. HBS, 2002. Session 2 Guest Speaker "

Week13

"Session 1 Case Presentation Material: Case: Harrah's Entertainment, Inc.: Rewarding Our People by Thomas Delong and Vineeta Vijayaraghavan. HBS, 2002. Session 2 Guest Speaker "

Week14

"Session 1 Class Discussion Topic: The Art of Persuasion Material: Harnessing the Science of Persuasion by Robert B. Cialdini. HBR, 2001. Session 2 Guest Speaker "

Week15

"Session 1 FINAL ESSAY Class Discussion Topic: Getting the Right Results Material: Case: Sheikh Mohammed and the Making of "Dubai, Inc." by Anthony J. Mayo et al. HBS, 2010. Session 2 Guest Speaker "