

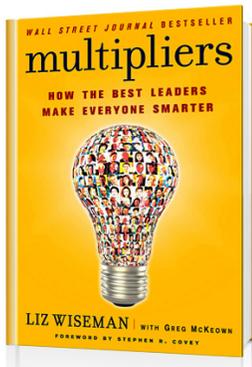
multipliers

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

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



Mark Sato is a Master Practitioner for The Wiseman Group where he leads Multipliers workshops and conducts keynotes for business leaders. He has more than 15 years of corporate management and leadership training at Franklin Templeton, Kaiser Permanente and Oracle Corporation. During this time he has designed and delivered dozens of management training programs and has held management roles leading teams of over 100 people.

Since 2005 Mark has led his own training consultancy and is known for his engaging workshops and his warm sense of humor. He is a highly sought after trainer for content providers like the de Bono Group, VitalSmarts and slap. He has global leadership experience working with managers in Asia, Europe, the Middle East, and Latin America, and current clients include Banana Republic, Cisco, Eastman Chemical, Genentech, Oracle, and Salesforce.com. Mark holds a Master of Business Administration.

Book a Workshop with our Master Instructor:

info@thewisemangroup.com

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 and *The Multiplier Effect: Tapping the Genius Inside Our Schools*. 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 Business Management and a Masters of Organizational Behavior from Brigham Young University.



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