

The Strategic Power of No Setting Boundaries That Lead

In an age of AI-driven disruption and relentless demands, leaders who say yes to everything become stretched thin, reactive, unable to drive meaningful impact. **The Strategic Power of No** is a transformative program that helps participants discover that true leadership power comes not from accommodating every request – but from defining personal mission, boundaries, and where you will focus your finite energy and resources.

PROGRAM EXPERIENCE

This program addresses boundary-setting at three critical levels:

- **Personal:** Protecting time, energy, and wellbeing to sustain long-term effectiveness
- **Organizational:** Aligning initiatives with strategy and saying no to misaligned priorities
- **Team:** Creating focus and clarity, modeling strategic discipline

Unlike programs that focus solely on time management or prioritization frameworks and tools, this program integrates reflective **self-assessment**, **strategic decision-making tools**, and **influence skills** to help leaders say no while maintaining credibility and relationships.

OUTCOMES

Through reflective exercises, case studies, and peer dialogue, participants will:

- Define their authentic leadership identity and values
- Distinguish between strategic priorities and distractions in an AI-saturated environment
- Apply frameworks for making intentional trade-offs
- Develop language and confidence to decline requests while preserving relationships
- Establish clear direction and maintain strategic focus across teams

PARTICIPANT PROFILE

This program is designed for mid- to senior-level leaders ready to reclaim their leadership focus.

Participants typically include:

- Managers transitioning to broader leadership roles
- High-potential professionals struggling with overcommitment
- Executives leading through periods of rapid change
- Leaders seeking to define their authentic leadership voice

Ideal candidates:

- Recognize their current pace is unsustainable
- Want to lead with greater intentionality and impact
- Are willing to challenge the "always-on" culture
- Are courageous enough to choose focus over frenzy

FOR MORE INFORMATION:

Juliet Webber
Associate Director
Executive Education
j.webber@northeastern.edu

The Strategic Power of No: Setting Boundaries That Lead

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