

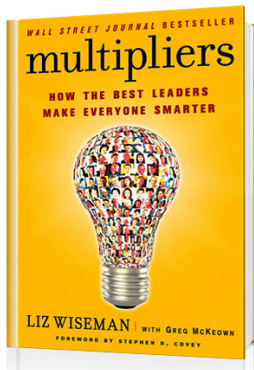
# multipliers

## 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 Instructors



**Rob DeLange** is the Training and Consulting Practice Director for the Wiseman Group. Rob leads the education business worldwide, teaches leadership workshops, and coaches leaders across the spectrum from front-line

managers to VP level executives.

Rob has over 15 years experience building corporate learning centers, on-boarding programs, and talent management solutions at global technology companies including PeopleSoft, EMC, and VISA Inc. His greatest talent is enabling business leaders to develop the people around them. Rob is SPHR certified, fluent in Spanish, and holds a Masters degree in Systems Management from the University of Denver.



**Mark Sato** is a Master Practitioner for The Wiseman Group. Mark facilitates and coaches leaders, and also certifies instructors, in the Multipliers solutions. He has more than 15 years of corporate management and

leadership training experience at Franklin Templeton, Kaiser Permanente, and Oracle Corporation. Since 2005 Mark has led his own training consultancy, and has global leadership experience working with managers in Asia, Europe, the Middle East, and Latin America. He holds an MBA from the California State University, Hayward (East Bay) in Management.

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

[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** is a best-selling author and President of The Wiseman Group, a leadership research and development center headquartered in Silicon Valley. She advises senior executives and leads strategy and leadership forums for executive teams worldwide. A former executive at Oracle Corporation, she worked as the Vice President of Oracle University and as the global leader for Human Resource Development for 17 years. Liz holds a Master of Organizational Behavior from Brigham Young University.



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