

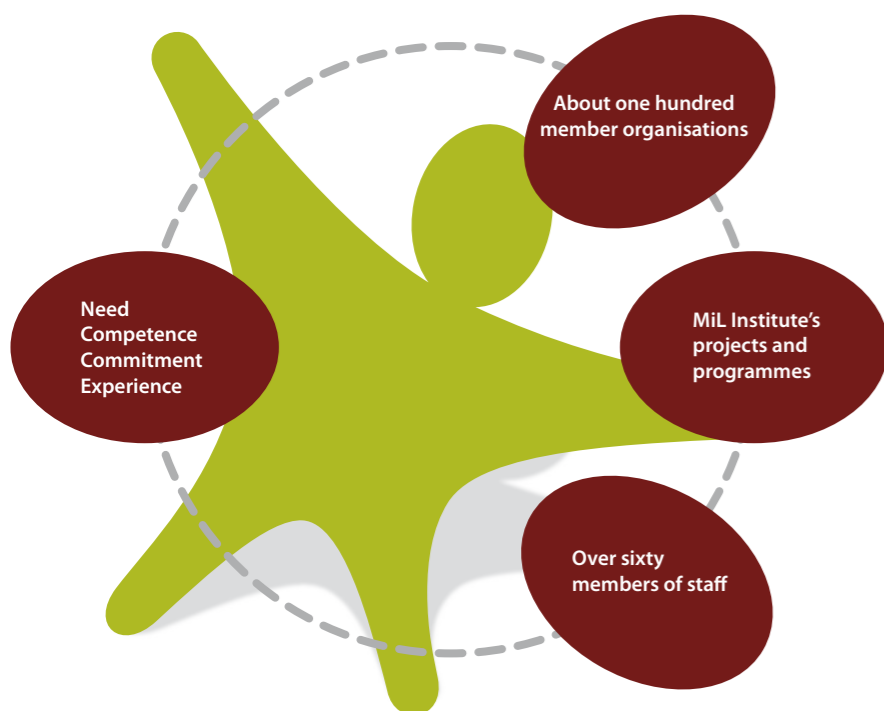
## THE CONTACT PERSON – THE MOST IMPORTANT ROLE

The member organisation chooses one or two contact persons for MiL Institute, like, for example, the CEO, HR Director or whoever has overall responsibility for the organisation's management development. The contact person is above all driven by curiosity and takes advantage of what MiL offers, a person who shares of him/herself and his/her experiences, knowledge and ideas for the benefit of the network. Additionally, it is the contact person who participates in all the free offers that are part of MiL Institute's membership. In this way she or he receives constant benefit from the membership and so does the company.



*"When we bring MiL Institute in, we fast forward our operations development. People take the centre stage. You get to grips with what works and is positive. The leaders acquire new knowledge about their personal leadership skills and there's a marked increase in their willingness to coach and be coached. The ability to solve problems has grown. This naturally makes our work much easier. In addition to all this MiL Institute really gets the reflective mind working."*

*Göran Sigfridsson, CEO, Beijer Electronics and contact person for MiL Institute*

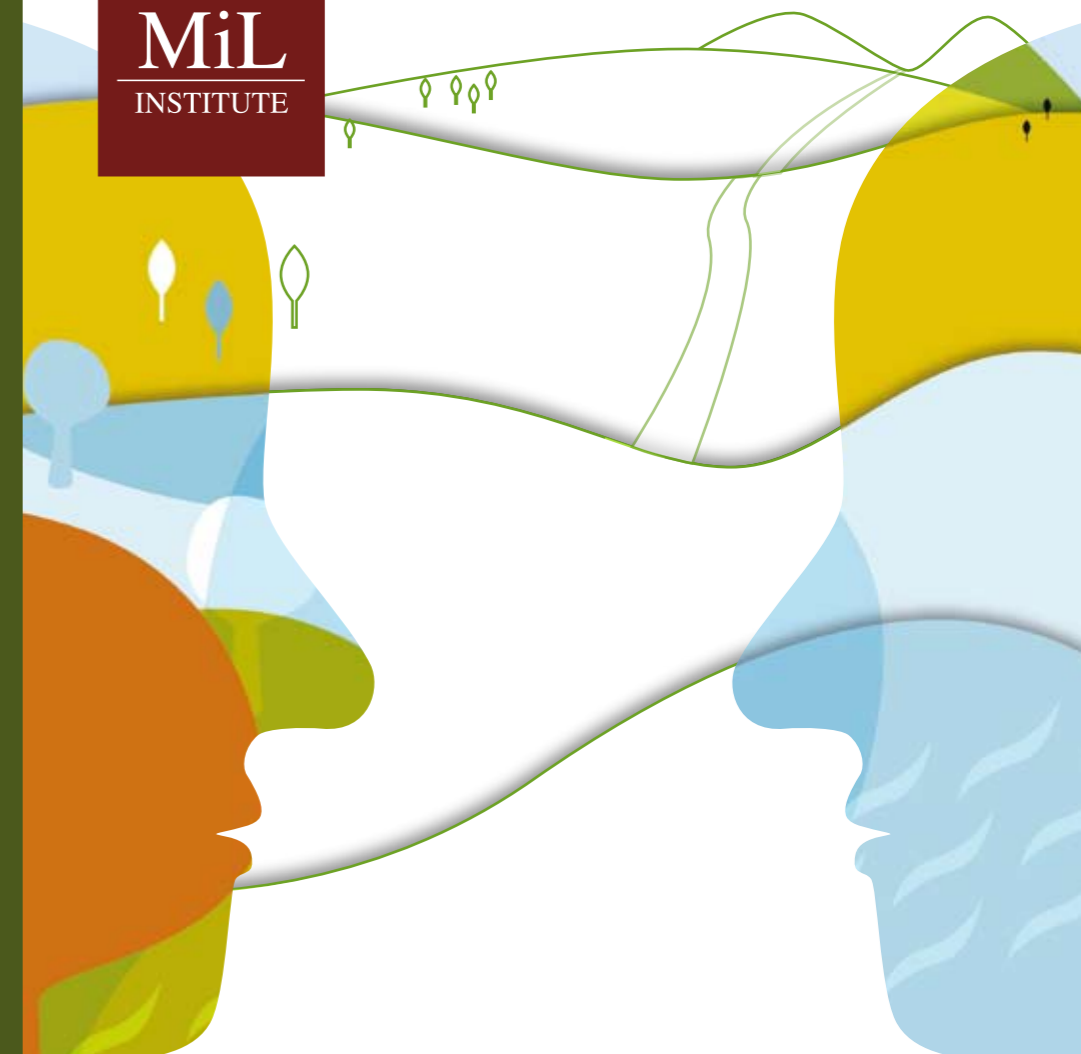


*MiL Institute is an international management institute for value-based and business driven development of strategic management and personal leadership. Strategic leadership in the learning society is our mission and Action Reflection Learning® is our learning philosophy. MiL's core competence is the ability to design and implement change processes and development programmes which educate participants and are at the same time profitable for the company.*

*MiL has about one hundred member companies and over sixty professionals on its staff network. Established in 1977 as a cooperation between academia and industry MiL is a not-for-profit foundation.*

**MiL**  
INSTITUTE

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**MiL INSTITUTE**  
**MEMBERSHIP FOR CHANGE**

## WHY YOUR ORGANISATION SHOULD JOIN MiL INSTITUTE

### TAILOR-MADE DESIGN SUPPORT

MiL Institute designs strategic change tasks and projects for developing the business and the people. Business Development at PEAB and efficiency in the new automobile development at Volvo Cars and team work within project groups at IKEA are just a few examples of the collaborations we have engaged in with our members. On call is a corps of 60 specialist consultants.

### SUSTAINABLE LEADERSHIP

MiL Institute takes a humanistic view of people and believes that humans are basically learning beings with massive potential. We believe that respectful confrontation between differing views, combined with a coaching leadership, forms the basis for development. Your organisation will find in us a partner who always holds learning and quality in centre focus, and who works on change issues with consistency and far-sightedness.

### PRODUCTS FOR LEARNING

MiL Institute offers you and the managers in your organisation a slew of different programmes for learning: MiL Programme for Experienced Managers, MiL Programme for Young Managers, MiL Campus Week, Management Team Development, Leadership in Action, Individual Coaching in Groups and Individual Coaching etc.

### RESEARCH AND EXPERTISE

The MiL Institute network carries knowledge of, amongst other things, leadership, strategy, business development, change, personal development, creativity and team development. The knowledge pool is generated by MiLcoaches, many of whom are university researchers. All of them have long and profound experience within many of Sweden's largest global corporations and public bodies.

### NETWORKING AND BENCHMARKING

Through MiL Institute you and your organisation can come into contact with a network of around one hundred member companies. Here you have the opportunity of exchanging experiences, gaining access to new solutions and "best practices", at the same time as you get valuable contacts and in-roads into organisations you may otherwise not come across.

### 30 YEARS' EXPERIENCE

MiL Institute has been in existence and flourishing for more than thirty years and many of our members have been with us from the start. Since 2000 we have twice been ranked as Sweden's most appreciated Knowledge Company of the Year according to The Corporation Barometer. Our open programmes always receive 4.5 to 5.00 on a scale of 5.

### ARL® FOR INVESTMENTS THAT PAY OFF

By constantly placing your operations and business in centre focus and using Action Reflection Learning, ARL®, as well as Self-Managed Learning in order to identify new and better ways to lead people, projects and organisations, your membership rapidly pays for itself through increased efficiency: "earning while learning".



## WHAT'S INCLUDED IN THE MEMBERSHIP?

### MiL MEMBER WORKSHOP

*MiL Member Workshop at MiL Campus is a unique opportunity for you to bring one of your management groups as it's tackling a business, cultural, strategic or HR dilemma. You get fresh in-put, challenges and support from professional coaches within our network of staff. In addition, we offer lectures and workshops, which are of course tailor-made to your needs. One and a half days free of charge!*

### FREE MEMBER COACHING

*You are offered two half days a year of coaching in groups free of charge. You get coaching from a MiLcoach while simultaneously having the chance of stimulating exchanges of experience. In this manner your business get interaction with MiL Institute's network as well as your own continuous learning year after year. If you wish to have a specific MiLcoach associated with your organisation, as sounding board and support, we can arrange it.*

### BOOKS AND ARTICLES

*All management literature constantly being produced by the network is presented at MiL's regional seminars. Here we offer you each new book free of charge. On top of this you receive two to three articles a year containing new research. The moment you register your organisation as a new member we send you a book from our own publishing house: MiL Publishers.*

### REDUCED RATE ON OUR PROGRAMMES

*As a member you get reduced rates on all our programmes. Moreover your organisation easily gets value for the annual membership fee simply by making use of some of the offers described here.*

## Membership

*You can read more about us and about our offer at [www.mil institute.se/membership](http://www.mil institute.se/membership)*