

PTPB

GOVT-311-10

Monday, Tuesday, Wednesday, Thursday 5:45pm to 7:45pm

June 1- July 2

Sam Potolicchio

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This course is uniquely designed to engage aspiring leaders in a dynamically integrative approach that equips leaders with a suite of tools necessary to work in a volatile, uncertain, complex, and ambiguous world. This course is specifically designed to deliver applied skills, as the curriculum marries rigorous theory with proven strategies for effective practice. Using the study of the US Presidency and electoral politics as a lens of inquiry, this course will spotlight three important topics for global leadership in the 21<sup>st</sup> Century.

- Applying lessons from the most powerful and capable world leaders, how can a global leader cultivate the mindset for effective executive performance, forecasting, and creativity? How can leaders learn lessons from the world of politics to communicate their vision?
- Studying the contours of the geopolitical landscape and understanding the importance of institutional forces, how can leaders develop a far-sighted analytical approach in understanding the complex tectonics of the political economy?
- Global leaders must stay on the cutting edge of pressing issues. What do global leaders need to know in this kinetic world and what regimen will be needed for them to stay on top?

The course will place a considered emphasis on the application of the principals to real-time situations and will use the deep study of the US Presidency to examine how best to prepare for global leadership positions.

Possible Text Bank For Class Tutorial:

The Gatekeepers: How The White House Chiefs of Staff Define Every Presidency  
by Chris Whipple

The Presidential Difference: Leadership Style From FDR to Barack Obama by  
Fred Greenstein

Shattered: Inside Hillary Clinton's Doomed Campaign by Jonathan Allen and  
Amie Parnes

What It Takes: The Way To The White House by Richard Ben Cramer

The Audacity to Win by David Plouffe

Shortest Way Home: One Mayor's Challenge and a Model For America's Future  
by Pete Buttigieg

Audience of One: Donald Trump, Television and the Fracturing of America by  
James Ponewozik

Team of Rivals: The Political Genius of Abraham Lincoln by Doris Kearns  
Goodwin

The Rise of Theodore Roosevelt by Edmund Morris

Washington: A Life by Ron Chernow

Master of the Senate: The Years of Lyndon Johnson by Robert Caro

Primary Colors by Anonymous

Rodham: A Novel by Curtis Sittenfield

Finale: A Novel of the Reagan Years

## COURSE ASSIGNMENTS

Scholarly Book Review (10%)

The three-page book review of a scholarly book on the presidency will accomplish the following objectives; 1) concisely reprise the basic argument or narrative of the selected book 2) contextualize the book within the literature of political science and the study of the presidency 3) critique and analyze the argument or narrative 4) discuss how the book contributes to our understanding of the leadership. (3 pages)

Presidential Biography Cocktail Memo (5%)

You will select a biography of any President/Prime Minister and prepare a two-page memo on the following 1) Why this biography? 2) Background of author 3) Interesting anecdotes 4) Arresting passages 5) Extracted Lessons

Networking Event (5%)

Students will have to attend a webinar function and report back on how they handled/prepared/reflected and networked.

Press Conference Simulation (10%)

Working in teams, students will craft a situation in which they will face questioning from the class.

#### Information Synthesis Simulation (5%)

Students will be given a seemingly disparate packet of information and try to make sense of the material.

#### Class Tutorial/Book Debrief (5%)

Students will lead the class in a review of a chosen book.

#### Speechmaking Simulation (20%)

There will be a simulation speechwriting exercise that all students will be expected to contribute to either as a speechwriter or a speech-giver.

#### FINAL EXAM (20%)

There will be a final take-home exam on content from class lectures and the reading assignments

### **Evaluation and Grading**

This course will have several major simulation exercises. Given the unique performative nature of the class and the obsession with development and improvement, the evaluative criteria for the simulation-based exercises will consist of the following components:

1. Level of feedback and engagement provided to peers in critique sessions.
2. Peer assessment of group work contributions.
3. Quality of participation in simulation discussions
4. Handling critique and commitment to improvement
5. Overall engagement in classroom discussions
6. Optimistic and open mindset in the performance of simulations

In addition the assigned texts that will be read in their entirety, each session will have readings selected and curated by the class. The expectation is that

students will hone information-finding skills and understand what constitutes effective sourcing. One of the prime discussion points of each session will be what the student discovered in learning about the subject and how they decided to rely on the sources they chose.

Session 0 (June 1). Hello.

Session 1- US Presidency and The Constitutional Expectation

Session 2- Predicting 2020

### **Session 3- Inside the Executive Training Room**

This session offers a sneak peak of how world leaders are trained to improve their decision making skills, creativity and emotional awareness

### **Session 4- Intellectual and Verbal Charisma**

Using techniques normally reserved for national level political leaders and heads of state, participants will learn the following skills based on lessons drawn from recent presidential elections and what the presidential candidates were trained to do. This candid inside “secret” session will reveal how top leaders are trained. The following topics will be covered during these interactive video-based sessions

- Identify the best methods to capture an audience and hold their attention
- Cultivate the cognitive processes to master verbal fluency
- Know the secrets of charisma and non-verbal persuasive skills
- Employ the most effective techniques in preparing for a speech or negotiation

### **Session 5 – INFORMATION SYNTHESIS SIMULATION**

## Session 6- Difficult Decisions

## Session 7- Goal Setting And Learning

## Session 8 - Press Conference And Spontaneous Speaking Simulation

These structured simulation sessions will provide an introduction to how you can improve your ability to “speak on your feet”. The first hour of the session will provide a social science backdrop to how our brain operates and how to develop the ability to handle stress and pressure when communicating in difficult and sensitive situations. The second hour will go through an example of a hostile press conference situation and the third hour will offer the class an opportunity to go through a simulated situation of “speaking uncertainty”

## Session 9- SPONTANEOUS SPEAKING CONTINUED

## Session 10- BOOK REVIEW DUE

## Session 11- **Inside The Permanent Training Regime**

This session will go inside the tricks of leaving this course of study with a continuous regime for training. What do you read, how do you network and how much time do you allot to the development of specific skills to not only keep up with cutting edge developments, but also to get an advantage on the competition?

## Session 12- Thinking Like a Social Scientist (The Presidential Landscape: Religion and Politics)

This session will develop a research agenda from the ground up, socializing the students into the mindset of a social scientist. How do we predict the world?

Session 13 - Thinking Like a Social Scientist Part 2 (Presidential Persuasion)

Session 14, 15- PRESIDENTIAL BIOGRAPHY MEMO

Session 16- PRESS CONFERENCE SIMULATION

Session 17 - SPEECHMAKING SIMULATION

Session 18--- NETWORKING EVENT SIMULATION

Session 19- Exam

### **Additional Information**

The main focus of the course is on improvement. Given the incredible diversity of disciplines and industries among the talented student body, it should be emphasized that the primary emphasis is on where the student will be in their performance after the course, not during it. These sessions are geared towards fostering a classroom environment where students feel as if they are being coached, not judged.

### **Readings and Course Preparation**

There is no mandatory preparation for this course. The following readings are helpful contextually, but are also **not mandatory for the first week:**

“The Role of Deliberate Practice” by Anders Ericsson et all

<http://projects.ict.usc.edu/itw/gel/EricssonDeliberatePracticePR93.PDF> ([Links to an external site.](#))

“How To Improve Your Default Response to Stress” by Michelle Gilean

[https://hbr.org/2017/01/you-can-improve-your-default-response-to-stress \(Links to an external site.\)](https://hbr.org/2017/01/you-can-improve-your-default-response-to-stress)

Please watch this video Carol Dweck’s Ted talk on Mindset

[Carol Dweck ‘Mindset – the new psychology of success’ at Happiness & Its Causes 2013 \(Links to an external site.\)](#)

## About the Lecturer

Dr. Sam Potolicchio was named one of “America’s Best Professors” by the Princeton Review, the Future Leader of American Higher Education by the Association of Colleges and Universities, and winner of the OZY Educator Award as one of the six outstanding American educators. He was also profiled in a cover story on his leadership curriculum by Newsweek Japan as the "Best Professor in America". Potolicchio is President of the [Preparing Global Leaders Forum \(Links to an external site.\)](#) and Distinguished University Professor, Department Chairman and Vice-Dean of the Faculty of Political Science at the Russian Presidential Academy of National Economy and Public Administration. He teaches in the EMBA programs at the McDonough School of Business at Georgetown and at the Mannheim Business School (Germany). He is a visiting lecturer at University of Bologna (Italy). He is a columnist for Newsweek Japan, a Distinguished Global Scholar at the Canterbury School of Fort Myers, and the lecturer on Leadership at the Library of Congress for OWLC, an international leadership program of the United States Congress. Potolicchio is an adviser to prominent business, non-profit and government leaders. He created and designed the first undergraduate degree in Global Governance and Leadership in English in the Russian Federation where he serves as Academic Director.

From 2015-2019 Potolicchio served as the Director of Global and Custom Education at the McCourt School of Public Policy at Georgetown University, has been a visiting professor at New York University, and joined Senator Richard Lugar as tag team senior lecturers at Ulndy's Semester in Washington. Potolicchio has delivered lectures in over 85 countries, from Oxford, LSE, Cambridge and Yale to Iraq's Komar University and Donetsk State University. As a middle-school basketball coach he led his Little Hoyas to 6 league titles and

previously served as a 5th grade Latin teacher, public high school teacher of Law and History and secondary school admissions officer.

*B.A. Government, Georgetown; B.A. Psychology, Georgetown; M.T.S. Theology and Culture, Harvard; PRSE, Harvard; MA, Government, Georgetown; PhD, Government, Georgetown*