



*Advancing Leadership and Ethics through Research and Education*

## ***WHY LEADERS FAIL: The Case for Relational Wisdom***

Saturday, November 11, 2006

8:30am-5:00pm

The Fuqua School of Business- Faculty Hall

Dr. Doug Frost and Tom Allin

Workshop Registration fee - \$100

### **DESCRIPTION**

**Why Leaders Fail: The Case for Relational Wisdom** is a one-day, experiential workshop. The challenge of leading well, whether in the public or private sector, is now greater than ever. Participants in this workshop will learn about becoming better leaders, including avoiding the pitfalls that derail many promising careers.

### **OBJECTIVE**

Learn how to develop Relational Wisdom and its role in leadership

### **FORMAT**

Highly interactive, experiential workshop emphasizing dialogue and shared learning using multimedia tools.

### **WHAT YOU WILL LEARN**

- Why too many executive careers derail
- A framework for understanding what “wise leadership” entails
- What helps and what hinders the quality of your relationship with your co-workers
- How to recognize the emotion underneath the apparent rationality of your own behavior
- How to waste less energy when working with and through other people

### **AGENDA**

- 8:30 - 9:00 Welcome and Overview
- 9:00 -10:30 Why leaders fail and the role of Relational Wisdom
- 10:30-12:30 Developing Relational Wisdom: seeing the unseen operating system underneath behavior
- 12:30 - 1:30 Lunch
- 1:30 - 3:00 Application of Relational Wisdom principles
- 3:00 - 5:00 Developing a personal action plan

## **INSTRUCTORS**

### **W. Douglas Frost, Ph.D.**

Dr. Doug Frost is a psychologist who coaches senior leaders and their teams. For 25 years he has worked with hundreds of executives in businesses ranging from Internet startups to multinational corporations as well as federal government leaders. Throughout this work he has attempted to better understand why some smart, talented leaders succeed and others do not. The result of this quest has been the concept of Relational Wisdom.



Since 1990, Doug has been an adjunct staff member at the Center for Creative Leadership where he has served senior executives from across the globe, facilitating experiential learning activities and in-depth coaching sessions. He also has founded and operated two successful consulting companies and was the COO of an entrepreneurial health care company in Denver. Doug received his Ph.D. from the University of Massachusetts at Amherst. He is a member of the American Psychological Association. Now based in Santa Fe, he enjoys time in the mountains and can often be found biking, hiking, skiing, or climbing on rock and ice. In November 2002, he reached the summit of Ama Dablam at 22,500 feet in Nepal.

### **Tom Allin**

Tom Allin is the co-founder of a successful restaurant startup called Jinja Bar & Bistro. Prior to launching Jinja, Tom was a Managing Director of Security Capital Group Inc., a publicly held real estate research, investment and operating company, from April, 1998 to December 2000. Tom was on the board of directors of five international real estate businesses and worked closely with the CEO's on strategy and management. Before joining Security Capital Group, Tom was President and CEO of Gordon Biersch Brewing Company, a regional microbrewery and restaurant group located in California.



From 1973 to 1996, Tom worked for McDonald's Corporation, the most recent position as Senior Vice President and Zone Manager for the western United States. Prior to that, Tom spent fifteen years in Europe where he was the first country president for McDonald's France and successfully built one of the top three international markets for the company. In 1988, Tom opened McDonald's European office in London where he was responsible for the direction and support of twenty European countries.

Tom received his B.S. from Duke University and attended the International Senior Management Program at Harvard Business School.

## **DIRECTIONS**

For driving directions to the Fuqua School of Business, please visit the Fuqua website - <http://www.fuqua.duke.edu/about/campus/directions/>

For directions to the Faculty Hall, click on the Fuqua campus map link below:  
<http://www.fuqua.duke.edu/about/campus/map/FuquaMap.pdf>

## **REGISTRATION**

Seating is limited (50)

Register online at [www.leadershipandethics.org](http://www.leadershipandethics.org) to attend.

For more information contact Tejumade Ajasa at [tejumade.ajasa@duke.edu](mailto:tejumade.ajasa@duke.edu) or 919 660 7992.