



**Harvard Kennedy School  
Executive Education program  
for the Kuwait Foundation for  
the Advancement of Sciences:**

**Navigating Change: Decision-Making, Negotiation and Leadership Strategies**

*Sunday, June 9<sup>th</sup> – Friday, June 14<sup>th</sup>  
Cambridge, Massachusetts, USA*



**Background**

In daily decisions, we all operate from a certain set of assumptions by which we move forward our objectives and aims. Whether we know it or not, we are often guided by our decision-making, negotiation, and leadership skills and tactics built in the past, and often by instinct.

However, times of great change and consequent conflict demand enlightened leadership. In short, managers and leaders are encountering arenas in which authority is more diffuse, issues are more complex, and knowledge, collaborative processes and negotiation skills to arrive at better solutions are more important than ever. These dynamics require an openness to new thinking to face an increasingly complex tapestry of economic, political, and social challenges in response to rapidly accelerating changes.

**Program Objectives**

This customized program explores new methods of working across traditional sectors and organizational divisions to identify, understand, and address emerging business and public problems. Led by Professor Kessely Hong, the Harvard Kennedy School faculty team has designed an impactful and interactive curriculum specifically tailored to address the challenges and opportunities presented to managers, equipping them with the collaborative and innovative tools needed in today's reality.

The program will focus on understanding your own motivations and purpose as leaders, as well as how to recognize and adapt to a changing environment to lead your organization, identify key information, make difficult decisions, and negotiate with internal and external stakeholders.

**Program Format**

This intensive program features interactive lectures, exercises, simulations and films. By taking part in exercises and simulations, participants receive valuable feedback on their assumptions, strategies and techniques from fellow participants and program faculty. In particular, by comparing different outcomes achieved by other groups to their own, participants can expand their concept of what is possible, learn new methods, and modify their skills for better results.

**Learning Goals:**

- Anticipating and adapting to changes in the environment
- Noticing information gaps and collecting critical information
- Building strategies to successfully engage in difficult conversations and learn about different perspectives
- Understanding how you can engage in leadership to achieve your purpose
- Building and leading successful teams to navigate complex challenges
- Developing strategies to adapt your leadership style and motivate others
- Advocating for your own interests to claim value through negotiation
- Understanding interests and relationships in multi-stakeholder negotiations to build winning coalitions
- Designing processes to gain buy-in and manage complex information



## Program Faculty

The program will be chaired and led by Harvard Kennedy School Faculty Kessely Hong. Additional Harvard faculty members will be confirmed based on their expertise and availability as well as interest from KFAS. Tentative Faculty are listed below, however, please note that the final Faculty team will be confirmed two months before the program start date.

**Kessely Hong** is a Lecturer in Public Policy and the Faculty Chair of the MPA Programs and the Mid-Career MPA Summer Program at the Harvard Kennedy School.

**Max H. Bazerman** is Jesse Isidor Straus Professor of Business Administration at the Harvard Business School and the Co-Chair of the Behavioral Insights Group at the Harvard Kennedy School.

**Hugh O'Doherty** is Adjunct Lecturer in Public Policy at Harvard Kennedy School.

**Nathalie Laidler-Kylander** is one of the world's leading experts on nonprofit brand management

## Certificate of Completion and Alumni Status:

Upon successful completion of this program, participants will receive a Certificate of Completion from the Harvard Kennedy School of Government, Executive Education. Certificates are distributed at the end of the program; full attendance and participation is required to earn a certificate.

## HKS Executive Education Alumni Status

**Alumni Status:** Participants are considered HKS Executive Education Alumni (HKS EE Alumni)

**Events:** HKS EE Alumni are invited to attend events hosted by Harvard Kennedy School Alumni Relations, HKS Regional Alumni Associations, and by Executive Education representatives who are traveling, both domestically and internationally.

**Email Newsletters:** HKS EE alumni will be automatically subscribed to the HKS Executive Education Alumni monthly newsletter

## Who Should Attend?

This program is designed to serve mid-level professionals from private sector with 7 years of experience. All participants should be prepared to dedicate themselves fully to their studies during the program, and will be expected to take responsibility for completing all assignments and interacting fully with their colleagues. You should only participate in this program if you can commit to attending all class and preparation sessions across all days of the program.

## When Applying?

Make sure when you start the application to register for the program to submit the following documents online:

- Letter of nomination from the company
- Terms and Conditions
- Updated CV in English
- Recent Personal Photograph
- Valid US Visa
- Passport Copy