

LEADING WITH PSYCHOLOGICAL INTELLIGENCE

ESMT
BERLIN

N°1
IN GERMANY



EXECUTIVE EDUCATION
RANKING 2023



Location

ESMT Berlin



Tuition fee*

€5,700



Language

English



Duration

4 days



November 7 – 10, 2023

April 16 – 19, 2024

September 10 – 13, 2024



Certificate

You receive a certificate upon completion of the program.

Postgraduate Diploma in Management

The program counts toward 4 of the 18 days necessary to receive the diploma.



<https://esmt.berlin/execed/leading-psychological-intelligence>

Understand what really drives people's behavior

The effectiveness of your leadership demands healthy connections between you, your subordinates, peers and superiors.

But building productive relationships requires an investment in your own psychological intelligence and learning how to apply it as you lead. **This program will empower you to:**

- Recognize what motivates both yourself and others
- Apply the most effective ways of working with a range of individuals
- Learn how to build productive professional relationships

The number of participants in this program is significantly lower than in the standard executive education course, in order to encourage active involvement and ensure personalized attention to your learning experience.

Is this program for you?

- You are an executive leading diverse individuals or teams
- You are curious about what motivates people and why they behave in certain ways.
- You want to improve your effectiveness as a leader.

Key topics

- The key drivers of human behavior
- Handling psychologically challenging work-related situations
- Dealing with necessary evils
- Overcoming internal barriers to change
- Facing adversity with resilience and perseverance
- Leadership styles

Teaching methods

Interactive lectures

Psychometric assessments

Experiential exercises

Business cases

Group coaching

Peer consultations

Leading with Psychological Intelligence

Day 1

- Why should anyone follow me?
- Tasks of a leader
- Personality and leadership

Day 2

- Leadership styles
- Leading discovery vs. execution
- Psychology of necessary evils

Day 3

- Group coaching and reflection day

Day 4

- Psychology of change
- Psychological intelligence in practice
- Subjective well-being
- Leadership and career development

Key benefits

- ✔ Understand better the principles of human behavior within organizations
- ✔ Increase acceptance of your ideas and work requests
- ✔ Establish more productive working relationships
- ✔ Gain insights into your own leadership motivations and behaviors

*For general terms and conditions and details on the application process, please go to: <https://esmt.berlin/execed/gtc>



Konstantin Korotov

Faculty

Konstantin Korotov

is a professor of organizational behavior and faculty lead of the Executive MBA program. He has authored several books and multiple academic and practitioner articles, award-winning business cases, and book chapters on leadership development and executive coaching. Additionally, he is the founder of the ESMT Coaching Colloquia series.

Contact

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Illuminating when it comes to understanding yourself, your relationship with others, and the influences involved. Thoroughly enjoyable as well.

Suzanne Hayward,
Managing Director,
Corporate and Investment Banking,
UniCredit Bank

<https://esmt.berlin/execed/open-programs>