

LEADERSHIP TRAINING

Executive Program



**Held on the
Grounds of
West Point, USMA**



1 Broadway, 14th Floor Cambridge, MA 02142

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www.excelorators.com



COURSE OBJECTIVES

Program Highlights

- The Excelorators Leadership Development System at West Point
- What negotiators can learn from military decision-making
- Explore West Point
- West Point military development
- Successful military leaders and their companies
- Learning debrief and certificate presentation



The United States Military Academy at West Point

Leadership skills are important for the success of military officers and students, as they learn how to communicate and

motivate the people they study and work with. Excelorators uses many of the same leadership principles and leadership training regimen that the cadets at West Point learn as part of their development and officer training.

LECTURE ONE

The Excelators Leadership Development System at West Point

This session begins with a discussion on the meaning of “identity” as it pertains to leadership and then transitions into the background of leader development at the United States Military Academy (West Point). Emphasis is placed on the manner by which young men and women travel through their 4-year leadership journeys at West Point in preparation for unparalleled responsibility, challenge, and opportunity. Next, speakers describe the maturation process for graduates as they transition into senior leadership positions within the military, as well as government and business. The last portion of the seminar will focus on examples relating to the “building” of leaders at other institutions and business organizations.

Wanted More

“I wish I could have stayed even longer to continue exploring the topics and discussing new ideas with the professors.”

*Mr. Chen Feng, General Manager
Guangzhou Jingde Auto Parts Co., Ltd.*



LECTURE TWO

What Negotiators Can Learn From Military Decision-Making

On the surface, warfare and negotiation may seem to be polar opposites. The objective in war is to defeat the enemy. In negotiation, the goal is to find a solution that satisfies all parties. Yet robust strategy, creativity, and nimble tactics are essential to both. Just as negotiation theory is enriched by military principles, military discipline offers officers and soldiers a foundation to better understand and manage the negotiation process.

Memorable Training

“Our experience with the Harvard professors was great, something to be remembered for each and every person in our group for the rest of our lives.”

*Fabio Ruggiero
Owner, Petrovino Seed Company*



LECTURE THREE

West Point Discovery Trek

Led by a West Point instructor, this two-hour, in-depth experience follows in the footsteps of General George Washington and simulates a cadet staff ride, where participants become a part of historical events occurring during the Revolutionary War. It includes the West Point Cemetery and the Old Cadet Chapel and allows discussion of the strategies and tactics used to defend the Hudson River from British warships.

Eye-Opening

“I very much enjoyed this intensive one-day training. It helped me understand the American way of thinking. At the same time we learned a lot about ourselves through American eyes.”

*Ms. Wu Xue Yuan
China Merchants Bank*



LECTURE FOUR

West Point Military Development

Military training and discipline are central components of life at West Point. In this course executives discover how military strategies and tactics have been adapted by United States Military Academy graduates to achieve success in business, resulting in key leadership positions in major international corporations, government institutions and non-profit organizations.

Best Training Experience

“I have traveled to the United States for training many, many times. This is the best training I ever experienced.”

Mr. Han Dechang

Deputy Director, Nankai Business School



LECTURE FIVE

Successful Military Leaders and Their Companies

This course examines the way successful military leaders have applied the lessons, strategies and tactics learned on the battlefield into business and corporate successes. Among those luminaries studied are Alex Gorsky, CEO of Johnson & Johnson, and Alden Partridge, founder of Norwich University.

They Focused on the Practice

“The lessons I took at MIT were different than the lessons I used to take in China. The professors were wise, patient and careful. They focused on the practice, training me to to communicate with others, grasp complex issues, deal with the problems and work together with my partners.”

*Ouda Duan
CTS Corporation*



LECTURE SIX

Military Style Physical Training and Objectives

- Learn map reading and platoon leadership to evaluate and accomplish objectives
- Explore the historic Appalachian Trail in military style trek
- Be challenged with physical exercise, military style
- Build camaraderie

Urban Navigation

Our half-day orienteering and land navigation program drops participants into a simulated urban setting and lets them work together to find their location and, from there, travel to several destinations on the map. It's a great leadership and team building exercise.



Program Schedule

Lecture Topics

- **The Excelorators Leadership Development System at West Point**
- **What Negotiators Can Learn From Military Decision-Making**
- **West Point Military Development**
- **Successful Military Leaders and Their Companies**

Experiences

- **West Point Discovery Trek**
- **Land Navigation Military Training - Urban Navigation**
- **Paintball Field Trial - Teamwork and Communication**
- **Tour of West Point**
- **Interactive Case Studies**

Corporate Visits

- **Corporate Visits with Successful Startups and Established Corporations**

WEST POINT MILITARY ACADEMY



The United States Military Academy at West Point

The United States Military Academy at West Point is more than a training school for army officers. It is a wellspring of academics, fifth in the nation in producing Rhodes Scholars. The academy is a center of leadership. Its alumni include two US Presidents, eighteen NASA astronauts (five who walked on the moon), and countless businesspeople, including former and current CEOs of the New York Stock Exchange, AOL, Quaker Chemical Company, Wendy's, Goodrich, Johnson & Johnson, 7-Eleven, Scott Paper, and Electrolux.



Kris Yagel, Captain, U.S. Army (Fmr.)

Kris Yagel is a distinguished graduate of the United States Military Academy at West Point. Following an extraordinary course of personal development, he graduated and was commissioned as an officer in the U.S. Army Military Police Corps. After six years of service, he decided to leave the military to lead others in the corporate world.



Joseph DeAntona, Colonel, U.S. Army (Ret.)

Colonel Joseph P. DeAntona was born in Iowa City, Iowa, and grew up in Scranton, Pa. In 1984, he graduated from the United States Military Academy and was commissioned as a second lieutenant in the Air Defense Artillery. He currently serves as the Military Deputy Athletic Director at the United States Military Academy.



Mike Parrish, Colonel, U.S. Army (Res.)

Colonel Mike Parrish, U.S. Army (Res.), has over 29 years of senior leadership experience in growing and acquiring various technology related businesses globally. Most recently, Mr. Parrish has been Chairman & CEO of several publicly traded companies and was founder and CEO for an environmental services business.



Alicia Greer, U.S. Army (Ret.)

Alicia's academic and sports achievements during her early years earned her an appointment to the United States Military Academy at West Point. After earning an MBA, she took the financial services industry by storm at the prestigious Goldman Sachs. Before the one year mark she led her team to record the highest daily trade settlement value on the Toronto Stock Exchange in the company's near 150-year history.

To arrange this training session with Excelorators or to develop a custom program, please contact us.



Huan Zheng



Bowen Gao



K.M. Finch

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