

# Leadership Winter Academy

## 27 November – 01 December 2017

**Target group:** Senior Managers in the development setting (Advanced level)

**Learning objectives:** Senior managers in the development setting often experience very specific leadership challenges – leading multicultural teams in highly competitive environments; facing tough negotiations with donors, clients and staff; ensuring integrity and continuity. This course is customized to ensure that participants master the 5 essential leadership skills needed to build strong and sustainable business models in emerging and developing countries.

Day	Session
Day 1	<p><b>Be a leader – Walk the Talk</b></p> <ul style="list-style-type: none"> <li>■ Leadership Styles and Body Language: Role Play of challenging Leadership Situations in Development Finance Institutions</li> </ul> <p>Analysis of individual leadership styles / coaching</p>
Day 2	<p><b>Create Value: Negotiation Tactics</b></p> <ul style="list-style-type: none"> <li>■ Tactics in Negotiations: What should be on the table, how should this be approached and who should be involved</li> </ul> <p>Building Coalitions and engaging with donors: Role Play for Development Finance setting</p>
Day 3	<p><b>Building Winning (Football) Teams: Leadership in Teams and Decision Groups</b></p> <ul style="list-style-type: none"> <li>■ Lessons from Professional Sports</li> <li>■ Selecting and hiring at development finance institutions</li> <li>■ Case Study</li> </ul>
Day 4	<p><b>Leading Winning (Football) Teams: Charismatic and Transformational Leadership</b></p> <ul style="list-style-type: none"> <li>■ Motivation and Performance on the Pitch and at your institution</li> <li>■ Retaining Talent in a highly competitive environment: poaching / succession planning, etc.</li> <li>■ Case Study</li> </ul>
Day 5	<p><b>Exercise Integrity: Moral and Authentic Leadership</b></p> <ul style="list-style-type: none"> <li>■ Dealing with Ethical and Moral Dilemmas in the Development Finance context</li> <li>■ Wrap-Up of the Week</li> </ul>

## Administrative Details

- Date:** 27 November – 01 December 2017
- Training Venue:** Frankfurt School of Finance & Management,  
Adickesallee 32–34, 60322 Frankfurt am Main / Germany
- Course Fee:** The course fee is **EUR 3,750**  
The course fee includes all training materials, visa support and full-board accommodation in a high-class hotel.  
We are offering a general group discount of 10% for companies bringing 2 or more participants.
- MasterCard Scholarships:** The MasterCard Foundation Scholars Programme allows participants without sufficient funding to attend the Leadership Winter Academy by providing partial scholarships for tuition fee and travel costs.
- Language:** English. No translation will be provided.
- Cultural Programme:** A colourful social programme will also accompany the training.
- Registration:** You can apply online at:  
<http://www.frankfurt-school.de/home/international-advisory-services/development-finance-programmes/leadership-winter-academy.html>  
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[www.frankfurt-school.de/summer\\_academy](http://www.frankfurt-school.de/summer_academy)