

The INSEAD logo is a green circle containing the word "INSEAD" in white, serif, all-caps font. A thin white horizontal line is positioned below the text.

INSEAD

Executive Education



مؤسسة الكويت للتقدم العلمي
Kuwait Foundation for the Advancement of Sciences

Executive Leadership Programme

Stepping up into leadership brings exciting changes and opportunity for growth, but also poses many challenges. Indeed, it is one of the most difficult transitions executives will face in their careers.

The challenges one faces; the questions one is asked and the decisions one makes take on an additional complexity as one move into leadership positions. How do you set clear and consistent performance expectations for those around you and how do you manage the different personalities with which you now work?

Stepping into leadership positions means embracing a new mindset, a new focus and accepting change. To truly lead other effectively, one must first learn to lead oneself for change.

The **INSEAD-KFAS Executive Leadership Programme** will help you understand how to get to grips with your move into leadership.

Over 4 days, you will be guided on how to drive change and results under complexity, how to build effective collaborative partnerships and how to make complex decisions under uncertainty, to name but a few topics the programme will cover.

Ultimately, you will leave with a better understanding of what it means to be a good leader in today's global and complex business environment; A good leader not just for yourself, but also for others.

Key benefits

- Learn about the complex challenges that leaders encounter when they drive change and results in complex situations, and how to overcome these challenges by tapping into peoples' motivations, giving them feedback, and effective communication
- Learn about the personal challenges leaders face when they change roles, how to view mistakes and failures as opportunities for learning and personal development and developing talent
- Learn how to build and maintain trusting relationships within and outside of the team
- Learn how to influence without authority and why it is one of the key aspects of being a successful leader
- Increase your effectiveness to build more collaborative partnerships with both internal and external stakeholders in your ecosystem.

Participant profile

Participants of this highly selective programme are Kuwaiti Nationals working in the Private and Public sector. Targeted positions are Senior Leaders, General Managers, CEOs, Senior Executives, Executive Managers and Assistant General Managers. Participants hold top-level positions and are in the mature phase of their careers. They will typically have a minimum of seven years of managerial experience.

The Business School
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Programme content

Leadership Challenges in Today's World

The session allows us to learn about the personal challenges leaders face when they change roles, how to view mistakes and failures as opportunities for learning and personal development and developing talent, and how to understand differences in interpersonal styles and use them effectively to build strong and resilient teams and partnerships to drive results.

Creating Resilient Teams for Complex Problems

The session will teach participants how to build and maintain trusting relationships within and outside the team, using team members talents to solve complex problems and collaborate to deliver results, to support teams in achieving their goals by making expertise available, and creating a cohesive and trusting environment by clearly communicating goals and instilling resilience.

Making Complex Decisions under Uncertainty

This session will build on our previous session by addressing how leaders can avoid common problems as they try to make the best possible decisions. To evaluate how participants do this themselves, we will first complete a decision-making exercise. We will then use this exercise to discuss predictable problems when making decisions under uncertainty and incomplete information, and how leaders can achieve their goals by creating a process that helps them structure the decision-making process. In doing so, we will focus specifically on the role that biases and stereotyping plays in our decision-making and how to eliminate these.

Influence without Authority

This session will highlight key issues around influence and persuasion to gain commitment from others. We will then use an interactive video case to identify key influence strategies and discuss how leaders can influence others by using the insights from our previous session on decision making biases and how they can persuade others through nudging and role modeling. We will also address how participants can develop their emotional intelligence, the ability to recognise and understand emotions in yourself and others, and leverage this to gain more influence.

Building Collaborative Partnerships

This session aims to increase your effectiveness at building collaborative partnerships with both internal and external stakeholders within your ecosystem. We give you a framework with the main ideas that every leader must know when negotiating alliances, and introduce you to cutting edge research to further expand your toolkit and instill confidence.

Driving Change and Results under Complexity

This session will synthesise our learnings from the previous days to help you understand the psychology of change, analyse the steps necessary to lead change effectively, and initiate and drive an initiative to enact change.

You will learn about the challenges that leaders encounter when they negotiate change with many stakeholders in complex situations, and how to overcome these issues by tapping into peoples' motivations and leveraging effective communication.

We will employ a combination of lectures, real-world business case studies, and experiential role play simulations.

Programme director



Eric Luis Uhlmann

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INSEAD*

Dates and Location

19- 22 November 2023, Kuwait

Contact us

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