

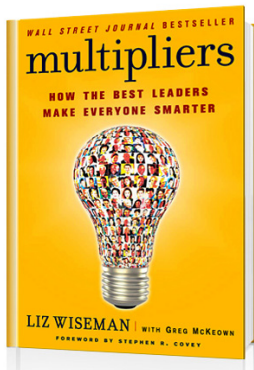
# multipliers

## WORKSHOP

HOW THE BEST LEADERS MAKE EVERYONE SMARTER



### The Book



**Multipliers: How the Best Leaders Make Everyone Smarter** is a Wall Street Journal Bestseller, has been featured on National Public Radio and continues to rank in the Top 20 leadership books on Amazon.com.

For full media coverage, see: [www.multipliersbook.com](http://www.multipliersbook.com)

*Harvard Business Review* May 2010 edition contains a feature article on the book's research.

### The Idea

Are you a genius or a genius maker? We've all had experience with two dramatically different types of leaders. The first type drains intelligence, energy, and capability from the people around them and always needs to be the smartest person in the room. These are the idea killers, the energy sappers, the diminishers of talent and commitment. On the other side of the spectrum are leaders who use their intelligence to amplify the smarts and capabilities of the people around them. When these leaders walk into a room, light bulbs go off over people's heads; ideas flow and problems get solved. These are the leaders who inspire employees to stretch themselves and get more from other people. These are the Multipliers. And the world needs more of them, especially now when leaders are expected to do more with less. What could your organization accomplish with access to all the intelligence that sits inside it?

### The Workshop

Get more done with fewer resources, develop talent, and cultivate new ideas to drive change and innovation.

In this highly engaging workshop your team will develop a deep understanding of the research behind Multipliers and illustrate the resoundingly positive and profitable effect these Multipliers have on organizations — how they get more done with fewer resources, develop and attract talent, and cultivate new ideas and energy to drive organizational change and innovation. Your team will gain a solid understanding of the five disciplines that distinguish Multipliers from Diminishers and develop skills for leading like a Multiplier.

### The Master Instructor



**Elise Foster** is a leadership coach who enables business executives to unlock their potential to become even more successful. She is a coauthor of *The Multiplier Effect: Tapping the Genius Inside Our Schools* and a Master Practitioner for The Wiseman Group. She is known for delivering engaging and impactful workshops and keynotes for business leaders. She has more than 14 years of engineering and organizational development experience across Cummins, Inc., Harvard University, and Indiana University. She has coached more than 25 business leaders and 200 full-time MBA students and designed and delivered leadership workshops for as many as 200 participants. Elise guides senior leaders on using their intelligence to make everyone around them smarter and more capable.

She has taught and coached students at Indiana University (Kelley School of Business) and as a management fellow at Harvard University. She holds both a bachelor's and master's degrees in engineering from Virginia Tech and a master's in education from Harvard University.

Elise also enjoys finding the genius in local high school students through her work with the Lilly Foundation Scholarship and Youth Leadership Bartholomew County.

**Book a Workshop with our Master Instructor:**

[info@thewisemangroup.com](mailto:info@thewisemangroup.com)

[www.thewisemangroup.com](http://www.thewisemangroup.com)

## The Options

Options		½ Day Workshop	1 Day Workshop	2 Day Workshop
Components	An overview of the Multiplier Effect	Yes	Yes	Yes
	Individualized feedback on how effectively they are operating as a Multiplier	No	Self-Assessment	360 Assessment
	Skill 1: Asking questions that spark innovation and intelligence	Yes	Yes	Yes
	Skill 2: Creating debate that drives the best decisions	Yes	Yes	Yes
	Skill 3: Identifying and utilizing genius in others	n/a	Yes	Yes
	Skill 4: Creating space for others to think and contribute	n/a	n/a	Yes
	Skill 5: Transferring ownership and accountability for results	n/a	n/a	Yes
	Skill 6: Generating learning from mistakes	n/a	n/a	Yes
	Aggregated report for the whole group	n/a	n/a	Yes
	Becoming a Multiplier	n/a	Yes	Yes
	30-day team action plan	n/a	n/a	Yes

### The Author



**Liz Wiseman** teaches leadership to executives around the world. She is the President of the Wiseman Group, a leadership research and development firm headquartered in Silicon Valley, California. Some of her recent clients include: Apple, Disney, Dubai Bank, Nike, PayPal, Roche/Genentech, Salesforce.com and Twitter. Liz has been listed on the Thinkers50 ranking and named one of the top 10 leadership thinkers in the world. She is the author of *Multipliers: How the Best Leaders Make Everyone Smarter*, a Wall Street Journal bestseller, *The Multiplier Effect: Tapping the Genius Inside Our Schools* and *Rookie Smarts: Why Learning Beats Knowing in the New Game of Work*. She has conducted significant research in the field of leadership and collective intelligence and writes for Harvard Business Review and a variety of other business and leadership journals.

A former executive at Oracle Corporation, she worked over the course of 17 years as the Vice President of Oracle University and as the global leader for Human Resource Development. She is a frequent guest lecturer at BYU, Harvard, the Naval Postgraduate School, Stanford and Yale. Liz holds a Bachelors degree in



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