

Course Content

Week 1

Session 1 - Thursday 9/4/08

DELIVERABLE Prepare Rob Parson at Morgan Stanley (A).
TOPIC How Teamwork and Leadership Intersect with Performance

Week 2

Session 2 - Thursday 9/11/08

DELIVERABLE Prepare your negotiation role
(receive in class the week before)
DELIVERABLE Turn in your Team Analysis Project (TAP) Plan
TOPIC Getting to Yes- the Skill of Negotiation

Week 3

Session 3 - Thursday 9/18/08

TOPIC Leading with Emotional Intelligence

Week 4

Session 4 - Thursday 9/25/08

TOPIC Having Difficult Conversations

*Rosh Hashanah (classes still in session)

Week 5

Session 5 - Thursday 10/2/08

DELIVERABLE Leadership Development Goals and Action Plan (GAP) due
TOPIC Making Decisions in Teams

Week 6

Session 6 - Thursday 10/9/08

TOPIC Leading and Designing Effective Teams

*Yom Kippur (classes still in session)
CASE Prepare Mt. Everest-1996 case

Week 7

Session 7 - Thursday 10/16/08

End of Course Assignments

DELIVERABLE Due: Tuesday 10/21/08
TAP Paper due

DELIVERABLE Due: Friday 10/24/08
Complete Learning Team 360
(available as of Oct 11)
