

# Rotman's Strategic Business Leadership Program

Integrating across functions.

#1 Canada's leading Executive Education provider in Open Enrolment Programs  
THE FINANCIAL TIMES 2015

a new way to think | it is possible

**Rotman**

To tackle the leadership responsibilities you face in today's highly competitive business environment, you have to develop new ways of thinking and new ways of managing. You must develop the ability to understand your organization's overall strategic direction, to think collaboratively and cross-functionally and to proactively set the agenda for change.

**Location:**

Rotman School of Management,  
Toronto, Ontario, Canada

**Program Fee:**

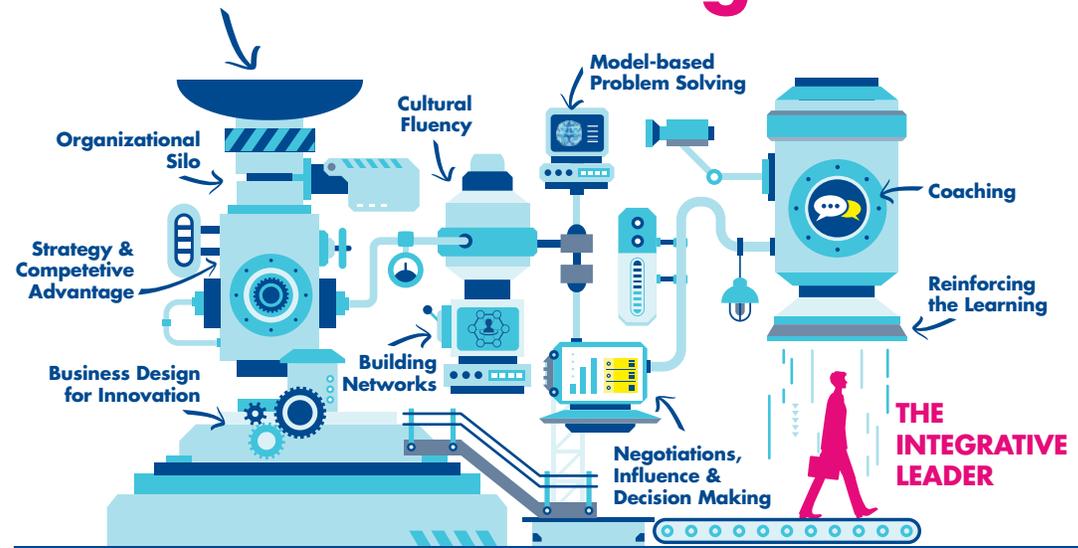
\$9,000 CAD + HST

Fee includes tuition, all program materials and meals.

**Program Overview**

Rotman's Strategic Business Leadership Program is designed to help you expand your influence and effectiveness within your organization. The program provides you with the conceptual frameworks to set strategy, improve the quality of your thinking and decisions and lead effectively as a successful senior manager. You will come away from the program with a deeper understanding of what differentiates those who are successful from those who stumble as they are confronted by the increasing challenges associated with senior management roles.

## The Journey to Senior Management



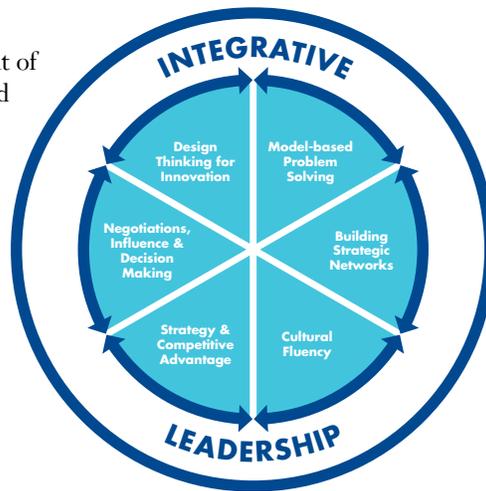
"Instead of running away from conflict at work and in life, lean into them. You'll be surprised by the creative solutions you discover."

**SCOTT RUTHERFORD**  
Adjunct Professor  
Rotman School of Management

## Program Focus

The program is designed to accelerate the development of the cross-functional and cross-enterprise skills required of individuals who aspire to positions of increased leadership.

The Integrative Leader thinks and acts strategically, incorporating skills and abilities that exist across the organization to serve the needs of customers and clients. They focus on key opportunities and challenges that have the greatest impact. They serve as a role model for the entire organization, both in how to think and how to act.



## Unique Features

Our program's innovative curriculum highlights Rotman's unique approach to problem solving and decision making. Integrating elements of model-based problem solving and design thinking concepts will transform your leadership potential.

**Daily Action Planning:** We take you through a series of dynamic activities that will help you to see how to put key themes from the program into practice back at work.

**Videos:** Post-program learning reinforcement videos by the faculty who are teaching in the program.

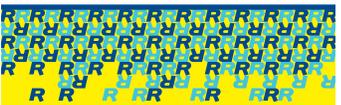
**Dinner and Speaker:** A thought leader from the University of Toronto will speak on a topic that is relevant to today's business environment.

**Coaching Session Post-Program to Help You Implement Your Action Learning Plan:** This session is a one-hour follow-up facilitated discussion of barriers encountered in using the concepts presented in the program and a chance to brainstorm ways to remove those barriers.

**Post-Program Session:** This half-day follow-up session celebrates successes and learning and is a chance to share ideas on overcoming challenges associated with the implementation of individual Action Learning Plans.

## Key Takeaways

- Think more broadly about the success of the entire business unit or enterprise
- Understand the interrelationships among the multiple functional areas that must integrate their activities for the organization to succeed
- Understand why conflicting objectives are so common across functions
- Develop plans and strategies to minimize conflicting objectives and reduce barriers to collaboration
- Gain skills and approaches to facilitate effective resolution of the inevitable conflicts that arise in organizational life
- Better appreciate the multiple factors both inside and outside the organization that drive strategic decision making
- Enhance your ability to drive innovation through application of Design Thinking principles
- Evaluate business challenges and opportunities systematically using Model-Based Problem Solving.
- Negotiate more effectively to achieve personal and organizational objectives
- Integrate knowledge and skills in management cases that incorporate complex interrelationships among strategic, structural and human issues
- Diversify and grow your professional network



## Who Should Attend?

This program is designed for experienced managers, executives and mid-level professionals who:

- Are recognized as having potential to move into more senior positions working effectively across organizational functions and boundaries.
- Are preparing to take on enhanced leadership responsibilities within their organizations
- Are moving from one functional area to a broader operational role
- Are moving into a role that requires a more strategic outlook

This program is ideal as a skill-refresher for MBA graduates who have been out in the workforce for five or more years, or who have recently been promoted to a position that requires cross-functional and cross-enterprise leadership skills.

Participants from a wide range of industry backgrounds and all functional areas are encouraged to attend.

Applicants should have a minimum of ten years of work experience, with at least five years of management experience\* and significant levels of responsibility within their organization.

*\*If you think this program may be right for you but you don't meet this requirement, please call our Learning Advisor at 416-978-8815.*

## Find Out More:

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