



FÜHRUNGSSEMINARE VON FRAUEN FÜR FRAUEN

## The Game of Power

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## **sheboss – Coaches**

### **Marion Knaths**

When you are 19 and start as a nobody in a big corporation and get to be offered to become vice president of a major American public company at the age of 34, you have probably done something decisively right. In order to bring this “decisive something” to others, Marion Knaths founded sheboss in 2004.

At the same time she started a consulting company applying the expertise in purchasing, controlling and marketing she had acquired at OTTO to new clients, in order to expand her know-how beyond the mail-order business.

She started her professional career with the “Hamburger Model”, a specific German form of integrated Bachelor of Business Administration that includes internship in a major corporation. Through the positions of re-buyer, head of controlling, head of marketing in Children’s Wear, she switched to Women’s Wear at the age of 30, where she headed up the project “Young Fashion” and became head of economics and re-buying of the Women’s Wear division, being the youngest member of OTTO’s executive staff.

Apart from her passion for anything she does, her sense of humour enables her to face the challenges of life with a pinch of salt. With her inspiring style of speech she delivers even the driest topic in an entertaining and comprehensive way.

#### **Published Books**

2006 - Vom Krebs gebissen, Hoffman & Campe  
2007 – Spiele mit der Macht, Hoffman & Campe



## sheboss – The Game of Power (1/2)

09.30 – 09.45	<b>Welcome</b> , Introduction of Speaker, Agenda This training will beginn after a deliberately short introduction round of the entire group, followed by input, in order to give both thoughts and energy a constructive, open direction right from the start.
09.45 – 10.50	<b>Success Factor Communication</b> – What business women can learn from the queen in chess (short presentation, followed by open discussion).  Introductory speech followed by questions and discussions. Comprehensive, informative and entertaining presentation of the crucial difference between female and male communication within professional organizations. Participants will be invited to discuss their personal experiences on the job. This presentation held surprises for many human resource professionals as well as executive managers of renown companies.
10.50 – 11.00	Pause
11.00 – 12.00	<b>Presentation of Participants as The Queen in Chess</b> Each participant will be given the opportunity to present themselves to the group with a few poignant arguments. The group will be evaluating the persuasiveness of each presentation, followed by input from the trainer (exercise in style of persuasiveness and assertiveness).
12.00 – 13.00	Exercise “ <b>How / when do I experience power driven behavior in daily management that constrains me?</b>  What is really important to you, what do you experience as particularly constraining? Which behavior patterns from co-workers, superiors and clients do you have the most difficulties dealing with? Topics and situations will be assessed and evaluated. The group gets to decide, which situations they would like to analyze in detail through a role-playing game.
13.00 – 14.00	<b>Lunch</b>

## sheboss – The Game of Power (2/2)

14.00 – 14.45	<b>Role-playing game „Recognition of Typical Dynamics“</b> (Video capturing)  The leads will cooperate to develop two cases, which will then be played out by the participants, i.e. difficult internal meetings with co-workers, a team leading situation, or a project board meeting. Each of the role players will be accompanied by a bystander. The role-playing game will be captured on video and later analyzed in a debrief.
14.45 – 15.50	<b>Debrief</b> Role-playing game, followed by feedback, evaluation and discussion  Players feedback with feedback from bystanders and the from the entire group. The most important points will be analyzed through video and the trainer will give her input. Participants will receive concrete and individual behavioral recommendations for situations experiences in business life.
15.50 – 16.00	Break
16.00 – 16.30	<b>What behavior gives what impression?</b> (Video examples)  The impact of various non-verbal signals will be illustrated through a political debate.
17.00 – 17.30	<b>My “To-Do-Cube”</b>

Bye, bye!

Have fun storming the castle!

