

# Seldom presented, easily lost.



## The Saddest Affair: Leadership Failures at the Battle of the Crater

Missed opportunities rarely come around a second time. Chances for success should never be taken lightly, especially when the stakes are high.

That was the case in the summer of 1864, outside of Petersburg, Virginia. The Civil War was well into its third year and had turned into grueling trench warfare near this vital transportation hub, just 24 miles from the confederate capital of Richmond.

General Ulysses S. Grant and the Army of the Potomac had an opportunity to end the long siege and possibly the war. What happened instead was best described by Grant himself, who called it, “the saddest affair I have witnessed in the war”- a stunning disaster. How does a failure of this magnitude happen? The decisions made: comical, puzzling, and tragic, will astound you.

Sometimes on our leadership journey, we can learn more from failure than success. The formula for failure in this story is not unique to the war. Any of us could fall into it if we are careless or unaware.

Come put yourself in the shoes of these leaders and discover how their actions led to tragedy and how their lessons can help us avoid the dangers of our own workplace.

### What others are saying:

*“Loved the historical connection, the storytelling, the activities were cool!”*

-C. Dailey, UMFS

*“I enjoyed learning about a historical event, the primary decision-makers and identifying what went wrong and what should have gone right.”*

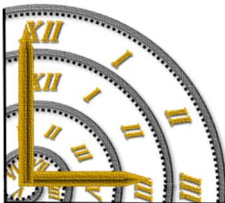
-J. MacArthur, City of Richmond

*“Makes it easy to remember keys to strong leadership and mistakes to avoid because you have a story to remember them by.”*

-B. Nemoytin, City of Richmond

*“Dave has a way of linking successful leadership traits in a fun, interactive way that leaves participants wanting more.”*

-D. Pulliam, Richmond Fire Department



## The Enduring Leadership Project

*Leadership Always Matters*

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# The Saddest Affair:

## Leadership Failures at the Battle of the Crater

**Description:** This course utilizes the 1864 Civil War Battle of the Crater in Petersburg, VA as the backdrop for a study of leadership failures and how to avoid them. Using experiential-history activities, participants explore concepts such as effective planning, collaboration, decision-making, and emotional intelligence. Through these activities, they acquire tools and develop strategies to help them overcome their daily leadership challenges.

**Course Length:** Four hours, with a full-day option that includes a tour of the Petersburg National Battlefield with a battlefield guide and additional activities.

**Who should attend:** Leaders at all levels of the organization who recognize the need to avoid complacency and stay focused on organizational goals and opportunities.

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### Program Options

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Four-hour Classroom-only Option: This is the basic package- the training program activities and all materials.

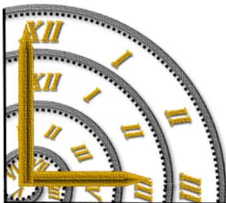
Full-day Battlefield Option: This option includes an afternoon tour of the Petersburg National Battlefield with National Parks Service guide and additional team activities.

Book Option: Each participant receives a copy of "Cigars, Whiskey, and Winning: Leadership Lessons from General Ulysses S. Grant" by Al Kaltman

*"In this masterful retelling of Grant's story, Al Kaltman draws on Grant's writings and life experiences to present a series of practical lessons on how to get superior performance from the troops." -Amazon*

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Call for pricing and additional information.



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