



Alumni Leadership Masterclass

Wednesday 19 October 2016 - K Club





FIRST 20

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KOTLO BUILT BOARD

SOFT REACTION

DIDN'T KNOW IT APPROVED

BOUGHT SHARES

TALENT MANAGEMENT

Professor Asís Martínez
Mendoza School of Business
Notre Dame University, Indiana



ALUMNI MASTERCLASS

- Professor Asis Martinez is returning to deliver a Leadership Masterclass for Alumni.
- This is an excellent opportunity to re-engage with fellow alumni over the course of the day.
- Professor Asis has been a very popular professor on the ALP covering governance and ethical challenges facing leaders in cases such as *Sara Campbell, Tyco and Letter from Prison*.
- For leaders considering the 2017 ALP, on Tuesday 18 October, he will facilitate an early morning seminar in the Marker Hotel in Dublin and an evening seminar in the K Club.

MASTERCLASS OUTCOMES

- This seminar will explore aspects of Talent Management - a key responsibility for leaders and one which has a direct impact on the culture of your organisation and the performance of your senior team.
- With the help of two Harvard Business School case studies, you will gain valuable insights into prudential decision-making in relation to recruitment, compensation and retaining key people. *"Recruitment of a star"* details the power dynamics that unfold in a firm when one of its best threatens to leave. In *"Teena Lerner"*, the owner faces a dilemma with the existing compensation system at her highly profitable company: when one of her analysts loses a lot of money for the firm, the impact could have drastic consequences for performing analysts.
- The discussion will allow you to consider both individual and organisational factors in recruiting colleagues so as to achieve not only a good fit for your team but colleagues who want to stay working with you.

PROFESSOR ASÍS MARTINEZ

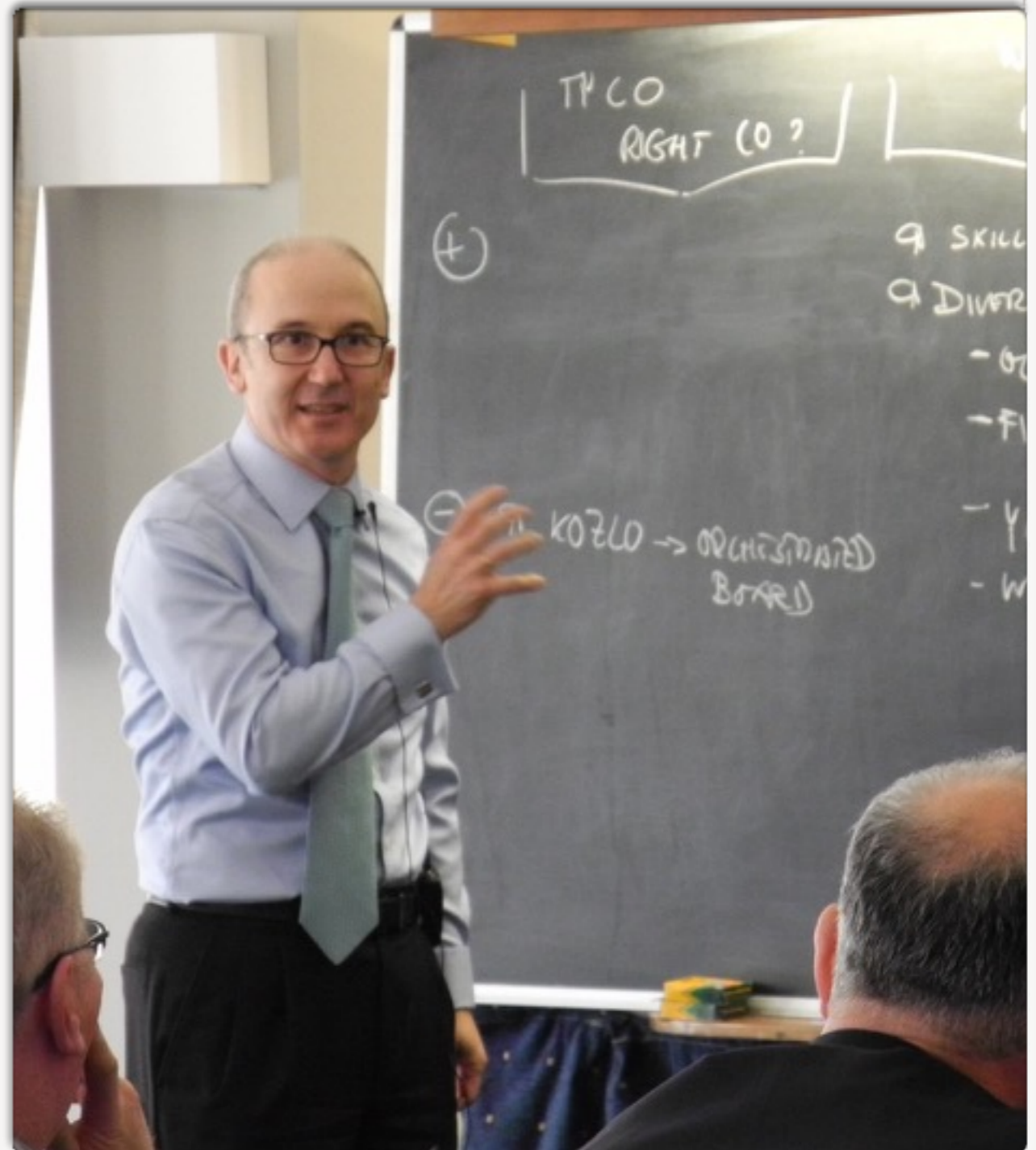
MENDOZA COLLEGE OF BUSINESS

Asís joined the University of Notre Dame in July 2013 where he teaches management accounting and control. In his research, Asís focuses on issues related to accounting information and control systems to implement customer-centric strategies, as well as on corporate governance and its interaction with accounting information. His work has been published in *The Accounting Review*, *Management Science*, *The Sloan Management Review* and *American Economic Journal*, among others.

A native of Alicante, Spain, Asís did an MBA and received his Ph.D. in Business Economics from Harvard University in 2002. Prior to joining Notre Dame, he taught MBA and Executive Education courses at Harvard Business School.

In 2005, Asís received the HBS-MBA Class Award for Teaching Excellence, and the Jim Bulloch Award for Innovation in Management Accounting Education in 2010.

His professional experience includes working for La Suisse Assurances in Lausanne, Switzerland, and consulting for McKinsey & Co. in Europe and Latin America.



WHEN & WHERE

- Wednesday 19 October 2016
- The K Club, Kildare
- 9am – 5pm
- Book your place now
- Fee for Non-Alumni: €500 (if you go on to participate in the 2017 ALP, this will be deducted from your ALP fee)

I'd like to
attend

I cannot
attend

or let us know at

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