



**QUEEN'S  
UNIVERSITY  
BELFAST**

**WILLIAM J. CLINTON  
LEADERSHIP  
INSTITUTE**

# PROGRAMME PORTFOLIO

Realise your  
Leadership Potential

**SHAPING  
A BETTER  
WORLD  
SINCE 1845**



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# Learn to be an effective leader

Our high impact programmes for leadership development transform the potential of your executives and senior team. We understand that individuals learn more effectively through experiential learning, in addition to learning from others and formal, classroom based study. Our programmes, taken by recognised thought leaders, incorporate practical tools and skill-building sessions that you can easily apply to managing your direct reports and strong developmental relationships with your peer learners. A well-designed training programme in the classroom has an amplifier effect – clarifying, supporting, and boosting the other 90% of your learning.

## OUR 70:20:10 MODEL



## Riddel Hall

Our programmes are based at Riddel Hall, a dedicated state of the art, executive education centre, located in Stranmillis, Belfast. This unique eleven acre site houses the William J. Clinton Leadership Institute, which is part of the Queen's Management School. A grade 2 red brick listed building, Riddel Hall was refurbished in 2012 with a contemporary styling that doesn't lose any of its rich heritage. It's a world class environment to meet the needs of local and global entrepreneurs.

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# Stay ahead of the competition

At the William J. Clinton Leadership Institute, we offer world class leadership development and executive education programmes for the leaders of tomorrow. We will work with and support you at every stage of your career. The skills you will develop, the networks you will build, and the knowledge you will receive, all work together to help you outperform the competition.

Many of the leading Top 500 Northern Ireland companies, from both the private and public sectors, have entrusted us with the development of their senior teams. We have helped them transform and grow their organisations, even in this period of uncertainty and change, by shaping strategy, transforming mission, vision, culture and values.

**“ Leadership is the capacity to translate vision into reality.”**

Warren Bennis

## What will you get from our programmes?

### Understanding Self

The best leaders know themselves and project their own authentic leadership style.

### Strategic Engagement

Engage with your organisation's strategy and demonstrate the contribution you can make.

### Enhanced Leadership

Understand cutting-edge concepts of leadership and how to demonstrate enhanced leadership behaviours.

### Personal Development

Produce a personal development plan to create and accelerate future leadership opportunities.

## What's covered in our programmes?

- 360° Assessments
- Leadership
- Activity Events
- Core Taught Modules
- Peer Support & Networking
- Action Learning Groups



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# Realise your full leadership potential

The William J. Clinton Leadership Institute at Queen's Management School, offers a world-leading portfolio of cutting-edge executive programmes which are designed to build leadership capacity at all levels. These programmes will challenge your assumptions, disrupt your usual ways of doing business, and introduce you to new ways of thinking from a global perspective.

Whatever stage you have reached in your career, our three core essential skills leadership programmes will propel you further with the business acumen and knowledge to drive, transform, invigorate and energise your organisation.

## Core programme portfolio



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## Customised programmes

We design and deliver a range of tailored programmes which are tailored to address specific requirements within businesses of all sizes. We can facilitate one-to-one coaching, family business mentoring, strategy workshops, team building and team retreat days.

## Supplementary programmes

### ■ The Mini-MBA

This intensive 5-day programme will give you an insight into the modern business world, what to expect and how to maximise your impact.

### ■ Finance For Non-Financial Managers

This 2-day course covers a wide range of business finance topics and will leave you with the confidence not only to understand the financials but to interpret them and ask the right questions.

### ■ Leadership and Negotiation

Negotiation and conflict resolution are essential skills to the leaders of today. More and more leaders are seeing the value in securing negotiation and alternative dispute training for themselves and their employees. This programme will equip you with the tools to handle difficult situations and explore the techniques to allow you to discuss what matters most.

### ■ Grit & Grace

This highly engaging and participative three day programme has been purposefully designed in partnership with Women in Business NI to upskill women with the knowledge and behaviours necessary to confidently and successfully transition into leadership roles in the workplace.

### ■ Mindful Leader

This highly experiential programme is for all leaders and emerging leaders who want to develop an unworried mind, the capacity to recover more quickly from upsets, a fearless attitude toward uncertainty, a more sensible approach to difficult situations and a sense of flourishing.

### ■ Legal Mini MBA

Exclusively designed for solicitors and barristers in Northern Ireland, this intensive 5-day specialist CPD programme is delivered by global experts who will translate key business concepts and theories into practical application demonstrated through cutting-edge learning experiences.



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# Executive Coaching

## WHY EXECUTIVE COACHING

Executive coaching helps leaders raise their self-awareness, learn about what might be holding them back or hindering their success, improve their self-confidence, increase their gravitas and ensure better communication skills.

We offer the following performance coaching solutions:

- 1:1 Executive Coaching – as a support for a leader stepping up to a new role, taking on a new challenge or leading through change.
- 1:1 Integrated Executive Coaching – offered as part of one of our core leadership programmes to support participants transfer new behaviours and skills back into the workplace.
- Team Coaching – aimed at enabling a team to function as more than the sum of its parts - improving their combined performance and how they work together including how they develop their collective leadership to more effectively engage all their key stakeholder groups to jointly transform their business.

## OUR COACHING PROCESS

All our performance coaches are highly experienced global leadership specialists. Each coach will have their own individual style and preferred coaching model, the basic process is the same:



### 1. The Intake Session

Clarity about what coaching is and what it's not. Logistics – roles, responsibilities, confidentiality, and code of ethics. Designing the future – identifying the primary focus for the coaching sessions, desired outcomes, and goals.



### 2. Discovery

Assessment of leadership style (for example 360 feedback, values identification, personality questionnaire etc), confirmation of strengths, challenges. Increase self-awareness and insight.



### 3. Ongoing Sessions

To deepen the learning and forward the action. Maintain motivation and overcome obstacles.



# The impact of our programmes

## SENIOR EXECUTIVE PROGRAMME

The whole Senior Executive programme experience was one that I thoroughly enjoyed. It gave me the opportunity to take time out from my day to day job and evaluate where my career, and the direction of our organisation is going. There was a great sense of learning and sharing of experiences within the group, which gave me a new fresh approach to my work and brought new ideas into our business.

**Enda Daly, General Manager, Workspace Enterprises**

## EMERGING LEADERS PROGRAMME

The Emerging Leaders programme is one of the best professional development experiences I've ever had. It was invaluable to have the chance to step away from our desks and think about the bigger picture of leadership and career development. The trainers are very knowledgeable on their subject matter, very approachable and took you on a journey where you confront your feelings, have to reveal yourself and trust in each other.

The Programme has a good balance practical and learning with an emphasis on self-awareness and self-improvement, and gave me confidence in the knowledge that leadership has many faces and that leadership never ends.

**Tommy Scott, Head of Engineering, Survitec**

## MINI MBA

"The Mini MBA programme was a great opportunity for focused, intensive learning. The quality of the teaching was excellent, and I found the innovative use of the financial case study method very engaging. The breadth of knowledge and experience in the room, from such a wide range of sectors, also led to some really interesting discussions."

**Clare Watson, Manager, Epilepsy Action Northern Ireland**

## GRIT & GRACE - WOMEN'S LEADERSHIP PROGRAMME

"Thank you so much for leading us through the fantastic Grit & Grace experience. The programme gave me the opportunity to recalibrate and make changes that were probably long overdue. I have changed job role after 30 years!

Thank you again – I will be recommending the course to my colleagues and I hope that they get as much out of it as I did.

**Carol O'Boyle, Policy and Legislation Advisor, Dept of Agriculture NICS**

## LEADERSHIP & NEGOTIATION

"A big part of my job is running a production floor. I had identified some time ago that managing conflict would be an area that I would need to strengthen and this Leadership & Negotiation programme came along at right time. After completion, I would say it was perfect for me because I took some really, really good things out of it."

**Noel McKeegan, Production Manager, Unitruck**

## OUR PARTNERS



## Find out more

Visit our website for the latest availability, dates and fees:

**[www.leadershipinstitute.co.uk](http://www.leadershipinstitute.co.uk)** or contact us on **028 9097 4394**

or e-mail: **[leadershipinstitute@qub.ac.uk](mailto:leadershipinstitute@qub.ac.uk)** Twitter: **@LeadershipQUB**