

# Leading Through Relationships

A five-day advanced development workshop

**MAY 5-10, 2019**

BABSON EXECUTIVE CONFERENCE CENTER, WELLESLEY, MA

Successful leaders create cultures of accountability, commitment, and learning. They build robust relationships that enable people to work across boundaries, integrate diverse perspectives and foster collaboration. They make the important conversations happen. This unique, intensive workshop is for those who want to thrive and to help others thrive in such a world.

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*The Action Design workshop is among the most powerful development experiences I've had in my career. I now have tools and approaches to help when the conversation appears stuck.*

Manager, energy industry

**WORKSHOP FACULTY**

**Philip McArthur**

*principal and co-founder of Action Design*

**Robert Putnam**

*principal and co-founder of Action Design*

**Annie Marks**

*president, A. Marks Advisory*

**Associates of Action Design**

*experienced coaches  
who lead learning trios*

Small groups and learning trios led by faculty provide a rare opportunity for individualized coaching and practice.

*I am continuing to work with your ideas about team learning and organizational change. The workshop I attended turned out to be a real breakthrough. I reframed my own role to “adding value by stimulating a constructive dialogue,” and now I am getting traction.*

Change Manager, manufacturing company

*Some things can only be evaluated over time, and the concepts and skills related to organizational and personal learning you shared with me almost 20 years ago have been among the most important in my professional and personal life. I keep coming back to them with great results.*

Vice President of Human Resources,  
hospitality industry

### Who Should Attend:

- **LEADERS** who take seriously their role in transforming their organization
- **INTERNAL STAFF** who act as business partners and trusted advisors
- **CONSULTANTS, COACHES**, and other **PROFESSIONALS** who are in the business of helping people in organizations improve their capabilities

### You Will Learn To:

- **RECOGNIZE** the dynamics that strengthen or undermine working relationships
- **CREATE** productive conversations on tough issues
- **INTERVENE** to help people learn from their differences
- **USE** emotions to deepen learning and strengthen relationships
- **HELP** others improve their interpersonal effectiveness

### Workshop Design:

- **PLENARY FORUMS** introduce key conceptual frameworks
- **SMALL GROUPS** led by senior faculty enable participants to apply these concepts to their own work challenges and practice new skills
- **LEARNING TRIOS** guided by coaches enhance your development throughout the program

## Registration Information

- Cost of attendance
  - **BUSINESS:** \$5,650 (Tuition \$5,000 + Venue fee \$650\*)
  - **NON-PROFIT:** \$4,050 (Tuition \$3,400 + Venue fee \$650\*)
  - **ACCOMMODATIONS:** \$1,275 (single room, breakfast, and dinner for five days) at Babson Executive Conference Center, Wellesley, MA
- Early registration discount of \$250 before February 15, 2019
- Register online at [WWW.ACTIONDESIGN.COM](http://WWW.ACTIONDESIGN.COM), email us at [info@actiondesign.com](mailto:info@actiondesign.com), or call 617-499-0007 (fax: 617-965-7863)

\* Mandatory venue fee covers lunch, break stations, use of facilities

*I really enjoyed the Action Design workshops when I took them, but I also noticed that they had a “time release” quality in my life. It’s been a gradual process, but I have actually caught myself seeing things very differently.*

Head of Organization and Leadership  
Development, utility company