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INFORMATION AND GUIDELINES

SF-Only Workshops:

- Participation in **SF-only SIP workshops** will be determined by SES bidding which will open on **September 25, 2017**.
 - The full SIP bidding schedule for SF-only SIP Workshops will be:
 - Round I:
 - Opens 12pm – Monday, September 25
 - Closes 12pm – Thursday, September 28
 - Results posted Monday, October 2
 - Add/Drop:
 - Opens 12pm – Monday, October 2
 - Closes 12pm – Thursday, October 12
- If necessary, a waitlist will be maintained by the Program Team.
- SF-only workshops range from 3 hours to two half-days, so check the schedule below carefully as you make your choices.

Sloan Elective SIP (ES) Workshops:

- Bidding on Sloan ED Workshops will only be open to the 2-year MBA cohort
 - NOTE: workshops are required for 2-year MBAs (not Sloan Fellows)
- After bidding for the 2-year MBA cohort, a list of open SIP ES workshops will be posted on Sloanbid (after **October 16th**).
 - If a class is on that list, Sloan students can attend those workshops as listeners.
 - NOTE: no registration will be needed to attend any of the open classes. An interested student may just show up at the class.
 - NOTE: this is only for SIP classes that are not closed.
- SIP workshops are **not** credit bearing.
 - The MBA and LGO students have a SIP requirement that is measured in “SIPunits” which you will see throughout Sloanbid. These “SIP units” are not relevant to Sloan Fellows, or to the minimum number of elective units you need to graduate (69).

15.s64 Strategy Bootcamp:

- 15.s64 is a required core course for all SF18s.
- The dates and times for 15.s64 are:
 - Wednesday, October 25, 8:00am-4:00pm
 - Friday, October 27, 8:20am-4:00pm

SF-only Workshop Descriptions

In which your SF colleagues – who know you so well – will be the ones to give feedback and help coach each other.

Focus on Inquiry Skills

Instructor: Pat Bentley, Sr. Lecturer

Monday, October 23, 9:00am-12:00pm (Enrollment 25)

Did the results of your 4 Capabilities Assessment show your inquiry skills to be a weak spot in your leadership profile? Here's the chance to improve your inquiry skills, to increase your ability to listen actively and reflectively. Learn what people expect from a good listener and how to embody those traits yourself. Identify your default listening style. Receive in-class feedback to reinforce good inquiry skills.

Managing Conflict

Instructor: Pat Bentley, Sr. Lecturer

Section A – Monday, October 23, 1:00-4:00pm (Enrollment 14)

Section B – Tuesday, October 24, 1:00-4:00pm (Enrollment 14)

Transform performance and improve your relationships at home and at work by understanding how you currently handle conflict situations and how you could handle those same situations more effectively. After reviewing a conflict framework you will take on challenging situations and evaluate how best to resolve them. These situations will be videotaped; you will be able to review the video after class. Participants will be asked to complete a short workbook before the class session.

Dynamic Presentations

Instructor: Pat Bentley, Sr. Lecturer

Part 1: Tuesday, October 24, 9:00am-12:00pm

Part 2: Thursday, October 26, 9:00am-12:00pm (Enrollment 15)

Must attend both Part 1 and Part 2

Move beyond the basics to develop a more dynamic and engaging presentation style. After discussing some key presentation elements, each student will do a short prepared presentation on Tuesday and will receive feedback. Having received that feedback, the students will present their revised presentations on Thursday. All presentations will be videotaped. Participants are expected to have prepared a short (4 minute) talk prior to the session on either:

- A lesson learned from a challenging work experience in the past
- The exciting potential of a future opportunity

Pat Bentley

(E-mail: pbentley@mit.edu) is a business executive with over 25 years' experience in consulting and sales. As Vice President of Sapient Corporation, a technology consulting company, she spent ten years as part of the leadership team that grew the firm from a start-up to over 3,000 people with \$500 million in annual revenues. She was responsible for clients in financial services and utilities as well as managing teams in Paris, London and Frankfurt and serving as Managing Director of the Australian Region. In addition, she was a member of the core team that developed and led a leadership training program that was rolled out to over 1,000 Sapient employees worldwide. Pat holds a PhD from MIT's Program of Science, Technology and Society where she studied how business leaders shape corporate culture in order to enhance the performance of their organizations. On the faculty of the Sloan School of Management, she works with students and executives to improve their leadership acumen, develop additional communication styles and increase their abilities to navigate cross-cultural business situations.

Questions?

Questions on bidding? Please email Lizzie Seidman at eseidman@mit.edu

Questions on SF-only Workshops? Please email Wendy (wiscott@mit.edu) and Marc (moman@mit.edu)