

“How”- Foundation Course in Management & Leadership

Effective Self Management

Code: M1001

Reaching one’s potential through personal effectiveness

Course Objectives:

BSL’s course in Effective Self Management will equip you with concrete tools and methods for improving your personal effectiveness. The course will cover:

- How to assume personal responsibility and trust yourself
- Managing stress & time through clarity, focus and personal effectiveness
- Effective decision-making & judgment ability
- Develop the ability to step back
- How to recognize and transform counter-productive behavior and limiting beliefs
- Develop personal and organizational drive for excellence by overcoming limiting boundaries and turning challenging situations into opportunities for growth.
- Creating sustainable work/life balance

Yiftach Sagiv

Professor

Yiftach Sagiv gives the module on Effective Self Management and co-instructs Advanced Communications Skills and Advanced Teamwork & Cooperation Skills at Business School Lausanne. After retiring from the Israeli military in 1975, Sagiv was shareholder and director of A.M.I. Supplies LTD, a company, specializing in marketing and building constructions.

In 1986 he managed the R&D department for a large company in textile products. In 1989 Sagiv became a coach and a trainer for personal and organizational development. He founded the Dutch company Essence Training and, since 2003, has dedicated himself to creating learning tracks in personal development and business performance.

Claudia Kranefuss, Professor

Claudia Kranefuss is CEO of Essence Trainings. She co-instructs Effective Self Management and gives the modules on Advanced Communications Skills and Advanced Teamwork & Cooperation Skills at Business School Lausanne. Kranefuss began working with Essence Trainings as a co-trainer in 2000, and as CEO, she is now responsible for the company’s strategy. Prior to Essence Trainings, Kranefuss worked for ANWB Publications, where she served as Marketing Manager until 2001, when she became a Publisher for the group. Kranefuss has a Master’s Degree from Vrije Universiteit in Amsterdam and holds the Dutch marketing degrees NIMA A and B. She is a graduate of the Universität Heidelberg and Westfälische Willems Universität.

Additional Information:

Course Module: 26.5 hours in which there are 21.5 course hours and 5 hours of teamwork
10 hours of pre-course work due 1 week prior to course start.
20 hours of post-course work due 2 weeks after course completion.
This course includes a 6 hour individual reading requirement.

Dates: See calendar

Effective Self Management is a “How” course which must be taken during the foundation part the BSL MBA program. In order to complete the foundation part, you need to successfully finish a total of 4 “What,” 4 “How,” and 2 “Why” courses.

Course Benefits: Relevant to current business practices, BSL’s MBA level courses are designed to enable participants to apply new insights and business skills through teamwork and interactive learning in a multicultural environment.