



Global Leadership Institute

Developing professionals into internationally-minded business leaders

What is the Global Leadership Institute (GLI)?

GLI is a rich and engaging, three month-long leadership development program from the World Affairs Council of Philadelphia. In this cohort-based model, participants build cultural diplomacy global fluency skills, increasing their comfort and effectiveness when working across international cultures.

Learn

Four interactive training sessions led by Terri Morrison, the world-renowned author of the bestselling business book *Kiss, Bow or Shake Hands*®.

Mentorship

Participants can opt into a 3-month professional mentorship component to be paired with a regional business leader.

Give Back

Participants will utilize their cultural diplomacy training and “pay-it-forward” at the Bodine High School for International Affairs.

Network

Build relationships with dozens of other professionals in your cohort representing a wide variety of companies across Philadelphia.

Engage

Complimentary access to a variety of speaker programs and international networking events from the World Affairs Council of Philadelphia during your cohort, followed by a year of complimentary individual membership.

Who are typical participants?

Candidates are typically emerging leaders at the early-to-mid stage of their careers who have a growing interest in global fluency and cultural diplomacy. They want to operate successfully across international cultures, whether they are road warriors traveling the world for work, leading virtual meetings with customers abroad, or managing relationships at the home office with colleagues from around the world. Candidates are eager learners who would like to leverage their interest in world affairs in order to achieve a better understanding of commercial, cultural, and political dynamics in the competitive global marketplace. Candidates should work/live in Philadelphia and the surrounding area and be willing and able to make the necessary time commitments.

Why should someone participate?

For leaders to be successful, global fluency, world affairs awareness, and cross-cultural competency are critical. Over 95% of the world's population lives, buys, and innovates outside of the U.S. Over 80% of global economic growth will occur outside of the U.S. More than 1 in 7 people in the U.S. are immigrants. One in five jobs in Philadelphia is held by someone born abroad.

In addition to improving your own skills, participants will share their newfound expertise by helping train the next generation of local high school students in similar areas. You will benefit from being paired with your own mentor and building new relationships with peers from companies across the region. GLI is a personally and professionally eye-opening experience to bring leaders to the next level with an international lens.

Who is the Expert Trainer?

Terri Morrison is a speaker and author of ten books which have sold over 475,000 copies and have been translated into multiple languages. *Kiss, Bow or Shake Hands*® is one of INC. Magazine's "7 Best Books on How to Negotiate" and is a Library Journal and Business Week "Best Business Book." Her new book is published by the American Bar Association. Her keynotes are informative and engaging. They compare Intercultural Communications & Negotiations Styles, Global Sales & Marketing Techniques, Diversity & Inclusion Issues, Body Language Across Cultures, and Intercultural Legal Topics.

Who is the World Affairs Council of Philadelphia?

The World Affairs Council of Philadelphia (the Council) is a non-partisan, international affairs experience provider with more than 70 years of expertise in connecting Philadelphia to the world.

Providing authentic and meaningful learning experiences, the Council makes critical, international affairs topics accessible to people of all ages, political beliefs, and backgrounds. The Council helps the community to understand the world around us.

Always non-partisan, the Council prides itself in cultivating discussions with some of the most influential figures shaping policy today, helping the community evolve their perspectives through respectful conversation.

To further the region's understanding of foreign affairs, the Council offers educational experiences, in-school curriculum enhancements, programming, and professional development training focused on cultural diplomacy and global fluency beginning with students in middle school and extends offerings through adulthood.

The World Affairs Council of Philadelphia also leads international tours to all seven continents of the world where travelers partake in meetings with government officials and diplomats, enjoy people-to-people opportunities, and receive in-depth cultural, historical, and political experiences.

Deadlines & Program Fees

May 1, 2023 – Application opens

June 16, 2023 – Application deadline

June 29, 2023 – Registration deadline

July 31, 2023 – Fee payments due for Fall 2023 cohort

October 26, 2023 – Fee payments due for Winter 2024 cohort

The all-inclusive program fee is \$1,500 per person for the cohort. Participants sponsored by a Board Member, Corporate Member or partner organization of the World Affairs Council of Philadelphia may have that fee waived or reduced as part of their membership. Limited scholarships may be available for independent applicants. Fees, scholarships, and payment details will be confirmed with participants individually upon enrollment.

Role and Expectations of the GLI Fall 2023 Cohort

1. Attend and participate regularly in all sessions

- September 13, 2023 | early evening, Center City | Meet your cohort; cultural diplomacy training
 - October 4, 2023 | early evening, Center City | International dining & hosting etiquette dinner
 - October 24, 2023 | early evening, Center City | Interactive cultural diplomacy training
 - November 8, 2023 | early evening, Center City | Interactive cultural diplomacy training
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2. Actively engage with your mentor

- Participants may opt into a 3-month professional mentorship program where you will be paired with a business leader in the region. For those who opt in, you will have the opportunity to share what your goals are for the relationship and set expectations.
 - Brief training on how to maximize a mentorship relationship will be provided.
 - Mentor matching will take place in September.
 - Mentor meetings should be initiated by the participant, not the mentor. Meetings take place in any mutually convenient location or format.
 - The mentorship relationship is structured to last 3 months, September to November. It may continue on if both parties agree.
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3. Serve as a leader and volunteer for the Bodine High School for International Affairs in Philadelphia

- GLI participants interested in volunteerism may work in a group to choose the project from options provided by the school community.
 - Engage with fellow GLI participants to plan and implement the project, which may include working directly with the school, students and faculty. Past projects have included resume writing workshops, mock job interviews, school beautification, faculty appreciation breakfast, technology enhancements, and more.
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4. Use your complimentary membership to attend World Affairs Council speaker events

- All GLI participants are provided with complimentary access to the majority of Fall 2023 World Affairs Council speaker events.
- Attendance at speaker events provides participants with unique networking opportunities outside the scope of designated GLI core events and workshops, high level access to world leaders, non-partisan perspectives on global issues, and is an excellent opportunity to engage in global thinking.



Role and Expectations of the GLI Winter 2024 Cohort

1. Attend and participate regularly in all sessions

- January 25, 2024 | early evening, Center City | Meet your cohort; cultural diplomacy training
 - February 13, 2024 | early evening, Center City | International dining & hosting etiquette dinner
 - March 6, 2024 | early evening, Center City | Interactive cultural diplomacy training
 - March 19, 2024 | early evening, Center City | Interactive cultural diplomacy training
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2. Actively engage with your mentor

- Participants may opt into a 3-month professional mentorship program where you will be paired with a business leader in the region. For those who opt in, you will have the opportunity to share what your goals are for the relationship and set expectations.
 - Brief training on how to maximize a mentorship relationship will be provided.
 - Mentor matching will take place in January.
 - Mentor meetings should be initiated by the participant, not the mentor. Meetings take place in any mutually convenient location or format.
 - The mentorship relationship is structured to last 3 months, January to March. It may continue on if both parties agree.
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3. Serve as a leader and volunteer for the Bodine High School for International Affairs in Philadelphia

- GLI participants interested in volunteerism may work in a group to choose the project from options provided by the school community.
 - Engage with fellow GLI participants to plan and implement the project, which may include working directly with the school, students and faculty. Past projects have included resume writing workshops, mock job interviews, school beautification, faculty appreciation breakfast, technology enhancements, and more.
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4. Use your complimentary membership to attend World Affairs Council speaker events

- All GLI participants are provided with complimentary access to the majority of Winter 2024 World Affairs Council speaker events.
- Attendance at speaker events provides participants with unique networking opportunities outside the scope of designated GLI core events and workshops, high level access to world leaders, non-partisan perspectives on global issues, and is an excellent opportunity to engage in global thinking.

