

Unlocking Potential: The Key to Leadership

Unlocking Potential is designed for driven professionals seeking to take charge of their growth and build a fulfilling, high-impact career. Whether aiming for the next major role or striving to fully realize their potential, participants gain the tools to advance with confidence.

The program provides practical strategies and proven techniques to overcome career obstacles, enhance strengths, and make purposeful progress toward long-term professional goals.

PROGRAM EXPERIENCE

This program sharpens skills, fosters connections with ambitious professionals, and equips participants with tools to accelerate career growth and drive greater impact.

Over two focused, high-energy days, cohorts learn from expert Northeastern University faculty in leadership, strategy, and negotiation. The experience delivers actionable insights to navigate complex business environments, expand influence, and prepare for higher-responsibility roles.

Far from a passive workshop, this hands-on, results-driven program uses Northeastern's experiential learning approach to assess current trajectories, define next steps, and create practical plans to achieve professional goals.

Session topic areas include (but are not limited to):

- Building strategic networks and mentorships
- Understanding and applying power and influence
- Communicating and driving business value
- Navigating collaboration, negotiation, and conflict
- Preparing for evolving trends in the future of work

OUTCOMES

During this interactive learning experience, participants will enhance their ability to:

- Communicate your value and ideas with clarity and confidence
- Build and activate strategic networks to drive initiatives forward
- Craft persuasive messages that inspire support and alignment
- Increase your professional visibility and strengthen your leadership presence
- Apply effective negotiation strategies and navigate conflict constructively
- Define your leadership goals and create a clear, actionable growth plan

PARTICIPANT PROFILE

This program is designed for individuals who have been identified as high-potential, early career professionals. They aspire to manage others, and are interested in taking on progressive leadership roles within the organization.

FOR MORE INFORMATION

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WHY NORTHEASTERN EXECUTIVE EDUCATION?

- **Active & applied learning techniques** to create an impactful experience
- **World-class faculty** with experience in academia and business
- **Project-based work** to promote next day applicability and maximize ROI
- **Practitioner perspectives** to enhance program context and network building
- **Cohort model** designed to foster peer-to-peer learning
- **University-issued digital badges** to verify and promote skill-building

COMPANIES WHO TRUST US



OUR GLOBAL SYSTEM



NORTHEASTERN BY THE NUMBERS

13

campuses across North
America and Europe

3,500

employer partners

149

Countries where we
study, work, and do
research

250

business faculty who
bring experience from
around the world