



Welcome!

MLD Shopping Night

Monday, August 29, 2016 • Starr Auditorium



Management, Leadership, & Decision Sciences Area

Leadership

**Negotiation
& Decision Sciences**

Organizing for Social Change

Strategic Management

Management, Leadership, & Decision Sciences Area

Leadership

Leadership Studies
Leadership Development

Negotiation & Decision Sciences

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CPL Leadership Extracurriculars

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Government and Civic Innovation

Persuasion, Power, and Influence

Social Enterprise

Ash Center/Bloomberg Extracurriculars

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Strategic Management

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Financial Management

Managing People

Operations and Performance Management

Crisis Management



The MLD Certificate

Purpose: To encourage students to be mindful about how MLD coursework can assist in their future public service endeavors and enhance their leadership potential

➤ *Think about your aspirations and map backward*

www.hksmldarea.com/certificate



The MLD Certificate

Steps to qualifying for the MLD Certificate:

1. **Activate candidacy** by Nov 1 of graduation year
2. **Complete 12 credits (3 full courses)** worth of MLD-related courses with a grade of **B+ or above**
3. **Submit final application** by May 1 of graduation year
 - List courses completed and explain logic of MLD training

www.hksmldarea.com/certificate

Leadership



Ron Heifetz
Center for
Public Leadership



Marshall Ganz
Ash Center



David Gergen
Center for
Public Leadership

Leadership

Leadership Studies

Leadership Development

Leadership

Leadership Studies

[MLD-329](#) *Power and Glory in Turbulent Times: The History of Leadership from Henry V to Steve Jobs (Nancy Koehn)*

Nancy
Koehn



[MLD-352](#) *The Leadership System: Leaders, Followers, Context (Barbara Kellerman)*

Barbara
Kellerman



Leadership

Leadership Development

[MLD-323](#)

Authentic Leadership Development (Dana Born)



Dana
Born

[MLD-617M](#)

*Effective Implementation: Learning from
Effective Implementers
(Francis Hartmann)*

Frank
Hartmann



[MLD-201](#)

*Exercising Leadership: The Politics of Change
(Ronald Heifetz; T. O'Brien; Hugh O'Doherty)*

[MLD-364](#)

*Leadership from the Inside Out: The Personal Capacity to Lead
and Stay Alive (Ronald Heifetz)*

[MLD-355M](#)

Public Narrative: Self, Us, Now (Marshall Ganz)

[MLD-356M](#)

*Public Narrative: Loss, Difference, Power,
and Change (Marshall Ganz)*

Tim
O'Brien



[MLD-377](#)

*Organizing: People, Power, and Change
(Marshall Ganz)*

Hugh
O'Doherty



Negotiation & Decision Sciences



Todd Rogers
Center for
Public Leadership
Behavioral Insights Group



Kessely Hong
Negotiation

Brian Mandell
Kennedy School
Negotiation Project
(KSNP)



Negotiation & Decision Sciences

Decision Sciences

[MLD-310](#)

Behavioral Economics for Organizations (Iris Bohnet)

[MLD-328M](#)

Noticing: A Leadership Challenge (Max Bazerman)

[MLD-335Y](#)

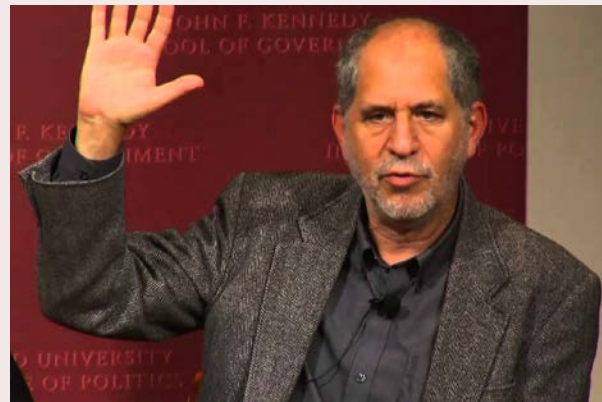
*United Kingdom Immersive Field Course: Behavioral Insights
(Max Bazerman)*

[MLD-304](#)

Science of Behavior Change (Todd Rogers)



Iris Bohnet



Max Bazerman



→ [Faculty Research](#)

→ [Student Resources](#)

→ [BIG Courses](#)

Contact and
Follow BIG

BIG Upcoming
Events

BIG Additional
Resources

Behavioral Insights Group

Can the location of a healthy snack food influence whether you make a healthier choice? Would a default "opt-in" setting make saving for retirement easier?

Launched in 2013 by faculty co-directors Iris Bohnet and Max Bazerman, the Behavioral Insights Group (BIG) brings together Harvard's outstanding group of decision research scholars, behavioral economists, and other behavioral scientists to focus their energies on improving how decisions are made, both by leaders, and by individuals. BIG is driven by the belief that improving the quality of our leaders' decisions is a core lever we possess to improve the world. When leaders and individuals make better decisions, an amazing array of changes can happen, including:

- Improving educational systems,
- Improving health,
- Reducing discrimination,
- Protecting the environment,
- Managing finances better (both personal and organizational).

Recent books such as *Nudge*, by Richard Thaler and Cass Sunstein, and *Thinking, Fast and Slow*, by Daniel Kahneman, have revealed how behavioral economics and other behavioral sciences shed light on decision making processes. These insights can do much more than improve how individuals make important personal decisions. They can also help leaders make better decisions about major policies—and ensure those policies effectively improve society.

Negotiation & Decision Sciences

Negotiation and Conflict Management

Intro Courses (substitutes, not complements)

[MLD-224](#) *Behavioral Science of Negotiations (Julia Minson)*

[MLD-225](#) *Introduction to the Theory and Practice of
Negotiation (Robert Wilkinson)*

[MLD-255](#) *Negotiation Intensive (Max Bazerman)*

[MLD-222M](#) *Negotiation Analysis (Kessely Hong)*

Advanced Courses (intro course prerequisite)

[MLD-223M](#) *Negotiating Across Differences (Kessely Hong)*

[MLD-280](#) *Advanced Workshop in Multiparty Negotiation and
Conflict Resolution (Brian Mandell)*



Julia Minson



Rob Wilkinson



HARVARD Kennedy School
Center for Public
LEADERSHIP

Kennedy School Negotiation Project

Brian Mandell, Director

harvardksnp@gmail.com
@harvardksnp

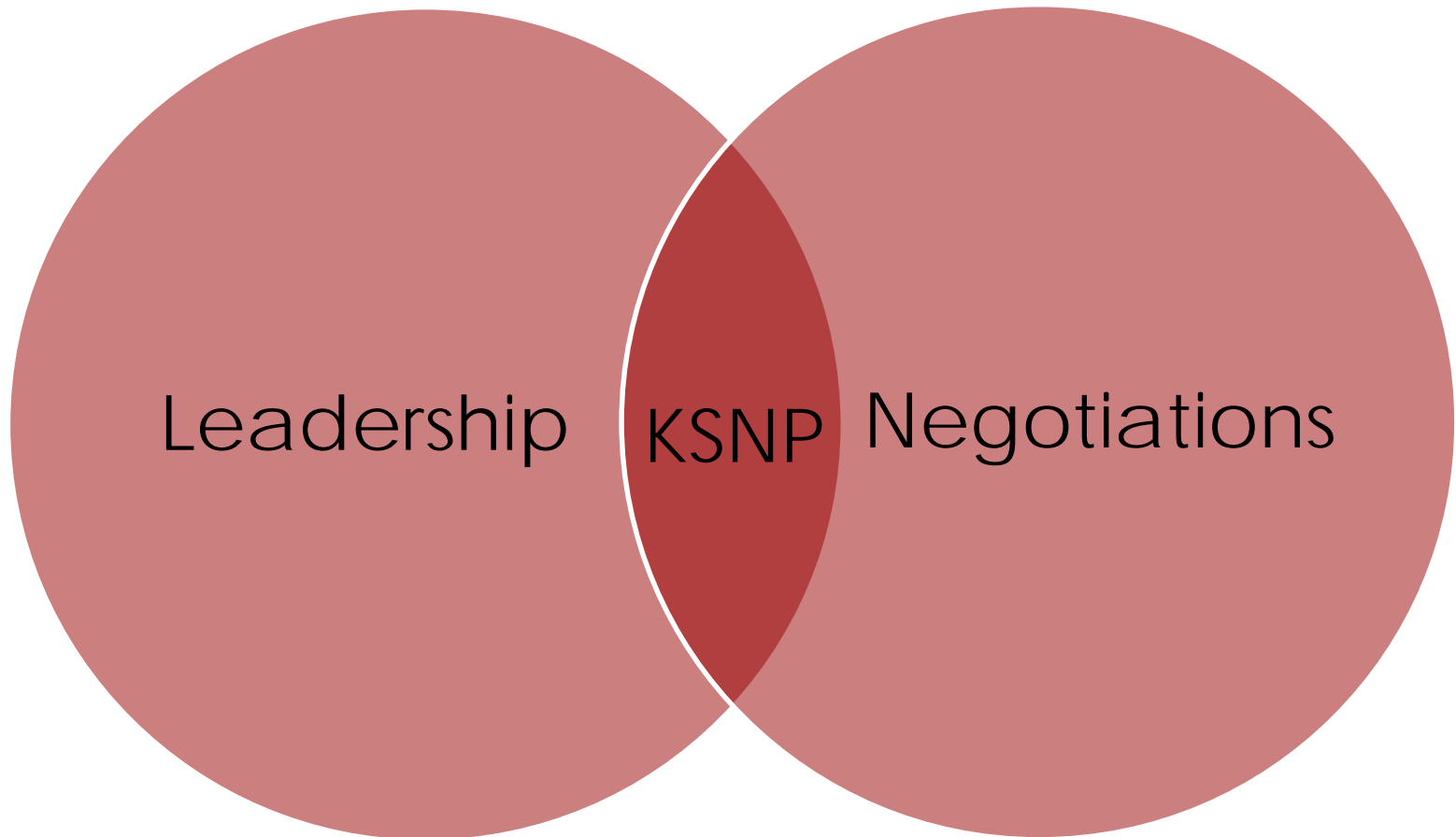
*Advancing the theory and practice of collaborative negotiation
to strengthen the problem-solving capacity of 21st century
leaders and policymakers.*

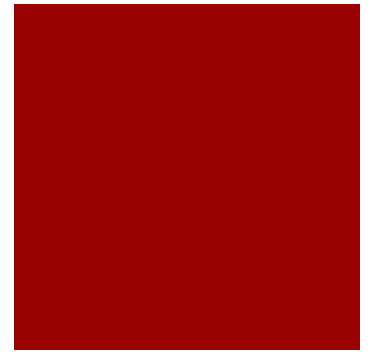
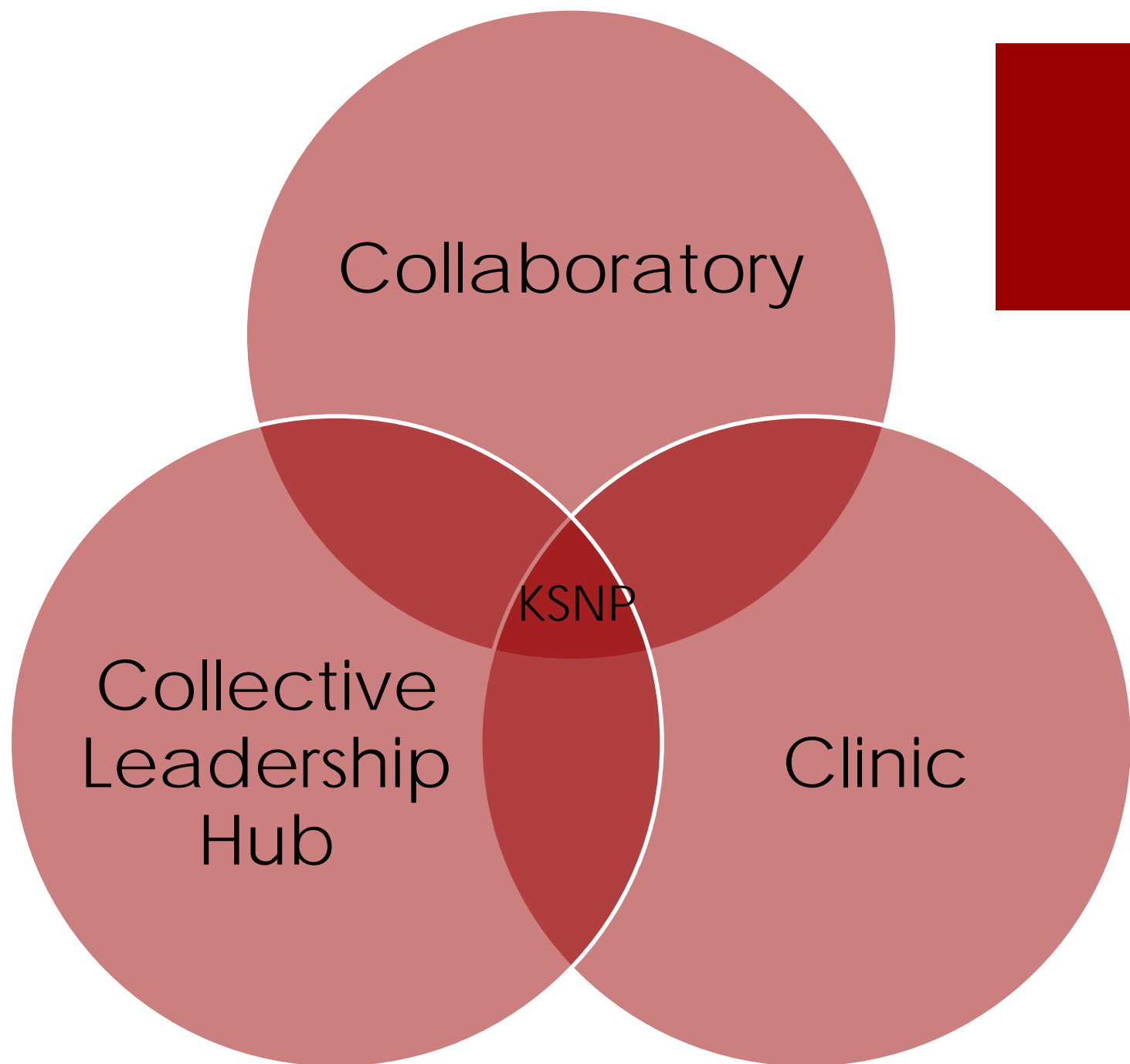
The Public Leader's Challenge



- Public Problems in a complex, interconnected, rapidly changing world:
 - Highly complex
 - Value-laden
 - Indeterminate boundaries
 - Dispersed, complicated, and interconnected political, economic and social impacts
 - High-stakes
 - Multiparty
- Public leaders need a robust, multidimensional skillset that prepares them to lead change processes on difficult problems by negotiating across sectors and boundaries.

*Tackling today's biggest public problems
require both **collective leadership** and
collaborative negotiation.*





Our Mission:

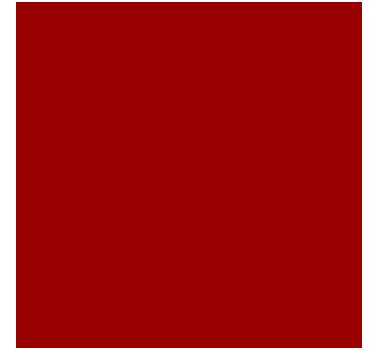
- To train students and **current and future global policy makers** to overcome impasse, find collaborative solutions, and become next-generation negotiators and tri-sector leaders.

Our Approach:

- A unique blend of **experiential learning, case studies, leadership training, and practical skill development.**

Our Goal:

- To create a **sustainable collaboratory** at Harvard Kennedy School where students, scholars, public policy negotiators, and leaders can train to **solve the world's toughest global challenges.**



2016-2017 events will include:



- **Evening Speaker Series**
 - Conversations on Leadership and Negotiation.
- **Advanced Multiparty Simulations**
 - Opportunities to participate in advanced multiparty simulations outside of the classroom.
- **Beta-testing New Simulations**
 - Experiential learning through participation in simulations.
- **Career Night**
 - Field experiences to explore negotiation and conflict resolution opportunities.
 - Career workshops and learning about future career pathways.
- **Simulation Writing Workshop**
 - Learn about writing simulations with guidance and feedback from HKS faculty.
- **PAE Night:**
 - MPP2s present their KSNP sponsored PAEs
 - Explore research projects to advance thinking on negotiations, conflict resolution, and cross-boundary collaboration.

Stay connected with KSNP:



- Sign up for KSNP's newsletter to stay updated on events and opportunities.
 - (Sign up in front of room.)
- Come to events!
- Email Monica Giannone for questions: harvardksnp@gmail.com

Organizing Social Change



Jorrit de Jong
Ash Center
Government Innovation



Julie Battilana & Brittany Butler
Center for Public Leadership
Social Innovation



Carl Byers & Jim Bildner
Social Enterprise

Organizing for Social Change

Government and Civic Innovation

Persuasion, Power, and Influence

Social Enterprise

Organizing for Social Change

Government and Civic Innovation

[MLD-620M](#)

*Urban Innovation: Concepts and Practices
(Steve Goldsmith)*

[MLD-621](#)

*Innovation Field Lab: Public Problem Solving
in Massachusetts Cities (Jorrit de Jong)*

[MLD-833M](#)

*Entrepreneurship and Social Innovation
(Christopher Marquis)*

[MLD-807M](#)

*Philanthropy and Social Innovation
(Christopher Marquis)*



Steve Goldsmith



Chris Marquis

Organizing for Social Change

Persuasion, Power, and Influence

[MLD-340](#)

Power and Influence (Julie Battilana)

[MLD-342](#)

Persuasion: The Science and Art of Effective Influence (Gary Orren)

[DPI-351M](#)

Lobbying: Theory, Practice, and Simulations (Mark Fagan)



Mark Fagan



Gary Orren

Organizing for Social Change

Social Enterprise

[MLD-830](#)

Entrepreneurship and Innovation in the Private and Social Sectors (Dick Cavanagh)

[MLD-831](#)

Entrepreneurship and Innovation in the Private and Social Sectors – Business Plan Workshop (Dick Cavanagh)



Dick Cavanagh

[MLD-829M](#)

Entrepreneurial Finance I (Carl Byers)

[MLD-839M](#)

Entrepreneurial Finance II (Carl Byers)

[MLD-836M](#)

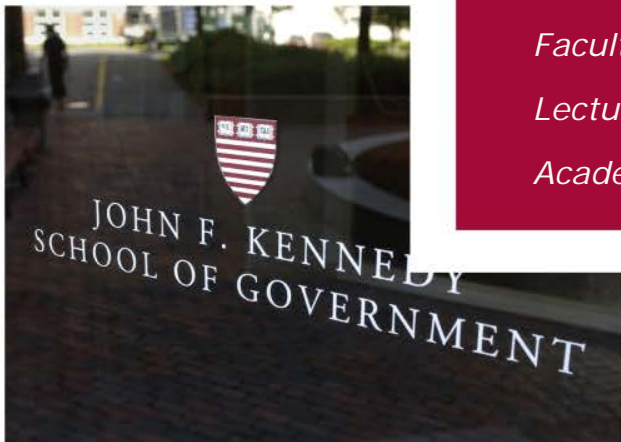
Social Entrepreneurship 101: How to Go from Start-Up to End Up (James Bildner)



Gordon Bloom

[MLD-837](#)

Social Entrepreneurship and Innovation Lab for US & Global Health (Gordon Bloom)



HARVARD Kennedy School

ASH CENTER

for Democratic Governance
and Innovation

Bloomberg Harvard City Leadership Initiative

Jorrit de Jong

Faculty Director, Bloomberg Harvard City Leadership Initiative

Lecturer in Public Policy and Management

Academic Director, Innovations in Government Program, Ash Center

The Imperative of Advancing City Leadership



An Unparalleled Initiative

- Collaboration between HBS, HKS and Bloomberg Philanthropies
- 300 mayors and 400 senior staffers from cities in America and around the world expected to participate
- Major investment in new research and curriculum
- Many opportunities for students to become involved



Designed for Real Impact in Cities Today *and* for Training City Leaders of the Future



Student Engagement Opportunities

Deeper Learning and Ongoing Support to Cities

- Research Assistance and Event Organizing Positions
- Horizon scans to identify cutting edge practices
- Summer Internships in Mayor's offices
- New Experiential Field Courses on City Innovation

Sign Up, Learn More & Get Involved

Website: <http://ash.harvard.edu/cityleadership>

Email: cityleadership@harvard.edu

Open House: [ASH Center September 12th 4-6 PM](#)



Launching this year

Social Innovation Studio

A working and learning community for students seeking to:

- Advance progress against a specific social problem through social innovation
- Contribute to the field of social innovation through research and idea exchange

A dedicated space for social innovation projects and activity at HKS

- Opening this fall
- Sign up for our updates or join our student group to stay in the loop

QUESTIONS YOU'LL HEAR AROUND THE STUDIO THIS YEAR

How is social innovation different from innovation without social benefit at its core?

How can HKS best support you as student social innovators?

How can HKS best help those seeking to foster the conditions that allow social innovation to arise?

How should we define and measure success when it comes to social innovation?

Launching this year

Social Innovation Studio

Get involved

- **Suggest and/or participate** in seminars, workshops, and projects
- **Help lead student group on social innovation @ HKS**
 - Work with faculty, staff, and peers to shape the inaugural agenda for the studio
 - Leadership applications open September 23rd

Stay in touch

- **Email social_inno@hks.harvard.edu to contact us**
- **Sign up for updates** on events, research, and open studio hours (auto reply to your email provides link for this)

Strategic Management



Mark Fagan



Bob Behn

Strategic Management

Strategic Management

Financial Management

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Crisis Management

Strategic Management

Strategic Management

[MLD-102](#)

*Getting Things Done: Management in
a Development Context*
(Matt Andrews; by permission only)



Matt Andrews

[MLD-110](#)

Strategic Management for Public Purposes
(Peter Zimmerman)

Pete Zimmerman



[MLD-115](#)

*Management Matters: Leadership, Strategy
and Getting Things Done* (Joseph Bower)



Joseph Bower

Strategic Management

Financial Management

[MLD-410](#)

State and Local Financial Policy (Shelby Chodos)



Shelby Chodos

[MLD-411M](#)

Introduction to Budgeting and Financial Management (Linda Bilmes)

[MLD-412M](#)

Advanced Applied Management, Operations, and Budgeting (Linda Bilmes)



Linda Bilmes

[MLD-427](#)

Managing Financial Resources in Non Profit Organizations (Jim Honan)



Jim Honan

Strategic Management

Managing People

[MLD-320M](#)

The Art of Leading in a Diverse World: Skills, Insights, and Best Practices
(Patricia Bellinger)

[MLD-500](#)

Maximizing Human Capital and Organizational Performance
(Robert Livingston)

Robert Livingston



Patti Bellinger

Strategic Management

Operations and Performance Management

[MLD-601](#) *Operations Management (Mark Fagan)*

[MLD-602](#) *Performance Leadership: Producing Results in Public and Nonprofit Agencies (Bob Behn)*

[MLD-610](#) *Generating and Using Evidence to Improve the Management of Your Organization (Julie Wilson)*



Julie Wilson

Crisis Management

[MLD-381](#) *The Management of Crises Response (Juliette Kayyem)*



Juliette Kayyem

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Thank You!

