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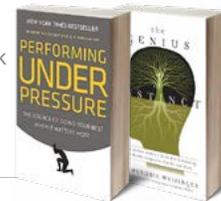
IMS Boston leadership development programs are committed to helping you expand the capacity of your teams and improving the capabilities of your entire organization.

28  
JAN

**The Emotionally Intelligent Leader: How Your EQ Determines Your Effectiveness and Success**

This program will help develop emotional intelligence competencies required by a position of leadership and provide information regarding how to cultivate emotional intelligence in your organization.

Dr. Hank Weisinger is a celebrated, influential, world renowned psychologist; a New York Times Bestselling author, a leading authority in the application of emotional intelligence and an expert in anger management.



27  
FEB

**The Manager As Coach: Critical Skills for Achieving High Performance**

This workshop will provide tools, techniques and strategies to help take your performance to the next level by exploring the latest techniques in coaching designed to improve performance, change behavior, increase engagement and build teamwork.

Bill Hawkins is an expert in leadership effectiveness who in association with Marshall Goldsmith Partners has worked with over twenty Fortune 500 companies in seventeen countries. He is also a contributing author in the Peter Drucker Foundation book "The Organization of the Future".

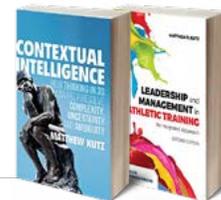


24  
MAR

**Contextual Intelligence: Navigating Leadership Complexity and Change**

Highlights of this workshop include deconstructing the mental models that poison our leadership potential and address how thinking differently improves morale, helps to navigate uncertainty and improves personal and employee engagement.

Dr. Matthew Kutz is an award-winning author and international scholar. His book on Contextual Intelligence was a Leadership Book Award honoree for Innovation and Cutting-Edge Perspective. In addition, he has written other books and textbooks on leadership and management.



15  
APR

**The Leadership Imperative: Improving Performance through Trust, Communication and Teamwork**

Learn skills that help you collaborate, communicate, and resolve differences more successfully. Through interactive exercises you will integrate knowledge with practice so that the skills you learn will become second nature by the time you return to work.

Neil Staker is known for his clear, approachable, and interactive speaking style. He has taught communication skills to thousands of people including leaders from American Express, Symantec, Cerner, UMB Financial, and Monsanto.

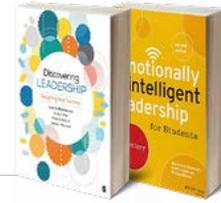


14  
MAY

**The Courage to Confront: Problem Solving in the Face of Conflict**

This thought-provoking session includes a deep dive into emotional intelligence and why emotions are critical to your success. It will also explore seven basic conflict management styles and a model for navigating difficult conversations.

Dr. Scott J. Allen is the Dr. James S. Reid Chair in Management at John Carroll University with clients that include Federal Reserve Bank of Cleveland, Sherwin Williams, Progressive, NASA-Glenn, Cleveland Clinic, Medical Mutual.

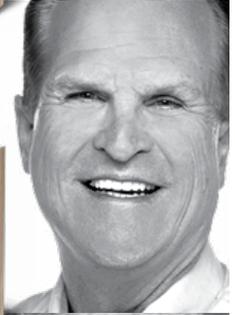


10  
JUN

**Exceptional Leadership: Skills Every Manager Must Master**

This session explores what managers in the best organizations do in the areas of developing and communicating a vision, leading change and coaching and inspiring their team members.

Peter Barron Stark specializes in helping leaders improve their communication skills, build stronger relationships, hold direct reports accountable and build a reputation for delivering superior results. He has been published worldwide in over 300 articles and has written ten books.



14  
JUL

**Dealing with Difficult People: Bringing Out the Best in Others**

Examine why effective communication requires the right tactic for each difficult behavior and learn the keys for unlocking successful communication. The examples and exercises in this workshop will transform behaviors that strain all relationships.

Dr. Rick Brinkman is author of numerous books and is frequently used by media as a communication expert who has been featured on CNN, The Wall Street Journal, and Oprah magazine. His clients have included LucasFilm, IBM, Intel, Ford, US Army, FAA and Red Cross.



19  
AUG

**Critical Thinking to Reach the Best Decisions**

This workshop will help you improve your decision making skills by offering behavioral insights into how people think and make decisions while providing strategies on how managers can deal more effectively with ambiguous information and uncertainty.

Dr. John Austin is an award-winning teacher and facilitator with experience working with executives and practicing managers on six continents. His work has been mentioned in a number of media outlets and the author of the book, "Unquestioned Brilliance: Navigating a Fundamental Leadership Trap".

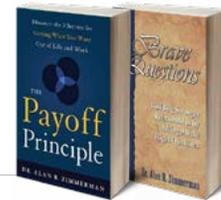


23  
SEP

**The Power of Partnership: Seven Keys to Better Relationships and Greater Teamwork**

In this program, you will sharpen the tools needed to communicate more effectively, build relationships more easily, and get the cooperation of others more quickly. Expect to make a difference when you return to your work or home.

Dr. Alan Zimmerman has delivered more than 2,000 programs in 22 countries. He has written several books and hundreds of articles on communication, change management and team relationships. His clients include 3M, American Express, DHL, IBM, U.S. Army, U.S. Steel, Mayo Clinic, and Merck.



14  
OCT

**Executive Presence: Convey Confidence and Command Respect as a Leader**

With this workshop, leaders will gain the tools needed to develop their executive presence and become the elite performers who influence outcomes, contribute to major decisions, and drive change for the betterment of the company.

Joel Garfinkle is recognized as one of the top 50 executive coaches in the U.S. He is the author of 8 books and over 300 articles on leadership and is regularly featured in the national media, including ABC News, the New York Times, Wall Street Journal and Forbes.

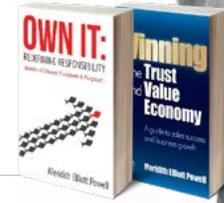


18  
NOV

### The Emerging Leader: Moving from Individual Contributor to Leadership

You will learn the skills every emerging leader needs to know to make the transition to leadership in the areas strategic and critical thinking, difficult conversations, delegation, leading change and coaching/development of your team.

Meredith Elliot-Powell was voted as one of the Top 15 Business Growth Experts to watch by Currency Fair and one of the Top 50 Motivational Speakers. She is also an award-winning author, keynote speaker and business strategist.



9  
DEC

### Powerful Women Leaders: How to Connect, Engage and Succeed

This course will help women leaders learn the necessary tools for leadership; improve their communication and negotiation skills; understand the role of emotional intelligence and cultural competence in achieving success.

Dr. Debbye Turner Bell is broadcast journalist, motivational speaker, workshop facilitator and corporate trainer. For over a decade she was a staff correspondent for CBS news and has appeared on the Today show, Late Night with David Letterman and The Oprah Winfrey Show.

## ABOUT IMS

The Institute for Management Studies (IMS) was created in San Francisco in 1974 by its visionary founder Gordon Peters with the mission of providing member organizations with a steady diet of innovative, world-class leadership development opportunities. IMS has since grown to 15 regions in North America, supporting leadership development efforts in hundreds of organizations. The IMS membership approach allows organizations to help shape regional curriculum and provide direct input on programs and faculty selection. IMS ensures the availability of an annual curriculum with monthly programs on a variety of topics. The IMS model is a cost-effective cost-share approach whereby members essentially split the cost of the venue and educator's honorarium and expenses with other members – but only pay proportionate to the amount of people attending each event. Attendees benefit from selecting the topic that best suits their needs, and direct exposure to inspirational experts teaching an evolving array of topics. They also benefit from the networking and learning garnered through workshop interactions with peers from other large organizations.

## WORLD-CLASS LEADERSHIP EXPERTISE

IMS monthly live learning events are led by leading-edge leadership thinkers, experts in their subject area including best-selling authors, academics, researchers and consultants. Over its rich, 45-year history IMS has provided members access to groundbreaking thought-leaders like Ken Blanchard, Stephen Covey, Beverly Kaye, David Allen, Marshall Goldsmith and hundreds of others. Live local programs cover core leadership competencies including functional and soft-skills topics such as; communication, strategic planning, critical thinking, customer service, finance, diversity and inclusiveness, productivity, advocacy, resilience, coaching and mentoring, team-building, conflict resolution and more. Over 10,000 IMS participants per year interact with and learn from the world's leading management thinkers.

## MUCH MORE THAN JUST MANAGEMENT SEMINARS

The Institute for Management Studies believes that learning must go beyond the classroom to be truly impactful. The IMS Leveraged-Learning (L2) delivery system allows participants to access microlearning content and other materials from thought leaders after each event. Through our partnership with Athena Online, IMS provides attendees access to over 2,700 bite-sized video coaching lessons and other relevant content. The Institute offers many other benefits that you will not find in any other employee development programs. Contact us to learn how an IMS membership engages and inspires employees, increasing their effectiveness as leaders while improving overall organizational performance.

## ADDITIONAL INFORMATION

- 2020 IMS Boston seminars are centrally held in downtown Boston. Locations vary due to availability so please consult the course outlines at <https://ims-online.com> to confirm the locations before each event.
- Seminars run from 9 am to 4 pm. Continental breakfast & lunch is included. Dress is typically business casual.
- 30 Days access to L2 and IMS Quick Coach Microlearning is included in the \$475 member registration fee.
- Outlines are available at [www.ims-online.com](http://www.ims-online.com). To Register select the member name from the dropdown list.
- Questions about Membership or upcoming events? Call 617-489-9055 or Email [boston@ims-online.com](mailto:boston@ims-online.com).