

## Acting Skills for Managers

UGRA\_015929

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Departments	Department of Society, Politics and Sustainability
Teaching Languages	English
ECTS	2
Teacher responsible	Silvia Loewe Durrall - <a href="mailto:silvia.loewe@esade.edu">silvia.loewe@esade.edu</a>

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### Course Goals

This course is focused on improving the communication skills that any person who is in a leading position should have. Interpersonal relations are key in every team and organisation, and being able to provide an empathic approach in a company can make the difference.

In other words, it's not only the "what", but also the "how". And the acting method has proved to be the most successful to provide these skills, because it allows participants to find their own potential to express themselves better and communicate effectively and assertively.

Working on inspiring and powerful communication, participants will learn how to become empathic leaders and managers to achieve a positive impact in their business.

Therefore, they will work with acting techniques and theater exercises, such as physical improvisation and expression, gesticulation, voice modulation, energy or passion.

Every session will have both a theoretical introduction and practical exercises.

### Previous knowledge

Not needed

### Prerequisites

Open mind, learning attitude, relaxed mood.

### Description

### Course contribution to program

This course is focused on improving the communication skills that any person who is in a leading position should have. Interpersonal relations are key in every team and organisation, and being able to provide an empathic approach in a company can make the difference. In other words, it's not only the "what?", but also the "how?". And the acting method has proved to be the most

successful to provide these skills, because it allows participants to find their own potential to express themselves better and communicate effectively and assertively.

## Short description

Working on inspiring and powerful communication, participants will learn how to become empathic leaders and managers to achieve a positive impact in their business.

Therefore, they will work with acting techniques and theater exercises, such as physical improvisation and expression, gesticulation, voice modulation, energy or passion.

Every session will have both a theoretical introduction and practical exercises.

## Bibliography

, Financial Times

, MBA students learn that all the Business world is a stage, Financial Times (Newspaper Article)

Ron Cameron, ACTING SKILLS FOR LIFE, Dundurn Press, 1999 (Book)

Stephen Carroll, Patrick C. Flood., THE PERSUASIVE LEADER. LESSONS FROM THE ARTS, Wiley, 2011. (Book)

Rita Carter, Read People: Understand behaviour. Expertly communicate, White Lion, 2008 (Book)

, Using the Arts to Train Leaders (Blog)

Paul Ekman, Emotions revealed, Holt McDougal, 2007 (Book)

## Activities

Role-play exercises and simulations

Stage improvisations, speech practice, speech analysis, concentration and focus

## Content

#	Topic
1	1. To be or not to be..emotional: understanding the role of human emotions in communication.
2	2. From relaxation to action/reaction: the path to the goal.
3	3. Failing to plan is planning to fail: focus on the message, then rehearse until you become effective.
4	4. Our inner boycotters: tools to eliminate them.
5	5. The setting and the audience: finding the right place and the right moment.
6	6. The connexion between sincerity and trust: the importance of being reliable

## Assessment

Tool	Assessment tool	Category	Weight %
Participation in program	Attendance and attitude	Ordinary round	35.00%

Tool	Assessment tool	Category	Weight %
activities			
Individual or team exercises	Individual and group participation	Ordinary round	35.00%
Final individual project	Final written work	Ordinary round	30.00%
Final individual project	Final work and reading	Retake	50.00%
Participation in program activities	Attendance and attitude	Retake	50.00%

## PROGRAMS

B13-Exchange Program Bachelor of Business Administration (BBA) (Undergraduates: Business)  
B13 Year 1 (Optative)

B13S-Exchange Program Bachelor of Business Administration (BBA) (Undergraduates: Business)  
B13S Year 1 (Optative)

BBA20-Bachelor of Business Administration (BBA) (Undergraduates: Business)  
BBA20 Year 4 (Optative)  
BBA20 Year 2 (Optative)  
BBA20 Year 3 (Optative)  
BBA20 Year 1 (Optative)

BBA23-Bachelor of Business Administration (BBA) (Undergraduates: Business)  
BBA23 Year 3 (Optative)  
BBA23 Year 1 (Optative)  
BBA23 Year 4 (Optative)  
BBA23 Year 2 (Optative)

BBA25-Bachelor of Business Administration (BBA) (Undergraduates: Business)  
BBA25 Year 1 (Optative)

BBE20-Bachelor of Business Administration (BBA) (Undergraduates: Business)  
BBE20 Year 3 (Optative)  
BBE20 Year 4 (Optative)

DBAI21-Double Degree in Business Administration and Artificial Intelligence for Business (Undergraduates: Business)  
  
DBAI21 Year 2 (Optative)  
DBAI21 Year 3 (Optative)  
DBAI21 Year 4 (Optative)

DBAI23-Double Degree in Business Administration and Artificial Intelligence for Business (Undergraduates: Business)  
  
DBAI23 Year 3 (Optative)  
DBAI23 Year 2 (Optative)  
DBAI23 Year 4 (Optative)  
DBAI23 Year 1 (Optative)

GBD20-Double Degree in Business Administration and Law (Undergraduates: Law)  
GBD20 Year 4 (Optative)  
GBD20 Year 5 (Optative)  
GBD20 Year 1 (Optative)

GBL24-Double Degree in Business Administration and Global Governance, Economics and Legal Order (Undergraduates: Business)  
  
GBL24 Year 1 (Optative)  
GBL24 Year 2 (Optative)

GEL19-Bachelor of Global Governance, Economics and Legal Order (Undergraduates: Law)  
GEL19 Year 3 (Optative)  
GEL19 Year 1 (Optative)  
GEL19 Year 2 (Optative)

GEL23-Bachelor of Global Governance, Economics and Legal Order (Undergraduates: Law)  
GEL23 Year 2 (Optative)

