Give and Take

The Power of People-Oriented Leadership: How thinking of others can help you lead and succeed

May 4, 2018
8 a.m. to 4 p.m.

955 Main St., Downtown Buffalo
The new home for UB’s Jacobs School of Medicine and Biomedical Sciences

Join leaders from the business, nonprofit and academic worlds for a conference focused on the power of people-oriented leadership — how thinking of others can help you lead and succeed.

Adam Grant, author of three best-selling books on subjects such as how helping others drives our success, being an original and innovative leader, and facing adversity and building resilience, will be the keynote speaker. Additional leadership presentations throughout the day will feature research from UB School of Management faculty and lessons from top-level industry experts.

Hosted by: The University at Buffalo School of Management’s Center for Leadership and Organizational Effectiveness (CLOE)

Sponsored by: KeyBank, UB School of Management Alumni Association, Martin Group
SCHEDULE OF EVENTS

8 a.m.   Registration and Breakfast

8:45 a.m.  Welcome

9 a.m.  Learning Tracks A - CLOE Scholars on Leadership

**Building Strong, Resilient and Adaptive Teams through Shared Leadership**
*Why shared leadership is so effective, and strategies to create an organization of leaders*
Paul Tesluk, PhD, Dean and Professor, UB School of Management

The true power of people-oriented leadership occurs when leadership in a team goes beyond a single, formally designated individual to create a dynamic network of leadership. We will share the latest in behavioral science research and illustrative examples to demonstrate shared leadership and how it enables teams to be more adaptable and effective. Participants will learn a set of research-validated strategies for building shared leadership in their teams and organizations.

**Leadership and Servant Leadership: A Brief Introduction**
*An interactive workshop examining servant leadership and the current research*
James Lemoine, PhD, Assistant Professor, Organization and Human Resources, UB School of Management

Leadership is a word that’s thrown around a lot (including at this conference!), but what does it really entail? What does one have to do to be an effective leader, and how does servant leadership (whatever that is) play a role? Join us for an interactive workshop examining these questions, and learn about current research on what makes leadership work.

**Social Networks - Part One**
*How to network to get ahead*
Prasad Balkundi, PhD, Chair and Associate Professor, Organization and Human Resources, UB School of Management

So, you think you can network? Learn what research on social networks says about how you can do it even better.

**Room at the Top, but Nobody’s Ready**
*Considerations for developing the next generation of leaders*
Tim Maynes, PhD, Assistant Professor, Organization and Human Resources, UB School of Management
Mary Ann Rogers, Clinical Assistant Professor, Accounting and Law and Organization and Human Resources, UB School of Management

Most first-time managers are surprised to learn that the "myths" and expectations of being a boss often don't match with reality. Indeed, for many, the thrill of gaining a coveted promotion quickly gives way to feelings of uncertainty and even disorientation. How can organizations specifically help new leaders make the transition from employee to new manager, and give them the tools to successfully manage their new set of responsibilities?

Maynes and Rogers have just completed a fresh study, in which they surveyed hundreds of employees on the challenges associated with becoming a leader or manager in the workplace for the first time. From this data, they identify common struggles experienced by those who were recently promoted and share advice on how to help them overcome these challenges. More generally, Maynes and Rogers will discuss ways that organizations can recognize the developmental needs of the next generation of leaders, and provide them with the right kind of support.

**Connecting Who You Are to How You Lead**
*Understanding how personality impacts leadership*

Emily Grijalva, PhD, Assistant Professor, Organization and Human Resources

How are different personality traits related to leadership? After taking a brief personality survey, we will review your scores and how they may affect your leadership.

10 a.m. Break
10:30 a.m. Learning Tracks B - Industry Experts on Leadership

**Leadership Required to Disrupt an Industry**
*An entrepreneur’s perspective*

George Chamoun, CEO, ACV Auctions

**Give and Take for Lawyers and Accountants**
*Leading in the professional services sector*

Lou DiBerardino, Partner of Risk Management, Ernst & Young LLP
Sujata Yalamanchili, Partner and Practice Area Leader, Hodgson Russ

**The Power of Collaboration and Leadership**
*Moving the region forward*

Dottie Gallagher-Cohen, President and CEO, Buffalo Niagara Partnership
Leading from Where You Are
The challenge of 21st-century health care
Jody L. Lomeo, President and CEO, Kaleida Health
Luther Robinson, MD, Pediatrician, Jericho Road Community Health Center

Social Networks - Part Two: An Experiential Exercise with the Reciprocity Ring
Tapping your social network to solve problems
Prasad Balkundi, PhD, Chair and Associate Professor, Organization and Human Resources, UB School of Management

11:30 a.m. Lunch

1 p.m. Keynote Presentation: Give and Take
The Power of People-Oriented Leadership: How thinking of others can help you lead and succeed
Adam Grant, PhD, Professor of Psychology and The Saul P. Steinberg Professor of Management, The Wharton School of the University of Pennsylvania

Adam Grant has been Wharton’s top-rated professor for five straight years. As an organizational psychologist, he studies how we can find motivation and meaning, and live more generous and creative lives. He has been recognized as one of the world’s 25 most influential management thinkers and Fortune’s 40 under 40. Grant is author of three best-selling books on subjects such as how helping others drives our success, being an original and innovative leader, and facing adversity and building resilience, will be the keynote speaker.

2 p.m. Debrief

3 p.m. Reception and Leadership Networking