



# Mandate Leader Master Class Programme

Supporting Individuals in Leadership Positions

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## WELCOME

This programme has been designed to support individuals in leadership positions in the multinational sector in Ireland.

It will be delivered in a trusted environment by senior figures from AmCham's members and stakeholders.



### The programme's purpose

To support the current generation of mandate leaders/global/international/EMEA role holders of the Irish operations of US MNC's

### Who is the programme aimed at?

Site/Organisation leads: mandate leaders; holders of global/international/EMEA roles in MNC's of sufficient scale; leaders facing significant shifts in market/industry\*

### Joining criteria

Participants must confirm their understanding of the confidential nature of the programme and that Chatham House rules must be observed in respect of all proceedings.

Only AmCham member organisations and key stakeholder organisations may participate.

\*There will be a maximum of 12 participants on the programme and selection will be subject to a Board level process to ensure appropriate function, sector and geographic spread.

## Why participate?

This programme will:

→ Leverage the extensive AmCham Network, and give existing leaders the opportunity to explore how to make their role, their company, and Ireland, pivotal in the overall global corporate strategy

→ Deepen participants' understanding of the strategic challenges facing mandate leaders

→ Equip leaders with the strategies and techniques to protect and expand

→ Provide in depth briefings on the national and global policy issues of relevance to them

→ Develop an increased understanding of complex matrixed organisations - where is the decision maker & how are decisions made?

→ Enable participants to demonstrate the corporate value of their site amid increasing Inter-site competition

→ Provide a powerful network of peers, mentors



## Programme structure

The programme will be structured around a series of case studies that:

- Illustrate success and failure
- Are applicable across sectors
- Enable discussion of the key strategic challenges facing mandate leaders and the skills/attributes they need to possess

Some of the questions that will be addressed by case-study leaders may include:

- How were they proactive in developing the company here?
- How did they challenge status quo, push the boundaries, leverage their own internal capabilities and resources?
- How did they "work the politics" in their global enterprises?
- How did they tell the 'Why Ireland' story?

The programme will also include strategic briefings from key stakeholder organisations such as:

- Departments of Business, Enterprise & Innovation; Finance and Public Expenditure; Foreign Affairs and Trade; Taoiseach
- US Embassy; State and Commerce Departments
- IDA Ireland





## Who will lead and deliver the programme?

The modules will be facilitated by AmCham team members and the presentations/case studies will be delivered by:

- Experienced mandate leaders
- Current or retired figures from corporate
- Senior leadership from the public sector/state agencies/overseas organisations of relevance

## Duration / format / venue

- The programme will involve five modules over a ten-month timeframe.
- Strict Chatham House rules – safe and trusted space
- Each module will commence at 8am and conclude at 4pm
- The modules will take place on site at an MNC member – with geographical and sectoral diversity
- Participants will meet for a working dinner the previous evening
- Participation will be limited to a maximum of 12

## Cost

Pricing reflects AmCham's not-for-profit status - the full programme fee for each participant is € 2,850 plus VAT.

## What are the outputs?

- Participants will produce a Report that demonstrates their learnings
- Participants will receive an appropriate Course Certificate from AmCham.

# PROGRAMME

1  
Quarter Four  
2019

## The Mandate Leader – at the Heart of the Corporate Strategy

Date	<b>12 – 13th November 2019</b>
Hosted by	Intel, Leixlip
Pre-workshop dinner	Carton House Hotel, Kildare with Special Guest discussion: "The Mandate Leader – at the Heart of the Corporate Strategy"
Workshop location	Intel, Leixlip
8:00 am – 4:00 pm	Module to include: <ul style="list-style-type: none"> <li>• Morning presentation: case study and group response</li> <li>• Working lunch and presentations</li> <li>• <b>Keynote topics:</b> <ul style="list-style-type: none"> <li><b>The Policy Landscape;</b></li> <li><b>At the Corporate Table</b></li> </ul> </li> <li>• Afternoon planning &amp; debrief session</li> </ul>

2  
Quarter One  
2020

## Developing the Corporate Mindset; Protecting & Expanding the Mandate

Date	<b>18 – 19th February 2020</b>
Hosted by	Boston Scientific, Galway
Pre-workshop dinner	Galmont Hotel, Galway with Special Guest discussion: "Developing the Corporate Mindset"
Workshop location	Boston Scientific, Galway
8:00 am – 4:00 pm	Module to include: <ul style="list-style-type: none"> <li>• Morning presentation: case study and group response</li> <li>• Working lunch and presentations</li> <li>• <b>Keynote topics:</b> <ul style="list-style-type: none"> <li><b>Protection and Expansion Strategies;</b></li> <li><b>The View from Washington</b></li> </ul> </li> <li>• Afternoon planning &amp; debrief session</li> </ul>

3  
Quarter Two  
2020

Becoming  
Essential  
& Building  
Followership

**Date** 21 – 22nd April 2020

**Hosted by** Johnson & Johnson, Limerick

**Pre-workshop dinner** Savoy Hotel, Limerick with Special Guest discussion: "Building Followership"

**Workshop location** Johnson & Johnson, Limerick

**8:00 am – 4:00 pm**

Module to include:

- Morning presentation by host leadership: case study and group response
- Working lunch and presentations
- **Keynote topics:**  
[How to Become Essential to Corporate; Working with 'Town Hall'](#)
- Afternoon planning & debrief session



4  
Quarter Three  
2020

Transformation,  
Organisation,  
Leadership and  
Resilience

**Date** 1 – 2nd September 2020

**Hosted by** Eli Lilly, Cork

**Pre-workshop dinner** Hayfield Manor with Special Guest discussion: "Leadership and Resilience"

**Workshop location** Eli Lilly, Cork

**8:00 am – 4:00 pm**

Module to include:

- Morning presentation: case study and group response
- Working lunch and presentations
- **Keynote topics:**  
[The Leader in the Transformed Organisation; The Future of Work](#)
- Afternoon planning & debrief session

5  
Quarter Four  
2020

Building your  
Team's Reputation;  
Staying Informed  
on the Wider  
Landscape

**Date** 3 – 4th November 2020

**Hosted by** Microsoft, Dublin

**Pre-workshop dinner** Radisson Hotel, Stillorgan with Special Guest discussion: "Building Your Team's Reputation"

**Workshop location** Microsoft, Dublin

**8:00 am – 4:00 pm**

Module to include:

- Morning presentation: case study and group response
- Working lunch and presentations
- **Keynote topics:**  
[Irish Economy and Trade Policy; Leadership Panel](#)
- Afternoon planning & debrief session

