

MLI 2023 Schedule 8:30 a.m. to 4:30 p.m. each day

MLI Introductions	February 2
Thinking Like A Leader (pm)	February 2
Creating The Right Vision (am)	February 16
Creativity and Innovation, Part 1 (pm)	February 16
Strategic & Operational Decision Making	March 2
21st Century Sales Strategies	March 16
Supply Chain Management	March 30
Leveraging Human Capital (am)	April 13
Creativity and Innovation, Part 2 (pm)	April 13
CI Culture Transformation	April 27
Organizational Leadership & Culture.....	May 11
Strategic Financial Management-Interplay	May 18
Change Management (am)	June 1
Company Growth Planning	June 1/8
Graduation	June 8

Your program investment includes professional instructors, materials, facility and meal expenses. **The fee is \$4,995, unless you register by December 8, 2022 for the early bird registration rate of \$4,495 (a savings of \$500).** Some grants or scholarships may be available. Call soon to reserve your placement in the Manufacturing Leadership Institute: Call Karen Buck, Director, Workforce Initiatives, at (610) 628-4626 or email her at karen.buck@mrcpa.org.

Due to the personal and interactive nature of this specially designed leadership certificate program, enrollment is limited to a finite group of participants. Because the information and knowledge build over the sequential sessions, absences are expected to be at a minimum.

MLI: Manufacturing Leadership Institute 2023



Strategic Leadership for Growth & Innovation

A PROGRAM DESIGNED FOR CURRENT AND FUTURE LEADERS

In 2006, the Manufacturers Resource Center (MRC) worked in partnership with Lehigh University to establish a top-line certificate program to educate the region's current and up-and-coming leaders in all aspects of Strategic Leadership. MRC has graduated over 300 participants through the Manufacturing Leadership Institute (MLI) program since that time. MLI is designed to develop and enhance the skills of our region's leaders who will strengthen their company's competitiveness, drive growth, and create sustainable business models into the future.

Renowned Industry Instructors

LEADING SUBJECT MATTER EXPERTS

Paul Cherry, President of Performance Based Results, has 20 years of experience working with over 1,200 organizations from start-ups to Fortune 500 corporations. He is a recognized authority on how to ask the right questions to achieve great outcomes. Paul is the author of two best-selling books: *Questions That Sell and Questions That Get Results*.

Sue Green, Sue Green Consulting helps leaders and executive teams to enhance their performance effectiveness through values-based leadership, self-management skills and personal awareness. Sue has served for-profit and not-for-profit organizations in the US and Europe with major global corporations such as the Kohler Company and Preferred Hotels and Resorts International.

Michael Wallace is an internationally recognized authority on the leadership from the Board Room to the Shop Floor with 35 years of experience in aerospace process management specializing in knowledge-based engineering, lean manufacturing, sales, team building and information technology. Since retiring from The Boeing Company, Mr. Wallace is a well-respected Consultant with clients in the US, UK, Canada, Australia, and New Zealand. He is a frequent lecturer and keynote presenter on process-based management, along with other related topics such as project management, supply chain management, lean manufacturing, leadership, sales, and system analysis.

Michael Hoseus, former Executive & Corporate Leader for Toyota Motor Manufacturing North America, is the current Executive Director with the Center for Quality People and Organizations and works with Business, Education and Community Organizations to intentionally design and transform their cultures. Michael is co-author of "The Toyota Culture: The Heart and Soul of the Toyota Way." He is an adjunct professor with the University of Kentucky's Center for Manufacturing and the University of Dayton's Center for Competitive Change, and is a member of the faculty of Lean Enterprise Institute.

Richard Neulight, President of National Management Strategies, a business & management consulting firm, has worked extensively with small and medium -sized companies, as well as professional service providers. He is a respected specialist in the 'turnaround' or rescue of deeply troubled companies.

Shawn Doyle, CSP (Certified Speaking Professional) is a professional speaker, author, Executive Coach and author of 22 books, several which have been Amazon #1 best sellers. Shawn has worked three decades in the world of personal and professional development and, before starting his own company, was Vice President of Learning and Development at Comcast and was co-founder of Comcast's Corporate University. Some of Shawn's clients include Microsoft, Pfizer, Comcast, Zippo, Lockheed Martin, NBC, Aberdeen Proving Grounds, Guideposts, ABC, Disney, Kraft, Charter, The Ladders, IBM and the U.S. Marines.

T. Quinn Spitzer, Jr. is a partner with McHugh Consulting, a management consulting firm specializing in business strategy and complexity management. From 1990 – 1999, Quinn was a regularly scheduled business commentator for CNN. He has worked with the executive leadership of major corporations worldwide including BMW, Corning, Deutsche Bank, British Airways and Hewlett-Packard. His book *Heads You Win, How the Best Companies Think* received critical acclaim in both Fortune and the Economist and has been published in five foreign language editions. Prior to joining McHugh Consulting, he was Chairman and CEO of Kepner-Tregoe.

Irv Stern, Partner at Advantage Performance Group, has over 30 years of consulting and facilitation experience with clients across a broad range of industries. A seasoned business and financial literacy specialist, he helps organizations improve business results in the areas of strategy execution, sales and sales management, organizational change, and performance management. His global experience includes work in China, India, Australia, Singapore, Brazil, Argentina, and throughout Europe.

COURSE DESCRIPTIONS

Thinking Like a Leader - In the opening session we will be presenting an overview of leadership attitudes and exploring our understanding of ways of thinking, doing and being that serve growth and innovation. We will interactively survey your own expectations of the process and assess the direction of MLI as it relates to your company. Each company will provide a short introduction of its products and services.

Creating the Right Vision – The current vision statement of the enterprise is explored (if one exists) and evaluated on its capability to define the future and inspire the workers who help achieve that vision.

The MLI experience has uncovered opportunities for improvement in every aspect of our company and, to date, is one of the most powerful tools we have. The investment will pay dividends for years to come!."

~Ken W. Kratz, Vice President
Bracalente Manufacturing Group

Supply Chain

Management – This course takes a high-level view at the design and effective operation of supply chains and what is needed to ensure a culture of continuous improvement. At completion, each participant will be equipped to link a firm's competitive strategy to elements of supply chain design, identify key issues and decisions in supply chain management, explain how critical supply chain factors affect financial performance, and discuss the impact of current business trends from a supply chain perspective.

The Role of Leadership in a CI Culture Transformation - Develops you and your organization into high-performers that can deliver sustainable business results. Leadership is the most frequently identified gap in a CI Culture Transformation. This workshop will explore the role of leadership in a culture transformation, facilitate identification of gaps in the current state of you and your team, and then give practical methodologies and processes to address these gaps.

Strategic Financial Management – This course builds a broad understanding of the critical factors that influence success or failure in any organization. Working in teams, participants develop strategy and resolve business challenges. No matter which resolutions they come up with, the Interplay experiential learning process make clear which decisions and activities have the greatest business impact and contribute to the company's short and long-term success.

Leveraging Human Capital – This course provides an understanding of the relationship of Human Capital to high morale, customer service and the bottom line. From recruitment of talent, through training and retention, learn how a business culture is created and nurtured.

21st Century Sales Strategies - Explore the latest marketing and sales strategies to capture new business and increase repeat business from current customers. Small and medium-sized businesses have access to a plethora of resources available today that allows them to compete with the big players. Yet, with so many choices, how do you decide what really works and what doesn't for your unique situation? Get the answers you need so you can effectively differentiate your products and solutions in today's hyper competitive and price-driven market. By developing a cohesive marketing and sales approach for your organization, you and your team can win more business, at higher profit margins, and with less effort.

Organizational Leadership & Culture – Leaders can rely on themselves to have all the answers, or they can motivate and energize their workforce to high performance standards, thus leveraging the strengths and synergy of the entire team and carrying the organization far beyond one person's individual talents. Values-based leadership is the means to create a high energy, committed workforce that achieves incredible results. Powerful, effective leadership has always been important, but in critical financial periods it is even more important. This class is practical and theoretical emphasizing and teaching specific behaviors that enhance leadership effectiveness and creates a high-performance culture so that a company may be best positioned for future growth opportunities.

Strategy and Operational Decision Making – The process of decision making will be examined in detail. The morning will begin with a lively introduction into decision science. This is followed by a detailed discussion of strategic decision making focused on competitive positioning, product and market priorities and implementing and aligning to the company or business unit strategy. The afternoon will be devoted to building operational decision-making skills by using decision process tools to achieve more effective decision outcomes.

Creativity & Innovation – Based on Shawn Doyle's bestselling book, this highly engaging and thought-provoking program helps leaders learn cutting edge tools, methodologies and techniques for leading and increasing creative thinking and ideation with their team at work. Leaders will also learn best practices used by creative teams worldwide for evaluating creative ideas objectively. This workshop also examines how to create a new culture of innovation and creativity to drive performance and productivity.

Change Management - This program helps individuals identify and develop the skills that make them more effective at leading change, whether the change is one they have chosen to initiate or one they have been asked to implement. Additionally, attendees gain an understanding of change reactions and how to deal with them.

Company Growth Direction – Opportunities throughout the MLI program will help participants evaluate their organization in ways that could improve their company's current state. Based on the materials covered, participants will develop and present new company initiatives aimed at organizational growth. The MLI program will culminate in a peer-based presentation and feedback session that allows participants to assume a leadership role, and to articulate a new vision and an action plan to achieve their goals.

"The MLI program is one of the best courses I have experienced. The instructors held our attention and presented valuable strategic leadership methods that can be immediately applied in all areas of the company. I highly recommend sending key leaders to this program. It will be an invaluable investment in your company's future."

~Ron Belknap, President
ProtoCAM