

Empowering Women: From the Poker Table to a Seat at the Executive Leadership Table

**Flip the table on work and life while
building crucial leadership skills**

Live virtual
2024 dates
coming soon
\$8,400*

Kellogg Executive Education is partnering with Poker Power to offer a unique and highly innovative program designed for mid- to senior-level women executives. Through the game of poker, participants will learn key leadership skills in an educational, supportive, engaging, and entertaining environment.

Grounded in our faculty's expertise, the program content will address everyday matters such as decision-making, negotiation, emotional intelligence, and non-verbal communication. These topics are like cards in a game of poker; they can be played successfully if the player knows how to use them to her advantage. Women deal with these issues throughout their careers; no matter the cards in their hand, they will learn how to leverage them for success. Through a highly interactive approach, participants will discover how to enhance their careers by learning to:

- Take risks
- Be aggressive
- Step outside their comfort zone
- Recognize biases
- Conquer fear
- Avoid decision-making traps
- Understand their decisions' long-term impact
- Be aware of emotional contagion
- Improve probabilistic decision-making skills
- Recognize the importance of emotional intelligence
- Overcome confirmation bias
- Say no

“Not only have I learned a new skill and gained a ton of new insights into how to make better decisions and be the best version of myself, but it has also been awesome to learn that so many other women struggle with the same things I do, such as a lack of confidence.”

PREVIOUS PARTICIPANT

Key benefits

- Learn to reframe your thinking and engage critical skills and strategies to advance in your career
- Discover how to be a more effective decision-maker
- Develop your emotional intelligence
- Become a more strategic negotiator
- Understand how basic math and probability can help to make more informed decisions

Who should attend

Mid- to senior-level professional women

Learn more and apply: kell.gg/kxpoker

*Dates and program fees are subject to change.

Program content

Please note: no prior poker experience required

Decision-making

- Evaluate the decision-making process
- Accurately assess risk
- Gain insight into decision-making biases

Emotional intelligence

- Develop greater self-awareness and insight
- Learn how to read other people's emotions
- Develop skills to better manage your emotional reactions

Negotiation

- Become a more strategic negotiator
- Build a BATNA to obtain better negotiation outcomes
- Evaluate the weakness of your opponent's BATNA
- Learn how to set aggressive goals when you negotiate

Regret

- Recognize key drivers of regret and be better positioned to make better choices
- Gain an understanding of how inaction leads to greater regret than action
- Explore the impact of counterfactual thinking on feelings of regret

Foundations of finance

- Explore probabilistic thinking, distributions and the hot hand fallacy
- Discuss the concept of negative variance and the difficulty that people have adjusting when outcomes are "wrong"

The faculty and instructors

Gail Berger

Academic Director; Clinical Associate Professor of Management & Organizations; Deputy Director, Center for Executive Women; Associate Professor of Instruction, Industrial Engineering and Management Sciences, McCormick School of Engineering

Maria Konnikova

A New York Times best-selling author, journalist, and professional poker player

Victoria Medvec

Adeline Barry Davee Professor of Management & Organizations; Executive Director of the Center for Executive Women

Mitchell A. Petersen

Glen Vasel Professor of Finance; Director of the Heizer Center for Private Equity and Venture Capital

Jennifer Shahade

Chess and poker champion, award-winning host and author

Brian Uzzi

Richard L. Thomas Professor of Leadership and Organizational Change Co-Director, Northwestern Institute on Complex Systems (NICO)

*Please note:
Faculty is subject to change.*



Your learning experience

Whether you choose to join us in-person or participate in our dynamic live virtual programs, 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.

** When program registration requires additional accommodations, our staff will make all the necessary arrangements for participants to stay at a nearby hotel.*

Learn more and apply:
kell.gg/kxpoker

Consult with an Advisor:
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