



## Jeremy Hunter with Bob Shapiro

“Why Insides Matter:  
Cultivating the Inner Executive”

### Session

**Management generally focuses on external actions, metrics and goals. What goes unattended to are the**

**internal states and qualities of mind that foster effective performance. Peter Drucker understood that clear perception of reality was necessary to thrive in changing times. Insides matter because of their powerful influence on how we perceive reality, our external actions and their results. Join Dr. Jeremy Hunter in conversation with former Monsanto chairman (and Drucker client) Robert Shapiro as they explore how cultivating the inner, perceptive skills of the executive is vital to sustained, effective and compassionate action.**

### About Jeremy Hunter

Jeremy is considered “The Founding Father” of the domain of Self-Management, a series of challenging and popular executive education practices and programs dedicated to managing oneself. He teaches “The Executive Mind” in the Executive Management Program and “The Practice of Self-Management” in MBA program at the Drucker School, where he has been affiliated since 1999.

The courses are the first to introduce mindfulness practice, a rigorous form of mental discipline, attention training and emotional management, in a management context. They incorporate state-of-the-art findings in neuroscience, psychology, medicine and the arts. The courses grew directly from the writings of Peter Drucker’s thought and practice—emphasizing the development of perception, the practice of abandoning unproductive actions and mindsets as well as the importance of “managing oneself.”

The courses also come directly from Hunter’s life experience of living with a supposedly terminal illness for 17 years. So beloved and effective is Hunter as a teacher that more than a dozen of his former students came forward as kidney donors when told he needed life-saving surgery.

In addition to teaching, he is a founding partner of CoreWorks Consulting, with Drucker alumnus Scott Scherer ’08. Coreworks coaches and consults with professionals and organizations to develop their managerial capacities using mindfulness-based tools, which were developed after nearly a decade of research and teaching executives at Drucker. They help their clients perform more effectively, have greater clarity and resolve in decision-making, as well as manage reactive emotions and improve the quality of their professional relationships.

Professor Hunter received his Ph.D. from University of Chicago, an M.P.P. from the Kennedy School of Government at Harvard University, a B.A. in East Asian Studies from Wittenberg University.

He consults internationally, speaks Japanese, and loves to eat.

He lives in Los Angeles.



### **About Bob Shapiro**

Robert Shapiro is Co-Founder and Managing Director of Sandbox Industries, a start-up development firm that creates new business concepts and takes them to successful operation and delivery. He was formerly the Chairman and CEO of Monsanto Company. Upon the merger of Monsanto with Pharmacia & Upjohn, he served as Chairman of the newly-formed Pharmacia Corporation until February 2001.

Previously, Mr. Shapiro worked at G.D. Searle & Company in a number of roles, including Vice President and General Counsel, and President of the NutraSweet Group of Searle. Before joining Searle, Mr. Shapiro was Vice President and General Counsel of General Instrument Corporation. Prior to this, he practiced law at the New York City law firm of Poletti Freidin Prashker Feldman & Gartner, served in government as Special Assistant to the General Counsel and later to the Undersecretary of the U.S Department of Transportation; and as a professor of law at Northeastern University in Boston and the University of Wisconsin in Madison.

Mr. Shapiro has served on the President's Advisory Committee on Trade Policy, the White House Domestic Policy Review of Industrial Innovation, the Civil Aeronautics board Advisory Committee on Procedure, and the Massachusetts Governor's Task Force on Transportation.

Mr. Shapiro has served on the board of the New York Stock Exchange and previously served as director of Citigroup, Inc., Rockwell International, Silicon Graphics, Inc., and Sequus Pharmaceuticals. Mr. Shapiro is a fellow of the American Academy of Arts and Sciences.

Mr. Shapiro is a 1959 graduate of Harvard College and also holds a JD from Columbia University School of Law. Mr. Shapiro is married to Ginger Farley, has four children and lives in Chicago.

