



SPECIAL MANAGEMENT PROGRAM

LARRY BOSSIDY & you

LEARN HOW TO TURN STRATEGY INTO RESULTS
FROM ONE OF THE WORLD'S MOST RESPECTED CEOS

EXECUTION IN ACTION

OCTOBER 28-29, 2008 - NEW YORK CITY

LIMITED TO 120 EXECUTIVES



FORMER CEO OF HONEYWELL AND ALLIEDSIGNAL, BEST-SELLING AUTHOR, ONE OF THE MOST RESPECTED CEOS IN RECENT HISTORY

JOIN LARRY BOSSIDY AND A SELECT GROUP OF TOP BUSINESS LEADERS FOR FRANK DISCUSSION ON THE MAJOR JOB OF ANY LEADER—EXECUTION.

THROUGH INTENSE INTERACTION AND CASE STUDIES, BOSSIDY WILL SHARE HIS VAST EXPERIENCE AND KNOWLEDGE ON THE DISCIPLINE OF GETTING THINGS DONE. COME PREPARED FOR A HANDS-ON APPROACH ON HOW TO CREATE, ENERGIZE, AND SUSTAIN AN INTEGRATED BUSINESS SYSTEM AROUND EXECUTION.

Larry Bossidy: Few individuals bring to their audiences the wealth of experience and accomplishment that has made him one of the most respected CEOs in recent history. Former CEO and chairman of Honeywell International Inc., Bossidy learned the art of execution through his decades as a successful leader. In his 34-year career at General Electric, he rose to vice chairman and brought the company back to double-digit growth. He turned AlliedSignal into one of the world's most admired organizations and successfully shepherded it into the historic merger with Honeywell. During his tenure as CEO,

AlliedSignal achieved outstanding results, highlighted by 31 consecutive quarters of earnings-per-share growth of 13% or more.

The lessons of his exemplary career have made his book, *Execution: The Discipline of Getting Things Done*, a business classic. In his newest book, *Confronting Reality: Doing What Matters to Get Things Right*, he makes a caveat: successful execution does not depend on the recipe but on the leader. Bossidy now serves on the boards of directors and consults with CEOs of several major corporations to help them improve their companies' performance.

PROGRAM

Two days of intensive work on how to effectively implement and maintain a culture of execution

DAY 1 - OCTOBER 28

All Sessions Led by Larry Bossidy

7:45 AM - 8:30 AM

WELCOME AND REGISTRATION

8:30 AM - 10:00 AM

1. EXECUTION: THE PRIMARY JOB OF THE LEADER

- Leading for execution: The seven principles of effective leaders
- Why execution is vital to your business
- The new realities of the business world
- BREAKOUT: How are you confronting reality? How is it affecting your business?

10:00 AM - 10:30 AM

COFFEE BREAK

10:30 AM - 12:00 PM

2. EXECUTION AS COMPETITIVE ADVANTAGE

- Execution: The prerequisite to organizational excellence
- Establishing a culture of execution
- Developing an integrated business system in sync with the marketplace, the economy, and the competition
- Aligning multiple priorities and allocating resources accordingly
- Managing the unexpected: About business cycles and contingency plans
- Why “smart” does not equal “ability to execute”

12:00 PM - 1:30 PM

LUNCH WITH LARRY BOSSIDY

1:30 PM - 3:00 PM

3. EFFICIENCY AND ACCOUNTABILITY IN EXECUTION

- How to get the right people in the right job
- Involving your people in the full process of strategy design, development, and execution
- Bridging the gap between expectations and actual results

3:00 PM - 3:30 PM

COFFEE BREAK

3:30 PM - 5:00 PM

4. WORKSHOP

- Small group break-out sessions with projects related to the day's discussion topics



DAY 2 - OCTOBER 29

All Sessions Led by Larry Bossidy

8:30 AM - 10:00 AM

1. THE CORE PROCESSES OF EXECUTION

- People: Building, training, and retaining your team—and removing the non-performers
- Strategy: Aligning the moving parts of an organization toward its business objectives
- How to conduct a strategy review
- Operations: Making the link with people and strategy
- BREAKOUT: Understand where you and your company stand

10:00 AM - 10:30 AM

COFFEE BREAK

10:30 AM - 12:00 PM

2. CASE STUDIES AND BENCHMARKS

- Execution checks & balances—quarterly review
- *Case Studies*: Southwest Airlines and Compaq

12:00 PM - 1:30 PM

LUNCH WITH LARRY BOSSIDY

1:30 PM - 3:30 PM

3. ACTION PLAN AND WRAP-UP

- Execution checklist: Characteristics of excellence
- Incorporating execution into your action plan
- Open discussion

3:30 PM

PROGRAM ENDS

"Execution has to be part of an organization's culture, driving the behavior of leaders at all levels."

Larry Bossidy

GENERAL INFORMATION

Date & Venue

October 28-29, 2008

Cipriani at Rockefeller Center
30 Rockefeller Center - 64th Floor
Pegasus Room
New York City

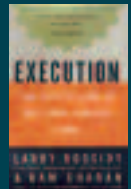


Special Accommodations

Visit hsmglobal.com/us/bossidy for more information.

Each Attendee Will Receive

- A complimentary copy of *Execution: The Discipline of Getting Things Done*, co-authored by Larry Bossidy and Ram Charan
- Attendee Profile and Contact List
- Photo opportunity with Larry Bossidy
- Working Materials
- Meals
- Attendance Certificate



Limited Availability

Limited to 120 attendees

All applications are subject to approval by HSM

Program Fee

Regular Price: \$6,500

Three Ways to Register

Phone 866 711 4476 | 9 am - 6 pm EST

212 317 8454 (If dialing internationally)

Fax 212 308 6788

Online hsmglobal.com/us/bossidy

For more information, contact us at info.us@hsmglobal.com

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UPCOMING EVENTS 2008

World Business Forum, Sept. 23-24

Leading From Your Strengths with **Marcus Buckingham**, Sept. 25

Winning Negotiation Strategies with **William Ury**, Oct. 14-15

World Finance & Economy Summit, Oct. 16

Two Days with **Jack Welch**, Oct. 21-22

Building Winning Teams with **Patrick Lencioni**, Nov. 12-13

Making Creativity & Innovation Happen with **Michael Eisner**, Nov. 18

Family-Managed Business with **John Davis**, Nov. 19-20

For an updated list of events, visit hsmglobal.com/us