



THE HONG KONG
POLYTECHNIC UNIVERSITY
香港理工大學

INSTITUTE OF
ADVANCED EXECUTIVE
EDUCATION
高級管理深造學院

IAEE Senior Executive Series

THE POWER OF DIALOGUE

*"Become a dialogic leader to grow your business
and energise your career"*

12 & 14 January 2016



Innovation and Application
for the Future

Innovation. International. Interdisciplinary. Integration.

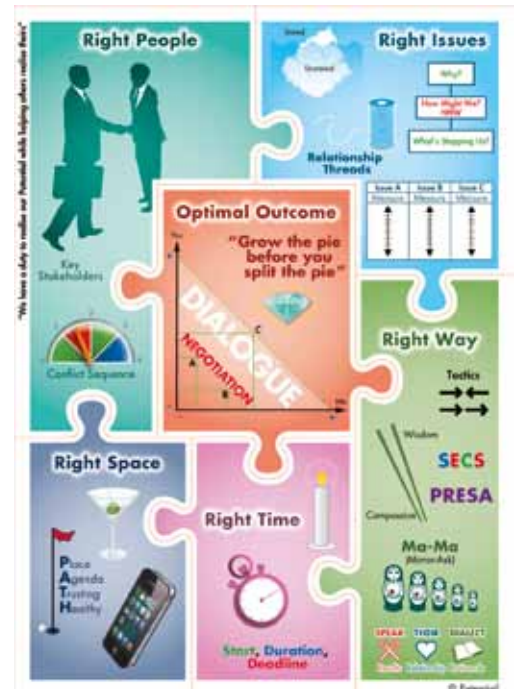


The Power of Dialogue

“Become a dialogic leader to grow your business and energise your career”

Hong Kong business leaders are internationally famous for their resilience and hard work but have recently come under the spotlight for their slow decision making and reaction to change. In the volatile markets we now find ourselves in, resilience and hard work are not enough. Business leaders also have to be able to spot trends, be open to change, innovate and gain consensus quickly in order to realign their resources and compete to win in a global marketplace.

This programme is designed as two half-day workshops to optimise participants’ ability to apply solutions in Part One, then return with questions to Part Two while simultaneously managing important matters at work. A combination of mini lessons and interactive activities including presentations, group discussion, experience sharing, feedback and evaluation, interactive games, questions and answers will be used to help participants strengthen their skills in dialogue and negotiation. Handy tools, such as templates and pocket cards, will be provided to enable participants to apply their learning in their workplace.



Speaker



Mr. Peter A. Nixon
C.A., FCPA, MSc

Mr. Peter Nixon specialises in helping organisations (and individuals) to fulfill their potential by ensuring the right people talk about the right issues, in the right way, and at the right time and place.

Peter is highly experienced in the facilitation, negotiation and implementation of change through dialogue. His international success arises from his belief that “The Solution is in the Dialogue” and his rare combination of financial skills (honed as an auditor for many years with one of the world’s largest accounting firms) and communication skills (honed as a trainer and consultant with people from over 55 countries).

Born and raised in Montreal, Peter was transferred to Geneva prior to moving to Hong Kong in 1989. Following an international audit career with PwC legacy firm Coopers & Lybrand, Peter has spent the last decade helping senior leaders of MNCs, global firms, local, state and national governments, charities and NGO’s achieve optimal outcomes through dialogue and negotiation. Improved outcomes include increased revenue and profit, reduced costs, improved governance, happy work relationships, talent management, service enhancement and strategic effectiveness.

His publication “Dialogue Gap” has been rated “one of the best business titles published this century” by SCMP.

Programme Objectives

Through an innovative mix of facilitated experience sharing, international best practices and hands-on practice, participants will gain insights and inspirations on exercising dialogue and negotiation tactfully in order to achieve optimal outcomes for their organisations. Upon completion of the programme, participants are expected to achieve the following outcomes:

Recognise major issues involved in mobilizing positive change in organisations

Learn about your own motivation styles and how they affect business decisions

Understand how to forecast and plan the negotiation of issues involved in change scenarios

Have a grip on deadlock breaking tactics and employ antidotes when faced with resistance

Steer positively and achieve better results for your organisations

Use improved dialogue, negotiation and conflict resolution skills to energise your career

Programme Structure

12 January 2016 (Tue)

Part One

- Welcome, Introduction and Self Assessment
- Dialogue and Negotiation Leadership in Hong Kong Today
- How Might We Speed Positive Change in Hong Kong (Challenge Map)
- Motivations
- Preparing for Change
- Review of Takeaways and Q&A

14 January 2016 (Thu)

Part Two

- Welcome and Review of Part One
- Questions Arising from Attempts to Change in Organisations
- Resistance to Change
- Leading Change in the Midst of Rising Emotions
- What Prevents Dialogue in Organisation (Q Sort)
- Tools for Leading and Negotiating Change in Organisation
- Maximizing Outcomes through Dialogue and Negotiation (The Trading Card Game)
- Review of Takeaways, Q&A and Concluding Remarks



Playing Trading Card Game

What our clients said after taking the programme:

"A very good presentation and you conducted it in a very interactive manner."

Divisional Officer,
Fire Services Department

"Thank you for your kind sharing. Look forward to future trainings by you."

Group HR Information Systems Manager,
Jebsen & Co. Ltd.



Exercise in De-escalation of Conflict



Innovation. International. Interdisciplinary. Integration.

INSTITUTE OF ADVANCED EXECUTIVE EDUCATION

The Institute of Advanced Executive Education (IAEE) at The Hong Kong Polytechnic University (PolyU) is *Your Learning Vista for Dynamic Transformation*. Established in January 2011, IAEE develops advanced executive education and provides interdisciplinary courses. We embrace PolyU's promise of "Opening Minds · Shaping the Future" in designing programmes for senior executives, organisations and business professionals.

The Institute draws on PolyU's strengths to offer interdisciplinary executive education programmes in niche areas. Through our programmes, senior executives develop innovative thinking, enhance their leadership skills for strategic and operational excellence.

Advanced Executive Education is one of the four priorities set by the President of PolyU, Professor Timothy W. Tong, in his Inaugural Address in 2009. Led by Mrs Georgina Chan, Director of Institute of Advanced Executive Education, IAEE aims to enhance the University's reputation and connections with the private, public and professional sectors locally, nationally and globally. Mrs Chan possesses senior management experience with strategic development capabilities, extensive knowledge and skills in education and training gained locally and overseas. Prior to joining The Hong Kong Polytechnic University, Mrs Chan had held senior positions with two prestigious professional accountancy bodies, Institute of Singapore Chartered Accountants and the Hong Kong Institute of Certified Public Accountants (CPAs).

BESPOKE PROGRAMMES

We work collaboratively with our clients to identify and understand their company needs, helping them develop strategic business solutions that address the unique challenges they face. The format, framework, content, duration and methodologies of each programme are completely customisable. Developed and delivered by leading professors and experts in the field, our customised programmes inspire, enrich and empower participants, leading to significant outcomes for their organisations.

OPEN PROGRAMMES

IAEE has developed a portfolio of executive education programmes that offer senior executives and business professionals flexible learning in the development of their careers. All our programmes help participants acquire strategies and techniques to transfer what they learn back to their organisations. As a participant you will be inspired by our faculty members and reputable speakers, who are renowned for their ability to offer cutting-edge insights to senior executives and professionals at all levels. They will engage, challenge and equip you with knowledge, skills and expertise that will place you ahead of your peers.

AWARD-BEARING PROGRAMMES

IAEE is committed to providing a range of interdisciplinary award-bearing programmes that offer senior executives the advanced knowledge and new perspectives they need to enhance their careers and fine-tune the competitive advantages of their organisations. Delivered by world-class faculties and leading practitioners, the programmes immerse participants in a learning culture that will have a life-long impact.

Registration & Enquiry

A completed registration form with cheque payable to "The Hong Kong Polytechnic University" should be sent to IAEE on or before **29 December 2015 (Tue)**. Spaces are limited, registration will be accepted on first-come-first-served basis.



Date & Time: 12 January 2016 (Tue) 2:00 - 5:30 pm
14 January 2016 (Thu) 2:00 - 5:30 pm
Venue: PolyU campus
Fee(s): HK\$7,000 per person
(Refreshment is included)

Website: www.polyu.edu.hk/iaee

Address: GH267, GH podium Annexe,
The Hong Kong Polytechnic University,
Hung Hom, Kowloon

Combo Programmes

Enjoy **10% discount** for registrations of any two of the IAEE Senior Executives Series programmes.

Looking for another topic?

Talk to us to learn about the wide array of programmes on offer and tailor a combo that best suits your needs.

CONTACT US

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