



Afghanistan • Albania
Argentina • Armenia •
• Bangladesh Barbados •
Brazil • Bulgaria • Canada •
Colombia • Costa Rica • Croatia
Denmark • Dominica • Dominican
Islands • Finland • France • Germany •
• Hong Kong • Hungary • Iceland • India
Jamaica • Japan • Jordan • Kazakhstan • Kenya • Korea
Mexico • Mongolia • Morocco • Mozambique • Namibia • Nepal • Netherlands • New Zealand • Nigeria • Norway • Oman
• Pakistan • Panama • Papua New Guinea • Peru • Philippines • Poland • Portugal • Puerto Rico • Qatar • Romania • Russia
• Saint Lucia • Saudi Arabia • Senegal • Singapore • Slovakia • Solomon Is. • South Africa • Spain • Sri Lanka • Sudan •
Sweden • Switzerland • Taiwan • Tanzania • Thailand • Trinidad And Tobago • Tunisia • Turkey • Uganda • Ukraine • United
Arab Emirates • United Kingdom • United States • Uruguay • Venezuela • Vietnam • Virgin Islands • Yugoslavia • Zimbabwe

• Algeria • Antigua •
Australia • Austria • Bahrain
Belgium • Belize • Bolivia •
Cayman Is. • Chile • China •
• Cyprus • Czech Republic •
Republic • Egypt • Ethiopia • Faroe
Greece • Guatemala • Haiti • Honduras
• Indonesia • Iran • Ireland • Israel • Italy •
• Kuwait • Latvia • Macedonia • Malaysia • Maldives •

The Institute of Executive Development

SERVICES OVERVIEW

IED

The Institute helps organizations advance leader development activities.

Through a customized set of products and services, clients of The Institute:

Improve the quality and type of leader development available

- “Raise the bar” with leader development activities
- Include cutting edge types of development experiences and formats

Expand the number of leaders that receive development

- Manage the rising number of high potentials who need development
- Implement a global, scalable approach

Increase the impact of leader development for the organization

- New ways to increase impact while keeping costs to a minimum
- Leverage technology and partners to handle administrative activities

The Result? Clients redefine leader development in their organizations: how it is done, who participates, and most importantly its overall effectiveness.

The Institute Platform

Built on a unifying Leader Development Platform, the Institute’s capabilities form three key pillars: Services, Technology and Content.

SERVICES

Guidance and support for client’s leader development initiatives

TECHNOLOGY

Infrastructure to create, manage, and distribute knowledge globally

CONTENT

Research, events, and networks that provide critical insight

LEADER DEVELOPMENT PLATFORM



Services

We partner with each client to address their specific needs and help them leverage The Institute's capabilities. Through collaboration and tapping into a larger network of professionals who have expertise across different facets of executive and leader development, clients are assured the best possible solutions.

Customized Services Include:

Leader Development Strategy – *Where is the roadmap?* Assist in the creation or revision of a long term sustainable leader development strategy.

Advisory Board – *Looking for unbiased advice from an expert?* Select from a cadre of experts in a variety of areas who can provide critical feedback.

External Benchmarking – *What are others doing?* Discover in detail how other leading organizations manage executive development.

Vendor Selection – *Need to find the right partner?* Extensive directory of service providers and process to help identify and select the best vendor.

Program Management – *Require additional resources?* Support in the design and delivery of programs to augment your in house capabilities.



Technology

Technology is fundamental to creating, managing, and distributing knowledge for an organization's leader development process. Technology also enables clients to best utilize the entire platform on a global basis.

The Institute Technology Platform:

Dashboard – *What is happening across development in my organization?* Real time updates on key metrics across development activities as well as tools to analyze effectiveness.

Dynamic Directory – *Need to facilitate internal and external networking?* Use the Institute's knowledge management system to facilitate social networks and to access external experts and colleagues.

Global Communication and Access – *How do you deliver a consistent agenda globally?* Institute's website enables timely delivery of information and materials to a distributed audience all over the globe.

Highly Customizable – *Want your own leadership development portal?* Custom portal or micro-site with selected features can be built to support specific programs or populations in your organization.

Resource Management – *Want to manage resources more efficiently?* Clients can easily organize development resources all in one place including workshops, content, consultants, schedules and metrics.

Survey Tools – *Want to know what your constituents think?* Capture and analyze knowledge on key topics and challenges for your leaders, feedback on live and virtual events, pre-program assessments, and more.



Content

Content and knowledge of the industry, the trends, the research, and the players – large and small, known and unknown, local and global – is the starting point for high impact development.



Content to help you make more informed and faster decisions:

Articles, Whitepapers, and Research Studies – *What does the literature say?* Easy access to more than 100 relevant items that are constantly refreshed from a variety of sources.

Benchmark Studies – *How does your organization compare?* Surveys on high potential development, leadership and innovation, executive transitions, and more— instant comparisons against other organizations.

Recorded Presentations and Case Studies – *No time or budget to travel to conferences?* Gain insight from your desk from our library of recorded presentations on a wide variety of executive development topics.

Regional Networking Events – *Need to expand your network?* Meet peers from many organizations around the globe at our live events - previous locations include Boston, London, Munich, New York, San Francisco, Seattle, and Washington D.C.

Targeted Teleconferences and Webcasts – *Need timely information and ideas for your entire team?*

Clients have access to sessions for everyone across their organization — specific events can be tailored around individual and team requirements.

Tools & Templates – *Don't have time to reinvent the wheel?* Ready-to-use slide presentations for use in offsite meetings and internal communications that will build your credibility.



What's unique about The Institute

- 1. Focus – Singular focus on executive and leader development**
Our focus allows us to deliver services with the greatest depth and breadth
- 2. Independence – Objectivity and neutrality**
We believe in an open model that gives you access to different options and perspectives enabling you to find the best fit
- 3. Strategic Point of View – Market trends and issues**
We approach development with a “business lens” to ensure impact to your organization
- 4. Agility – Services implemented fast**
We use both out-of-the-box resources and custom design to solve your problems
- 5. The Institute Platform – Critical to development**
We integrate Services, Technology and Content to form custom solutions

Select Client List

ADP	Clorox	Intel	Regence Group
Alexcel Group	Covidien	Intuit	RHR International
American Express	Darden Business School	Harvard Business School	Robert Half International
Avnet	Darden Restaurants	Hewitt Associates	Roche
Bain Capital	DDI	Hewlett-Packard Company	Russell Reynolds Associates
Bank of America	D.E. Shaw	Korn Ferry International	SAP
Barclays	Deloitte	Lawrence Livermore Labs	Satyam
Barrick Gold	Department of Defense	Lehman Brothers	Sun Microsystems
Bio-Rad	Deutsche Bank	L'Oreal	Symantec
BlueCross BlueShield	Dolby	Marshall Goldsmith Partners	Synopsis
Boeing	EMC Corporation	McDonald's	Tri Corporation
Booz Allen Hamilton	First Industrial Realty Trust	Microsoft	TimeWarner
British Petroleum	Flextronics	Monitor Group	U.S. Navy
Chevron	Gap Inc.	Municipality of Dubai	Wheaton Franciscan Healthcare
Chrysler	Hitachi	Northeastern University	Xerox
Cisco	ING Direct	Oracle	

Delivering Value

The Institute helps clients **increase the quality** of development activities by creating new options, **save money** by shifting the balance toward lower cost development modes, and **save time** by accelerating the learning curve for both development professionals and the leaders in their organization.

“The Institute is an easy to use Internet based component for any organization’s leadership development delivery system. They create high impact research, virtual and live learning events, and help clients interact as a community of professionals and learners on a global basis.”

– *VP Talent Development, Fortune 500 Technology Company*

“With its singular focus on executive and leader development, the Institute has become an integral part of our professional portfolio. The professional networking opportunities are remarkable.”

– *Program Director for Admiral Development, U.S. Navy*

“The Institute has forward thinking content I find very useful. The opportunity to connect with others in the local area is of great value. The Institute is a “must have” resource in every development professional’s toolkit.”

– *CLO global professional services company*



The Institute of Executive Development

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