

Helping managers think as successful leaders do.

Integrative Thinking is the technique for making decisions captured in Roger Martin's book, *The Opposable Mind*. The book's research explored how highly successful leaders think and shows how managers can think more like these leaders by developing their Integrative Thinking™ capacity.

Roger Martin is Dean of Rotman School of Management at the University of Toronto and a senior advisor to CEO's of leading global firms. He is devoted to transforming business education and the practice of management through Design and Integrative Thinking.

Roger is retained by leading corporations and non-profits for:

- Speaking Engagements
- Workshops
- Advisory

On the following devotions:

- Integrative Thinking™
- Design Thinking
- Strategic Choice Architecture
- Incentives, Executive Compensation & Governance
- Jurisdictional Competitiveness and Prosperity
- Social Innovation

For books, articles, columns, blogs, videos and podcasts on these subjects, please visit www.rogerlmartin.com

WHAT IT DOES:

Helps executives make more inspired choices by helping them learn how to go beyond choosing from among the options facing them and instead to generating a creative resolution that is superior to the existing options.

WHO IS IT FOR?:

Executives who would like to make a step-change improvement in their capacity to make value-creating decisions.

OFFERINGS:

Speaking Engagements: Presentation and follow up discussion that defines and describes Integrative Thinking™, and then outlines the Personal Knowledge System of the Integrative Thinker and the steps for enhancing one's own Integrative Thinking capacity. Uses short video clips of successful leaders to illustrate the material.

Workshops: One-day executive workshop on Integrative Thinking. Teaches Integrative Thinking concepts and then applies the tools to a succession of existing dilemmas from the participants' organization in order to both practice the concepts and help the organization make important progress on its critical issues. Provides practical advice to participants on building and refining their Integrative Thinking™ skills going forward.

Advisory: Advisory work with senior executives building the Integrative Thinking™ capacity of their organization. Works with leadership to design an Integrative Thinking intervention that brings the skills to bear broadly across the organization through executive education and redesign of planning processes.

RESULTS:

Executives and managers capable of making decisions that go beyond simple trade-offs to produce creative resolutions.

COST:

Please call 212.706.0812 for costs of various offerings.

REPRESENTATIVE CLIENTS:

Procter & Gamble, Genentech, Four Seasons Hotels and Resorts, VHA, City of Toronto, Canada School of Public Service, University of Dayton Executive Education Center