

# IME

## INTERNATIONAL MANAGEMENT EDUCATION

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e NGLISH PROGRAM

MANAGEMENT SCHOOL ST.GALLEN ■  
INTERNATIONAL PROGRAMS 2022

## *Personal Excellence*

**Personal Excellence actively encourages you to change your personal perspective on others and on yourself. This gives you the opportunity to self-reflect more deeply in order to get to know yourself better and to be able to communicate and to use your strengths and talents in a more targeted way.**

Self-image and projected image in harmony: how managers can critically assess, systematically influence and selectively employ their impact on staff and customers. The program is to a large extent shaped by the different forms of interaction. Personal charisma has a different impact on different groups of people. As a consequence, individuals can only express themselves through their image, culture, mimicry and intonation in a number of different groups and assuming a multitude of roles, postures and gestures. A manager does not simply have to accept how others perceive him or her – he or she can actively influence and steer these perceptions. Managers should reconcile the expectations that the people they encounter place in them and their role with their own personal qualities. The personal excellence program helps them to analyze and revise well-worn behavior patterns and turns them into charismatic leaders, even in exceptional situations.

[www.mssg.ch/personal\\_excellence](http://www.mssg.ch/personal_excellence)



### **Target group**

The program is tailor-made for employees who wish to find out what impact their behavior has on other people. It is targeted at managers from all industries who aspire to top management positions or who represent their companies internally as well as externally.

### **Dates 2022**

1. Seminar Date  
June 13 – 15, St.Gallen

2. Seminar Date  
September 14 – 16, St.Gallen

3. Seminar Date  
December 5 – 7, St.Gallen

### **Duration**

3 Days

### **Further Information**

[www.mssg.ch/personal\\_excellence](http://www.mssg.ch/personal_excellence)

### **Participant Fees**

CHF 4'800 | EUR 4'500

According to Swiss regulations no additional VAT will be charged for any of the programs.

## **ST.GALLEN MANAGEMENT & LEADERSHIP PROGRAM**

The seminar is part of our three-part program:

### **MODULE I**

#### **Personal Excellence**

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### **MODULE II**

#### **Executive Leadership**

Stop and take stock of your leadership journey so far, assess where leadership is going in the digital age and construct your own individual development path for the future. With an experienced coach and a powerful group of peers you will enhance your leadership skills.

### **MODULE III**

#### **Managing Business**

Managing Business gives you the skills to make far-sighted decisions between the conflicting priorities of market opportunities and company strengths. Strategic planning which will lead you faster and safer to future success.

### **FURTHER INFORMATION:**

[www.mssg.ch/management\\_leadership](http://www.mssg.ch/management_leadership)

## **PROGRAM CONTENTS**

**With an experienced coach and a powerful group of peers you can expect to work on the following topics:**

### **Focus on strengths**

Personality profile. Where do your true strengths lie? Which talents should you develop? How to deal with different profiles.

### **Personal impact**

Body awareness and vocal training. Versatility of expression. Presence and power of performance. Enhancing presentation skills. Storytelling.

### **Self-leadership**

Self reflection and self-awareness. Transactional analysis. Identifying and working on obstructive beliefs. Handling pressure, opposition and stress.

### **Communication and conversational skills**

Principles of successful communication skills. Active listening. Dealing with difficult conversations.

### **Developing spontaneity**

Thinking on your feet. Speeding up your reaction time. Improvisation and quick wittedness. Quick responsiveness.

### **My contribution to the whole**

Personal development plan. Recommended complementary activities.

### **KNOWLEDGE TRANSFER**

Q&A/experience exchange session web session to secure transfer process 4–6 weeks after seminar.

### **OPTIONAL**

Individual coaching to develop personal skills.

**LEADING  
CHANGE –  
SUCCESS-  
FULLY  
MANAGING  
INSTABILITY**

**E**NGLISH PROGRAM

**RECOMMENDED  
INHOUSE TRAINING**

**Leading Change  
Successfully Managing Instability  
and Transformation**

[www.mssg.ch/corporate/leadingchange\\_e](http://www.mssg.ch/corporate/leadingchange_e)