



WIN BIG

The hidden power of teams.

In competition, strength wins: Stronger teams are presumed to prevail. In this highly interactive seminar, we show that this dynamic can be turned around: The “weak” outperforming the strong. We show how a hands-on approach to essential team dynamics – learning orientation, trust building, conflict management, emotional regulation, and identity building – makes the outperforming of stronger teams a reality. Through class discussions and a set of live simulations, we also explore the role of “grit” and “spark” on team performance.

Content

- Resilience and high-performance teams
- Case discussions of team dynamics
- Live simulations of team dynamics and team decision making under task complexity and uncertainty
- Team decision making logics
- Voice and silence in teams
- “Grit” and “spark” in teams
- Teaming – fluid team for innovation and cross-functional collaboration
- Debrief: Pros and cons of teams

Target group		Course duration	Focus	Registration
Managers, Directors		1 day (9.30 a.m. – 5.30 p.m.)	<ul style="list-style-type: none"> Leadership Strategy Innovation General Management Advanced Management 	Registration and more information: Tel.: +49 69 154008-280 E-Mail: lsi@fs.de www.fs.de/lsi-306
Method	Price	Dates		
Case studies, live simulations	1.250 Euro	26.03.2018 28.11.2018		

Expert



Professor Dr. Claus Rerup

is a Professor of Management at Frankfurt School of Finance & Management, and a Visiting Professor of Strategy at University of St. Gallen (HSG), Switzerland. Before joining Frankfurt School, he was a Visiting Scholar at Stanford University, USA, a Post Doc Research Fellow at the Wharton School, University of Pennsylvania, USA, a Visiting Professor of Management at Bocconi University, Italy, and an Associate Professor of Organizational Behavior at the Ivey Business School, Western University, Canada. His research has been published in leading academic journals such as Academy of Management Journal, Administrative Science Quarterly, Organization Science, Journal of Management and Journal of Management Studies. Prior to his academic career, he worked as a management consultant and board member.

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Registration

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Further information at:
www.fs.de/lsi