







<b>SUN, MAR 18</b>		<b>THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES)</b> <i>March 18 - 22, 2018</i>		<i>Daily Schedule</i>
	<b>Check In Available at the Schwab Residential Center after 12:00pm</b> <i>Schwab Residential Center</i>			
2:00 - 3:30 pm	<b>Optional Walking Tour of Stanford University Campus</b> <i>Schwab Lobby</i> Meet in the Lobby of the Schwab Residential Center at 1:45 pm for an optional tour of Stanford Campus. Please wear comfortable shoes.			
3:45 - 4:00 pm	<b>Meet in the Lobby of the Schwab Residential Center to Walk to Our First Class Session.</b> <i>Schwab Residential Center</i>			
4:00 - 5:20 pm	<b>Leadership: A Gendered Overview</b> <i>Knight Management Center</i> <a href="#">Deborah Gruenfeld</a> 			
5:20 - 6:00 pm	<b>Welcome Reception</b> <i>Vidalakis Courtyard</i>			
6:00 - 7:00 pm	<b>Dinner</b> <i>Vidalakis Dining Room</i>			


<b>MON, MAR 19</b>		<b>THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES)</b> <i>March 18 - 22, 2018</i>	<i>Daily Schedule</i>
6:00 - 6:45 am	<p><b>Optional Yoga</b> <i>Schwab Lobby</i></p> <p>Meet your instructor in the Lobby of the Schwab Residential Center at 5:50 am. Towels and mats will be provided. Remember to bring your water bottle with you!</p>		
7:00 - 7:50 am	<p><b>Breakfast</b> <i>Vidalakis Dining Room</i></p>		
8:00 - 9:20 am	<p><b>Rapid Bonding</b> <i>Knight Management Center</i></p> <p><a href="#">Daniel Klein</a> </p> <p>These days, we are 'linked' to more people than ever before in human history. And while we may be drowning in contacts, we might also be starved for a deeper connection. How do people form strong bonds and how can we capitalize on that knowledge to build more effective relationships in the workplace? This session is designed to teach you ways to foster greater alignment with your teams while developing deeper trust and increased engagement at work. The dynamic, interactive format of our first session this morning will give you a chance to make meaningful connections with your fellow classmates as a foundation for the impactful week ahead.</p>		
9:20 - 9:40 am	<p><b>Break</b> <i>Knight Management Center</i></p>		
9:40 - 11:00 am	<p><b>The Art &amp; Influence of Non-Verbal Communication I</b> <i>Knight Management Center</i></p> <p><a href="#">Deborah Gruenfeld</a> </p> <p>During our two sessions with Professor Gruenfeld, participants will explore the power and influence that involves getting out of your head and into your body. Many executives assume that the best way to have impact is to focus on demonstrating intelligence by perfecting the quality of their arguments. Yet research shows that argument quality has little effect on who is most influential in organizations. Instead, people tend to defer to others based largely on non-verbal dynamics and body language. Professor Gruenfeld draws on 20 years of research into the psychology of power, plus insights from theatre training and acting, to illuminate the specific physical actions and dynamics that are associated with having power and influence.</p>		
11:00 - 11:20 am	<p><b>Break and Group Photo</b> <i>Knight Management Center</i></p>		
11:20 am - 12:40 pm	<p><b>The Art &amp; Influence of Non-Verbal Communication II</b> <i>Knight Management Center</i></p> <p><a href="#">Deborah Gruenfeld</a> </p>		
12:40 - 2:00 pm	<p><b>Lunch</b> <i>Vidalakis Dining Room</i></p>		

<b>MON, MAR 19</b>		<b>THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES)</b> <i>March 18 - 22, 2018</i>		<i>Daily Schedule</i>	
2:00 - 3:20 pm		<p><b>Using Artificial Intelligence to Understand and Influence People</b>  <i>Knight Management Center</i></p> <p><b>Michal Kosinski</b> </p> <p>A growing proportion of activities - social interactions, entertainment, shopping, and information gathering - are now mediated by digital devices and services. These events can be easily recorded, offering an unprecedented opportunity to study and measure intimate psychodemographic traits using actual behavior, rather than self-reported. Research shows that digital records of behavior, such as samples of text, tweets, Facebook likes, or web-browsing logs, can be used to accurately measure a wide range of traits including personality, intelligence, and political views. Such Big Data assessment has a number of advantages: it does not require participants' active involvement; it can be easily and inexpensively applied to large populations, and it is relatively immune to cheating or misrepresentation. If used ethically, it has the potential to revolutionize banking, insurance, marketing, recruitment, and many other industries. In the wrong hands, however, these methods pose significant risks. In this talk, we will discuss how to reap the benefits of Big Data assessment while avoiding the pitfalls.</p> <p><b>Readings (before the session):</b></p> <ul style="list-style-type: none"> <li>• <i>The Simple Economics of Machine Intelligence</i></li> <li>• <i>What Artificial Intelligence Can and Can't Do Right Now</i></li> <li>• <i>Great Teams are About Personalities, Not Just Skills</i></li> </ul>			
3:20 - 3:40 pm		<p><b>Break</b>  <i>Knight Management Center</i></p>			
3:40 - 5:00 pm		<p><b>Using Artificial Intelligence to Understand and Influence People (continued)</b>  <i>Knight Management Center</i></p> <p><b>Michal Kosinski</b> </p>			
5:00 - 6:00 pm		<p><b>Reception</b>  <i>Vidalakis Courtyard</i></p>			
6:00 - 7:00 pm		<p><b>Dinner</b>  <i>Vidalakis Dining Room</i></p>			
7:00 - 9:00 pm		<p><b>Evening Networking Reception</b>  <i>Schwab Residential Center</i></p> <p>Enjoy a selection of California wines and artisanal cheeses while you get to know your fellow participants.</p>			

TUE, MAR 20	<b>THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES)</b> <i>March 18 - 22, 2018</i>		<i>Daily Schedule</i>
6:00 - 6:45 am	<b>Optional Boot Camp</b> <i>Schwab Lobby</i> Meet your instructor in the Lobby of the Schwab Residential Center. You may be outside – please dress accordingly. Towels will be provided. Remember to bring your water bottle with you!		
7:00 - 7:50 am	<b>Breakfast</b> <i>Vidalakis Dining Room</i>		
8:00 - 9:20 am	<b>Study Group Discussions</b> <i>Knight Management Center</i>		
9:20 - 9:40 am	<b>Break</b> <i>Knight Management Center</i>		
9:40 - 11:00 am	<b>Team Design I</b> <i>Knight Management Center</i> <a href="#">Brian Lowery</a> <p>When people work in teams they can experience "process loss" in which the team is less effective than its true potential. In these two sessions, you will explore the different forms of process loss as well as ways to identify, plan for and ultimately, avoid this phenomenon. Be prepared for an intriguing hands-on experience.</p>		
11:00 - 11:20 am	<b>Break</b> <i>Knight Management Center</i>		
11:20 am - 12:40 pm	<b>Team Design II</b> <i>Knight Management Center</i> <a href="#">Brian Lowery</a> <p>In this session we will study the 4-player model of group process, allowing you to reflect upon how these roles were enacted in your "Lego person" group activity. Discussing your experience in the exercise will help you gain an understanding of what a group is able to accomplish easily and where it might falter. Ultimately, this framework will provide you with the tools to determine how your work teams are functioning, and recognize what you can do as a leader to improve their effectiveness.</p>		
12:40 - 2:00 pm	<b>Lunch</b> <i>Vidalakis Dining Room</i>		
2:00 - 3:20 pm	<b>Negotiating Within and Across Organizational Boundaries</b> <i>Knight Management Center</i> <a href="#">Margaret Neale</a> <p>Negotiations take place in organizations on a daily basis. As a result, successful leaders should be familiar with the strategy and psychology of conflict to negotiate effectively both internally and externally. In our sessions with Professor Neale, we will explore value creation and claiming opportunities in an exercise to resolve a dispute between two divisions of a large firm. We will focus on factors that facilitate a negotiator's ability to create value, even within the context of a contentious interaction across divisional boundaries. Through participating in the exercise and related discussion, we will uncover a broad repertoire of behavioral skills that can be applied to a myriad of negotiation situations.</p>		
3:20 - 3:40 pm	<b>Break</b> <i>Knight Management Center</i>		

TUE, MAR 20		THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES) <i>March 18 - 22, 2018</i>	<i>Daily Schedule</i>
3:40 - 5:00 pm	<b>Negotiating Within and Across Organizational Boundaries (Exercise)</b> <i>Knight Management Center</i> <a href="#">Margaret Neale</a> 		
5:00 - 6:00 pm	<b>Reception</b> <i>Vidalakis Dining Room</i>		
6:00 - 7:00 pm	<b>Dinner</b> <i>Vidalakis Courtyard</i>		

<b>WED, MAR 21</b>		<b>THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES)</b> <i>March 18 - 22, 2018</i>	<i>Daily Schedule</i>
6:00 - 6:45 am	<b>Optional Yoga</b> <i>Schwab Lobby</i> Meet your instructor in the Lobby of the Schwab Residential Center at 5:50 am. Towels and mats will be provided. Remember to bring your water bottle with you!		
7:00 - 7:50 am	<b>Breakfast</b> <i>Vidalakis Dining Room</i>		
8:00 - 9:20 am	<b>Study Group Discussions</b> <i>Knight Management Center</i>		
9:20 - 9:40 am	<b>Break</b> <i>Knight Management Center</i>		
9:40 - 11:00 am	<b>Negotiating Within and Across Organizational Boundaries (Debrief)</b> <i>Knight Management Center</i> <a href="#">Margaret Neale</a> <ul style="list-style-type: none"> <li>• Negotiating strategies within the context of common organizational membership</li> <li>• Intra-team and inter-team negotiating challenges</li> <li>• Maximizing the strategic value of information exchange</li> </ul> <p><b>Supplemental Reading (to be read after the session):</b></p> <p>Chapters 9-11                      Neale &amp; Lys, (2015) <i>Getting (More of) What You Want: How the Secrets of Economics and Psychology Can Help You Negotiate Anything, in Business and in Life</i>. Basic Books. (Book will be distributed to all participants)</p>		
11:00 - 11:20 am	<b>Break</b> <i>Knight Management Center</i>		
11:20 am - 12:40 pm	<b>If Diversity is so Important, Why Isn't There More of it?</b> <i>Knight Management Center</i> <a href="#">Margaret Neale</a> <p>In this session, Professor Neale will trace the empirical case for diversity in the corporate world. Focusing specifically on the connection between diversity, problem solving, and innovation, she will then identify the four most common reasons given for why firms fail to meet their diversity goals. Using gender diversity as a model, you will explore organizational strategies that have proven successful in mitigating these headwinds.</p>		
12:40 - 2:00 pm	<b>Lunch</b> <i>Vidalakis Dining Room</i>		

<span style="float: left; font-weight: normal; font-size: 1.2em;">WED, MAR 21</span> <span style="float: right; font-weight: normal; font-size: 1.2em;">Daily Schedule</span>	
<b>THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES)</b> <i>March 18 - 22, 2018</i>	
2:00 - 3:20 pm	<p><b>Speaking Up Without Freaking Out</b>  <i>Knight Management Center</i></p> <p><b>Matthew Abrahams</b> </p> <p>Audiences crave authentic, bold communication; however, many presenters find themselves uneasy speaking in public. Learn proven concepts to help reduce your anxiety and improve your connection with your audience. You will leave this session with several techniques for developing and delivering clear, confident, and compelling presentations that will make you "audience ready".</p> <p><b>READING (before the session):</b></p> <ul style="list-style-type: none"> <li>• A Big Data Approach to Public Speaking</li> <li>• Infographic: How to Manage Your Anxiety When Presenting</li> <li>• Tips and Techniques for More Confident and Compelling Presentations</li> </ul>
3:20 - 3:40 pm	<p><b>Break</b>  <i>Knight Management Center</i></p>
3:40 - 5:00 pm	<p><b>Designing Your Life</b>  <i>Knight Management Center</i></p> <p>"Designing Your Life" is a discussion on how the principles of design thinking can help create a more meaningful and fulfilling life. In this hands-on, collaborative mini-workshop and lecture, we will use design thinking framework and tools to determine what's working for you now, what's missing, and how you could move forward to create the life you seek.</p>
5:00 - 8:00 pm	<p><b>Board buses to downtown Palo Alto for a reception, dinner and certificate presentation</b>  <i>Schwab Lobby</i></p>

THU, MAR 22	<b>THE 2018 WICT SENIOR EXECUTIVE SUMMIT (SES)</b> <i>March 18 - 22, 2018</i>		<i>Daily Schedule</i>
6:00 - 6:45 am	<b>Optional Boot Camp</b> <i>Schwab Lobby</i> Meet your instructor in the Lobby of the Schwab Residential Center. You may be outside – please dress accordingly. Towels will be provided. Remember to bring your water bottle with you!		
7:00 - 7:50 am	<b>Breakfast</b> <i>Vidalakis Dining Room</i>		
8:00 - 9:20 am	<b>Networks and Social Capital</b> <i>Knight Management Center</i> <a href="#">Margaret Neale</a> <p>Leaders agree that in today’s workplace developing a “collaborative culture” is one of the keys to achieving long-term success. During this session, we will discuss some of the most powerful and effective ways to foster collaboration. You will complete an in-class exercise called the “Reciprocity Ring”, which sheds light on the critical dynamics of interpersonal exchange and leverages the importance of social capital. By the end of this workshop, you will come away with a newfound awareness of how social capital can increase one’s influence and prominence within organizations, industries, and professions.</p>		
9:20 - 9:40 am	<b>Break</b> <i>Knight Management Center</i>		
9:40 - 11:00 am	<b>Capture Your Learnings</b> <i>Knight Management Center</i> <a href="#">Margaret Neale</a> <a href="#">Deborah Gruenfeld</a> <p>Our main goal during your time at Stanford is to provide you with the most rewarding educational experience possible. During this wrap up session, we will download from the week’s activities and share thoughts about how to apply the ideas, frameworks, concepts, and methods learned to your daily work. Often participants find that in the process of revealing their takeaways and hearing how colleagues will apply the models to their own work, new insights are found. This session will enhance your experience by helping you capture and synopsise all of the information gleaned during the week.</p>		
11:00 - 11:30 am	<b>Box Lunches Available</b> <i>Knight Management Center</i>		
	<b>Please plan to check out of the Schwab Residential Center by 2:00 pm</b> <i>Schwab Residential Center</i>		