

Central Intelligence Agency



Washington, D.C. 20505

OTE 86-6408

14 November 1986

Mr. John S. Reed
Chairman and Chief Executive Officer
CITICORP
399 Park Ave
New York, New York 10022

Dear Mr. Reed:

On behalf of the officers of the Senior Intelligence Service of the Central Intelligence Agency I invite you to take part in a Colloquium with Chief Executive Officers, tentatively scheduled for 16 December, 1986.

In a recent survey of our senior managers there was widespread interest in meeting with Chairmen and Chief Executive Officers who have faced, and successfully dealt with, critical organizational issues, of which the Latin American debt problem is both a prominent and complex example. The purpose of the colloquium is to exchange views on leadership, managing organizational change, risk taking, resource management and developing the managers and executives of the future. We invite you to discuss your management philosophy as CITICORP's Chief Executive, and address the key challenges you see facing the corporation. The group would then like time for questions and answers, during which, no doubt, you will find out a good deal about our executive style and organizational concerns. We ask a total time commitment of two hours, either in the morning or afternoon, at your convenience. We tentatively have planned to fly to New York early in the morning on the 16th of December, meet with one CEO from 0930 to 11:30, have lunch, meet with another CEO from 1:30 to 3:30 and then return to Washington.

We hope that you will agree to take part in this colloquium which is a highlight of our executive development program. We can assure you of a lively exchange and a most interested audience.

Sincerely,

[Redacted Signature]

Director
of
Training and Education

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Mr. John S. Reed

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