

**International
Cross-Mentoring Program
for Women and Men
in Leading Positions**

Leadership
Development
through
Mentoring



The word Mentor comes from Homer's novel, the Odyssey. While Odysseus was away on the road to the Trojan War, the education of his son Telemachus was entrusted to Mentor, a friend of Odysseus'. The old man acted as a reliable tutor and advisor for the young Telemachus.

Nowadays, the word "Mentoring" refers to a relationship of support, discussion, exchange and learning in which an experienced individual invests his/her wisdom and expertise in the development of another individual who is expected to gain competences and achieve professional objectives. Mentoring is thus a real crucible that fosters personal development. The aim is not to provide Mentees with ready-made solutions, but to help them develop their own resources and solutions in order to tackle the problems they may be faced with, and to help them become the persons they wish to be.



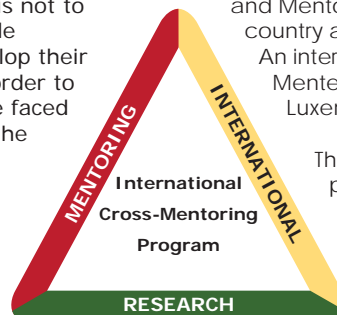
The core element of the mentoring program are the 1:1 mentoring sessions

The Program has gone global...

The Cross-Mentoring Program is now set up in 8 European countries: Denmark, France, Germany, Luxembourg, Portugal, Sweden, Switzerland and the United Kingdom. Mentee and Mentor tandems originate from the same country and meet in the country itself.

An international conference gathers Mentees and Mentors of all countries in Luxembourg once a year.

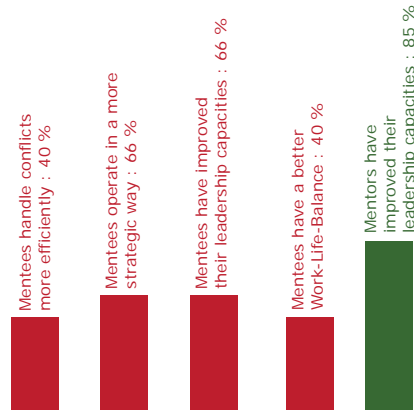
The goal of Rita Knott and her partners is to include 15 countries within the program and thus extend it beyond Europe's boundaries.



Why a Cross-Mentoring Program?

When Mentees are matched with Mentors from another company, sector, gender and culture, the benefits for all participants are more sustainable and the use of leadership capacities can improve considerably.

How did the way to fulfil the work change for the Mentees and Mentors?



Source: Satisfaction Survey of a Cross-Mentoring Program in 2007 of the Luxembourg company Coaching Mentoring Consulting.

As early as 2005, Rita Knott, then a member of the executive team at Bank Hapoalim Luxembourg, launched the first Cross-Mentoring Program in Luxembourg. She formed a network where Mentees and Mentors from companies of diverse sizes and sectors could interact; an ideal environment for high potentials who wished to move towards decision-making positions. Since 2008 highly experienced mentoring professionals of 7 additional countries have joined the Program and form now the International Cross-Mentoring Business Partner Team.

... and is now focused on research

In close collaboration with the University of Luxembourg (MA in multi-LEARN), the Copenhagen Business School, the Stockholm School of Economics, the European Academy for Women in Politics and Economy, Berlin, and the Migal-Galilee Technology Center, Kiryat-Shmona, Israel the Program objectives are:

- Building up of a mentoring expertise knowledge center
- Appraisal of experience gained within the Program

Who participated already?

Organizations that had joined a Luxembourg Cross-Mentoring Program in 2006, 2007, 2008

Alter Domus, Anglo-American, ArcelorMittal, Bank Hapoalim, BDO-Compagnie Fiduciaire, Brasserie Béierhaascht, Compass, Crédit Agricole, Deloitte, Deutsche Bank, DuPont, European Investment Bank, Fortis Insurance, Goodyear, IEE, PricewaterhouseCoopers, Skandinaviska Enskilda Banken, Villeroy & Boch and VOXmobile

How is the Program organized?

The Program is developed over one year with about 10 companies and about 25 participating tandems per country.

Each company participates with an equal number of Mentees and Mentors. Mentees and Mentors can be either male or female. The Human Resource Managers of participating organizations identify Mentees with management potential. Human Resource Managers meet and select appropriate Mentors for their Mentees based on a questionnaire completed by the Mentees where they identify the areas they would like to further develop.

Program Setting - Time Investment

Level 1:

Mentees schedule monthly meetings with Mentors throughout one year, 10 to 12 individual sessions of 2 to 3 hours.

Level 2:

Four to five reflection workshops, quarterly. Kick-off of the Program is done during the 1st Reflection Workshop.

Level 3:

Mentees and/or Mentors receive 4 1/2 hours of professional coaching sessions to support the mentoring process, or to deal more in-depth with particular issues.



Sabine Kalenborn,
Villeroy & Boch

"Leadership problems are always the same"

"My mentor had much more experience in leadership than myself. He had a very big team to lead so he could tell me a lot about how he solved problems that were coming up and even though he was in a completely different industry and also in a completely different function than myself the problems were the same, and it was interesting to find this out: that leadership problems are always the same".

Advantages of the Program

At the end of each Program, a survey is carried out with the Mentees and Mentors by the universities in order to assess the results of the steps undertaken and the progress achieved. A center of knowledge is thus built up and made available to the participating companies.

Judging from the main accomplishments of past experiences, there are large numbers of benefits for all participants.

Benefits for Participating Companies

- Developing the leadership potential of top talents
- Establishing benchmarking between the participating companies
- Creating networking opportunities
- Boosting the cultural understanding and communication of participants
- Enhancing participants' leadership skills

Benefits for Mentees

- Fostering professional and personal development
- Building a career plan
- Improving leadership capacities
- Exchanging knowledge and experience
- Extending networks
- Creating benchmarking
- Getting to know other corporate cultures and structures

Benefits for Mentors

- Achieving new experiences in different sectors and cultures
- Gaining additional professional knowledge
- Confirming existing skills and developing new skills
- Acquiring new networking opportunities
- Gaining insight into ambitions, talents and perceptions of future leaders

The Cross-Mentoring Program is very attractive for companies and public administrations of many countries, as it is easy to set up and it allows a well-structured long term follow-up.

Moreover, the Program enables the companies to implement a common Leadership Development Program internationally.

Key Points of the International Cross-Mentoring Program

Goal

- Focus on sustainable leadership development

Benefits for the organizations

- Creates outstanding network and benchmarking opportunities
- Implements/increases a mentoring culture within the organizations as a cost efficient development tool
- Develops incentive for high potentials and top performers

Structure

- Mentee-Mentor tandems of different organizations, sectors, cultures and gender
- One-year Program with monthly mentoring meetings
- Master class for Mentors
- Program organized individually in eight countries at the same time
- Annual International Conference in Luxembourg for Mentees and Mentors of all countries
- Research and development assured by five universities and business schools



www.cross-mentoring.net

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