

MIT
MANAGEMENT
EXECUTIVE EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY
SLOAN SCHOOL OF MANAGEMENT

INQUIRY-DRIVEN LEADERSHIP

ONLINE SHORT COURSE

Find, frame, and solve business challenges by asking catalytic
questions that drive organizational change.

ABOUT THIS COURSE

Hal Gregersen, the executive director of the MIT Leadership Center, said: “Great questions have a catalytic quality — that is, they dissolve barriers to creative thinking and channel the pursuit of solutions into new, accelerated pathways.” When problem-solving, the emphasis far too often falls on finding a single correct answer. However, the power of a great question has the potential to ignite a type of innovative thinking that is essential to our globalized, digitized, and disruptive world.

The Inquiry-Driven Leadership online short course from the MIT Sloan School of Management focuses on a question-based approach to challenges, enabling you to become both a creative problem-finder and solver by gaining the tools to ask better questions. In exploring the conditions and behavioral habits that facilitate productive inquiry, you'll learn to identify, frame, and solve problems in your own leadership context. You'll discover how catalytic, or breakthrough questions, can foster transformative change, shift behaviors and beliefs, and generate individual and organizational value.

WHAT THE PROGRAM COVERS

Drawing on lessons from CEOs and innovators who have disrupted and transformed their industries by asking the right questions, you'll learn to create the conditions that stimulate productive inquiry and drive innovation. As you recognize and navigate the barriers that constrain creative energy, you'll understand how questions can drive profound change and begin to practice the habits that reinforce continuous questioning. Guided by MIT Sloan faculty, you'll develop your problem-finding and solving strengths and gain the skills to cultivate a culture of inquiry within yourself, your teams, and your organization.



\$2,800



6 weeks,
excluding orientation



6–8 hours/week of self-paced
learning, entirely online

Each module is released weekly, allowing a flexible but structured approach to learning. You'll be supported as you engage in individual activities and group discussions, ensuring you feel confident to submit your best work at each weekly deadline.

THIS PROGRAM IS FOR YOU IF YOU WANT TO:



Create a questioning culture to drive the identification and solving of problems, **uncover new opportunities, and overcome business challenges.**



Dissolve the barriers restricting your organization's ability to **gain new insights and drive innovation.**



Understand how **CEOs and innovators transform their industries** by asking the right questions that deliver value.

WHO SHOULD TAKE THIS COURSE?

This program has been specifically designed for those responsible for solving business problems, such as senior business leaders and middle managers. Consultants, strategists, marketing, innovation and operations professionals who aim to make progress on real business challenges also stand to benefit from the productive tools taught in this program. Across functions and industries, professionals will gain an understanding of why a question-based approach is becoming increasingly relevant in today's context of uncertainty and disruption.



“At MIT Sloan Executive Education, we are focused on bridging the energy, engagement and idea flow of physical in-person teaching and learning into online experiences. We aim to positively modify individual and collective behaviors that participants will take back to their teams and propagate throughout their organizations.”

– PAUL MCDONAGH-SMITH, DIGITAL CAPABILITY LEADER, MIT SLOAN EXECUTIVE EDUCATION

WHAT YOU'LL LEARN

This online program integrates rich, interactive media such as videos, infographics, and e-learning activities, as well as traditional didactic components such as traditional written study guides. There are also opportunities for collaborative learning through discussion forums. The following modules contribute to the holistic approach your learning path takes:

ORIENTATION MODULE

WELCOME TO YOUR ONLINE CAMPUS

ONE WEEK

You'll be welcomed with a personal call and introduced to your online teaching and technical support network. You will then begin connecting with fellow students while exploring the tools of your Online Campus, and will be alerted to key milestones in the learning path, and be able to review how your results will be calculated and distributed.

You'll be required to complete your student profile, confirm your certificate delivery address, and submit a digital copy of your passport/identity document.

MODULE 1

APPRECIATING THE POWER OF CATALYTIC QUESTIONS

Explore how to apply a question-based approach to challenges in your personal and professional life.

MODULE 2

CREATING THE CONDITIONS FOR QUESTIONS TO FLOURISH

Learn how to create and benefit from the conditions that stimulate catalytic questions.

WHAT IS MIT SLOAN?

Learn more about
**THE MIT SLOAN
SCHOOL OF
MANAGEMENT**



MODULE 3

BUILDING THE HABITS OF PRODUCTIVE INQUIRY

Explore the habits and questioning methods that promote productive inquiry.

MODULE 4

UNDERSTANDING AND WORKING THROUGH THE BARRIERS TO INQUIRY

Recognize how structural, cognitive, and behavioral barriers constrain your questioning capacity.

MODULE 5

BUILDING THE QUESTIONING CAPACITY OF A TEAM OR ORGANIZATION

Learn how to create conditions and encourage habits of questioning in your team or organization.

MODULE 6

CHANGING THE WORLD BY CHANGING THE QUESTIONS

Investigate how you can continue your question-centric approach to challenges beyond yourself and the program.

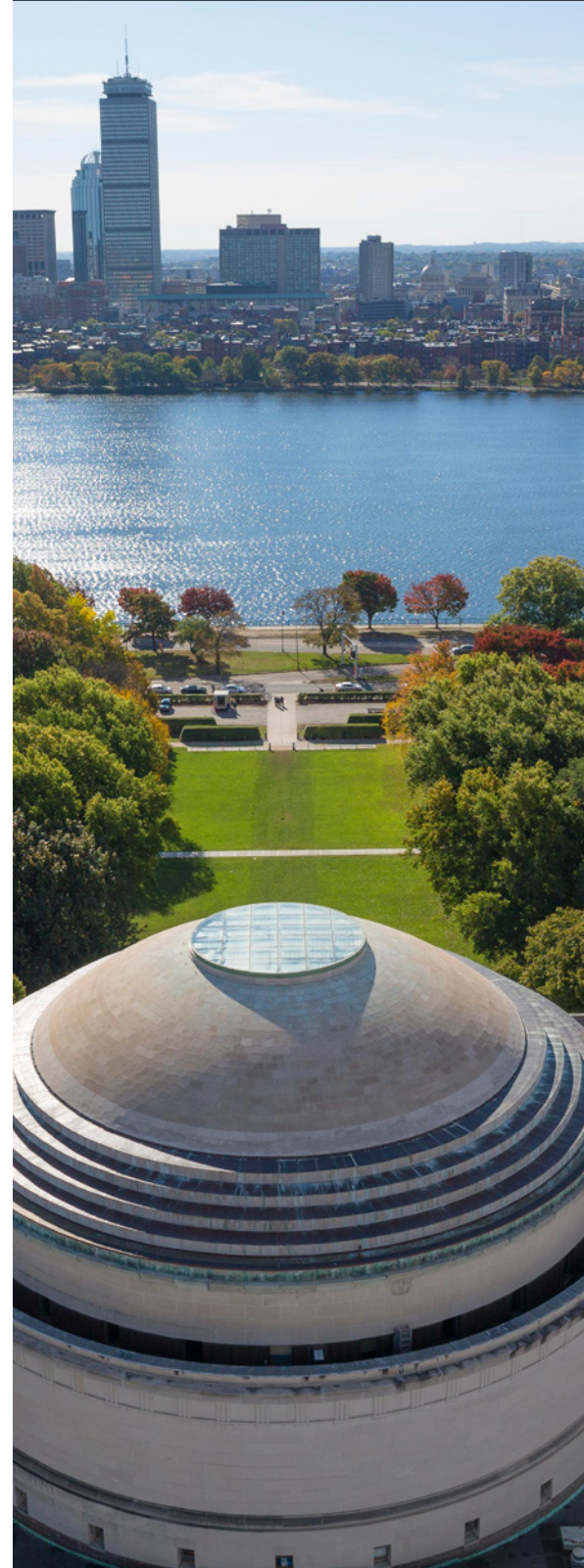
WHAT IS MIT SLOAN?

The MIT Sloan School of Management is one of the world's leading business schools,¹ emphasizing innovation in practice and research, with a mission to develop principled, innovative leaders who improve the world, and to generate ideas that advance management practice. The school's focus on action learning means that students are able to apply concepts learned in the classroom to real-world business settings. Through its collaborative spirit, MIT Sloan welcomes and celebrates diverse viewpoints, creating an environment where new ideas grow and thrive.

¹[*QS Top Universities*](#) (2019).

WHY MIT SLOAN EXECUTIVE EDUCATION?

Learn more about
**THE MIT SLOAN
ADVANTAGE**



WHO YOU'LL LEARN FROM

This MIT program is designed so you will be guided by faculty who will share their experience and in-depth subject knowledge with you throughout the course.



HAL GREGERSEN

Senior Lecturer, Work and Organization Studies

Gregersen is executive director of the MIT Leadership Center and a senior lecturer in leadership and innovation at the MIT Sloan School of Management. There he pursues his vocation of executive teaching, coaching, and research. In his work, he explores how leaders in business, government, and society discover provocative new ideas, develop the human and organizational capacity to realize those ideas, and ultimately deliver positive, powerful results.

Gregersen is a senior fellow at Innosight, a growth-strategy consulting firm, and a former advisory board member at Pharmascience, a privately held pharmaceutical company based in Montreal, Canada. Before joining MIT, he taught at INSEAD, London Business School, Tuck School of Business at Dartmouth College, Brigham Young University, and in Finland, as a Fulbright fellow.



ROGER LEHMAN

Senior Lecturer, MIT Sloan School of Management

Lehman is a senior lecturer at the MIT Sloan School of Management and a professor at INSEAD's Singapore campus. At INSEAD, he designs and teaches in both open and company-specific programs, providing a focus on executive leadership, personal and professional development, change management, and high-performance teams. In addition, he is a member of the core faculty at the INSEAD Global Leadership Center. As co-designer and program director of INSEAD's innovative Coaching and Consulting for Change Program, he is deeply involved in supporting leadership transformational processes. Lehman's clinical, teaching and organizational consulting career spans over 35 years during which time his experience has included a variety of staff and leadership positions in both public and private institutions. Over the past 20 years his teaching and consulting have led him to a variety of international assignments on all continents, including Antarctica. In addition to his extensive involvement in the Executive Masters Program, Lehman's current focus is on leader development in Asia and Africa.



INDUSTRY EXPERTS



TIM KOBE

Founder and CEO, Eight Inc.



TIFFANY SHLAIN

*Founder, Webby Awards
and Co-Founder, International
Academy of Digital Arts and Sciences*



CHRISTIANE WENKHEIM

*Chairman-Supervisory Board,
Ottakringer Getränke AG*



SAFI BACALL

*Author of the Wall Street Journal best
seller Loonshots and former CEO,
Synta Pharmaceuticals Corp.*



JOAN LAVERERE

*Attending Physician, Boston
Children's Hospital and Assistant
Professor of Pediatrics,
Harvard Medical School*



MICHAEL HAWLEY

*Former professor at MIT's Media
Lab and Founder, MIT's GO
Expeditions Program*



RANA EL KALIOUBY

*CEO & Co-Founder, Affectiva
and Author, Girl Decoded*



YOUR SUCCESS TEAM

Receive a personalized approach to online education that ensures you're supported by GetSmarter throughout your learning journey.



HEAD LEARNING FACILITATOR

A subject expert from GetSmarter, approved by the University, will guide you through learning-related challenges



SUCCESS MANAGER

Your one-on-one support at GetSmarter, available during University hours (9am–5pm EST) to address technical or administrative questions.



GLOBAL SUCCESS TEAM

This team from GetSmarter is available 24/7 to solve your tech-related queries and concerns.



A POWERFUL COLLABORATION

MIT Sloan Executive Education is collaborating with online education provider GetSmarter to create a new class of learning experience — one that is higher-touch, intimate, and personalized for the working professional.

WHAT IS MIT SLOAN EXECUTIVE EDUCATION?

MIT Sloan Executive Education offers non-degree executive programs led by MIT Sloan faculty to provide business professionals from around the world with a targeted and flexible means to advance their career development goals and position their organizations for future growth. By collaborating with GetSmarter, a leader in online education, MIT Sloan Executive Education is able to deliver its executive programs through a dynamic, interactive, digital learning platform.

WHAT IS GETSMARTER?

GetSmarter, a brand of 2U, Inc., partners with the world's leading universities to select, design and deliver premium online short courses with a data-driven focus on learning gain. Technology meets academic rigor in our people-mediated model which enables lifelong learners across the globe to obtain industry-relevant skills that are recognized by the world's most reputable academic institutions.

MIT SLOAN CERTIFICATE OF COMPLETION

This program offers you the opportunity to earn a certificate of completion from one of the world's leading business schools — the MIT Sloan School of Management. Your certificate will be issued in your legal name and couriered to you, at no additional cost, upon successful completion of the program, as per the stipulated requirements. This program also counts towards an MIT Sloan Executive Certificate.



HOW YOU'LL LEARN

Every course is broken down into manageable, weekly modules, designed to accelerate your learning process through diverse learning activities:

- Work through your downloadable and online instructional material
- Interact with your peers and learning facilitators through weekly class-wide forums and reviewed small group discussions
- Enjoy a wide range of interactive content, including video lectures, infographics, live polls, and more
- Investigate rich, real-world case studies
- Apply what you learn each week to ongoing project submissions, culminating in the skills to dissolve barriers to new insights and creative solutions

TECHNICAL REQUIREMENTS

BASIC REQUIREMENTS

In order to complete a program, you'll need a current email account and access to a computer and the internet, as well as a [PDF Reader](#). You may need to view Microsoft PowerPoint presentations, and read and create documents in Microsoft Word or Excel.

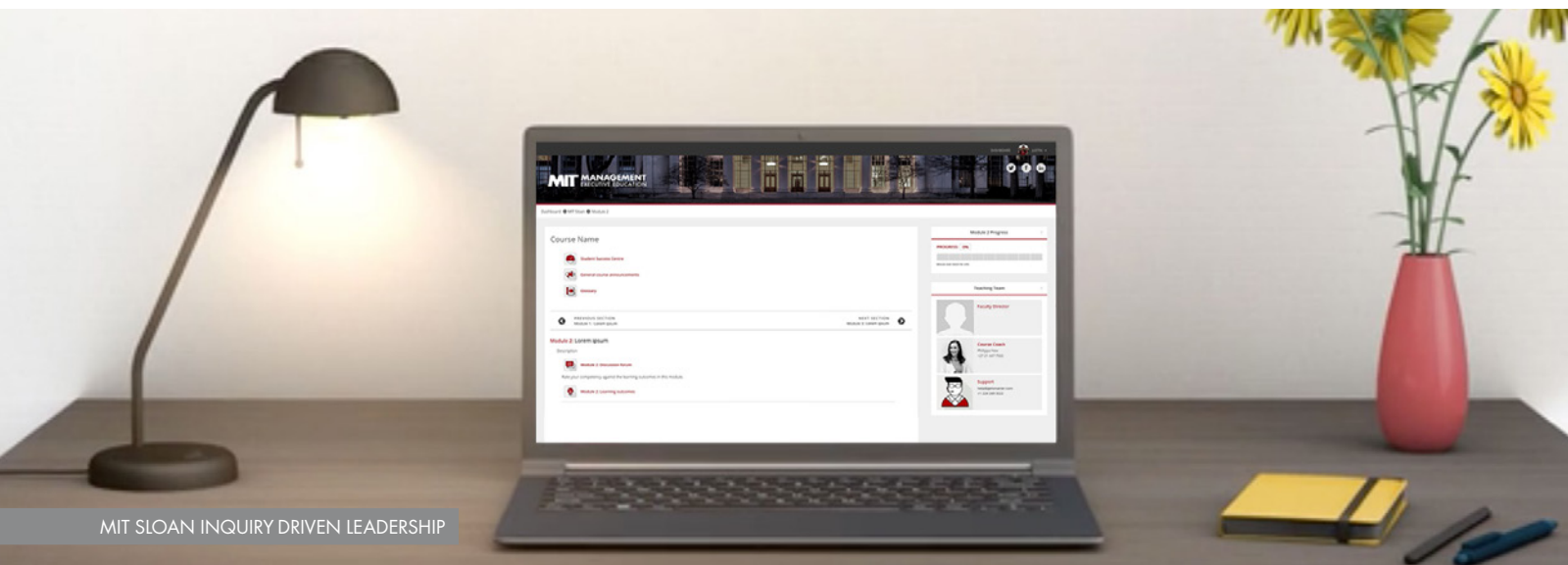
BROWSER REQUIREMENTS

We recommend that you use Google Chrome as your internet browser when accessing the Online Campus. Although this is not a requirement, we have found that this browser performs best for ease

of access to course material. This browser can be downloaded [here](#).

ADDITIONAL REQUIREMENTS

Certain courses may require additional software and resources. These additional software and resource requirements will be communicated to you upon registration and/or at the beginning of the program. Please note that Google, Vimeo, and YouTube may be used in our course delivery, and if these services are blocked in your jurisdiction, you may have difficulty in accessing course content. Please check with an Enrollment Adviser before registering for this course if you have any concerns about this affecting your experience with the Online Campus.





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Transform your leadership capabilities with a question based approach to problem solving.

REGISTER NOW

CONTACT US

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