

Energizing People for Performance

Develop people-engagement strategies

In-person

Nov. 11-14, 2024
March 3-6, 2025
Nov. 10-13, 2025
\$9,000*

If you are a leader of a small team or a large business unit, you know that motivating and energizing people to perform is one of the most critical and demanding aspects of your role.

As a manager of people, you need to build, refine, and adapt your toolkit while recognizing that getting optimal performance from direct reports often requires an individualized approach. This program will help facilitate your discovery of people-focused strategies that will build your self-awareness and accelerate your ability to energize and support the people who work with you.

In a collaborative environment featuring interactive exercises, self-assessments and case studies, you'll identify your strengths and learn to improve your communication. With guidance from our expert faculty, you'll master processes and tools for motivating your team. You'll leave the program a more effective manager and better equipped to engage, energize, and empower your people.

"I learned in an immersive four days, on a beautiful campus, to appreciate that everyone has an individual style of interacting in the workplace and how to better communicate, learn from and utilize these styles to motivate people."

HEAD OF SCHOOL, CATHERINE COOK SCHOOL

Key benefits

- Identify strategies to motivate and energize individuals to produce superior bottom-line results
- Assess your leadership capabilities, communication style and approach to relationships at work to identify areas of strength and opportunity
- Increase your personal effectiveness as a manager of people through experiential learning focused on practical application

Who should attend

- Middle- and upper-level managers
- Human resources professionals
- High-potential employees who have significant responsibility for managing and leading others
- Federal government managers who have responsibility for motivating employees and fostering their individual growth

Learn more and apply: kell.gg/kxpeople

* Your in-person program fee includes accommodations, meals and course materials.
Dates and program fees are subject to change.

Program content

The energizing leader

- Learn the personal and situational facets of leadership that build trust and engagement in the workforce
- Improve your ability to diagnose performance, communicate expectations and motivate people for results
- Build awareness of your approach to leading others and of your people's approach to work, and develop strategies to bridge the gap

Strategies for energizing individuals

- Identify the multifaceted forces that contribute to the success or failure of individual employees and effective tools to manage these forces
- Acquire core coaching skills for grooming others for leadership, and practice these skills with peers in class
- Develop strategies for communicating with employees to optimize relationships and elevate performance

“Excellent overview of a number of leadership and people management topics. This program provided a great source of techniques, topics and templates that will help improve our communication and coaching success.”

PARTNER, PWC

The faculty

You'll learn from and interact with expert faculty and seasoned practitioners — award-winning teachers, authors and executive coaches — who are committed to creating a personally rewarding learning experience for you.

Shana Carroll

Academic Director; Clinical Professor of Management & Organizations; Associate Chair of the Management & Organizations Department; Co-Director of the Leadership Development and Communications Program (LDEV)

Suzanne Muchin

Clinical Associate Professor in Leadership Development and Communications

Andrew Sykes

Adjunct Lecturer in Entrepreneurship

Leigh Thompson

J. Jay Gerber Professor of Dispute Resolution & Organizations; Professor of Management & Organizations; Director of Kellogg Team and Group Research Center; Professor of Psychology, Weinberg College of Arts & Sciences (Courtesy)

Adam Waytz

Morris and Alice Kaplan Chair in Ethics and Decision Management; Professor of Management & Organizations; Professor of Psychology, Weinberg College of Arts & Sciences (Courtesy); Chair of Management & Organizations Department

*Please note:
Faculty is subject to change.*



Your learning experience

Whether you choose to join us in-person or in a live virtual format, you'll be immersed in a rich learning environment that fosters personal growth. You'll be guided through a transformative experience with our world-renowned faculty and active engagement with your peers.

Learn more and apply:
kell.gg/kxpeople

Consult with an Advisor:
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