CENTER FOR PROFESSIONAL EXCELLENCE (CPE)  
LEADERSHIP INSTITUTE  

BOOTCAMP: INFLUENCE  

The Center for Professional Excellence (CPE) Leadership Institute features a range of dynamic and innovative executive education programs to meet the needs of aspiring professionals and business leaders in the San Antonio community.

Our Leadership Institute Bootcamps offer a deep dive into an area of focus for business professionals looking to develop their skills and abilities. Participants will enhance their understanding of key concepts, and gain tools to help them apply what they learned when they are back on the job. We currently offer three bootcamp series in influence, strategy and professional development.

Participants in our Influence Bootcamp will explore the strategic insights, leadership skills and global understanding required to drive profitability and growth in a dynamic, high-performing organization. Participants will gain an understanding of the key concepts of effective influence, as well as a stronger leadership skill set. Our approach combines both practical-application and in-class experiential learning to help participants solidify their knowledge.

At the end of each bootcamp, participants will engage in a capstone project. The custom project for each bootcamp is an opportunity for participants to apply and demonstrate the practical value of what they have learned, as well as develop tangible knowledge that they can use when they return to the workplace.

Participants interested in all three bootcamps, may want to consider our 12-month Leadership Institute Certificate. Visit execed.utsa.edu for more information.

UTSA Continuing Education Units (CEUs) are available.

ELIGIBILITY  
Each bootcamp is open to all aspiring leaders in the San Antonio area who want to:
• Develop a deeper understanding of foundational concepts
• Learn how other organizations are using these strategies to create new opportunities for their own operations
• Identify tools they can take back to their organizations to employ these concepts

COMMITMENT  
The overall time commitment is estimated at 8–10 hours a month, including a three-hour afternoon class once a month for four months. Participants must commit to attending classes and completing all assignments.

LOCATION  
Center for Professional Excellence, College of Business, Business Building (BB) 1.01.20  
Main Campus, One UTSA Circle, San Antonio, TX 78249

COST  
$1,800  |  Includes tuition, course materials, parking at UTSA, light snacks and refreshments

We offer a discounted rate to support and make training accessible to not-for-profit organizations and small businesses. Group discounts for all organizations are also available, contact us at execed@utsa.edu for more information.

SCHEDULE & CURRICULUM  
Classes meet at the beginning of every month from 3–6 p.m.

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<thead>
<tr>
<th>INFLUENCE BOOTCAMP SERIES</th>
<th>CAPSTONE COURSE</th>
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| • Thursday, September 6, 2018  
  - Leading without Authority |
| • Thursday, October 4, 2018  
  - Negotiations and  
    Conflict Management |
| • Thursday, November 8, 2018  
  - The Art and Science of Persuasion |
| • Thursday, December 6, 2018  
  - Influence Capstone Experience |
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CORE CLASS DESCRIPTIONS

LEADING WITHOUT AUTHORITY

Expand your understanding of leadership and develop the ability to lead, regardless of your formal role in the organization. We will focus on leadership (with a small “l”), or influence that is exercised in one-to-one relationships based on work associations, task interdependence or even happenstance. You will learn how to redefine your work and develop your capacity to exercise leadership, enhance the productivity of your work and working relationships.

NEGOITIATIONS AND CONFLICT MANAGEMENT

Leaders must be able to negotiate with a variety of audiences, including employees, customers, suppliers and competitors. This workshop offers insights on best practices when negotiating multi-stakeholder environments.

THE ART AND SCIENCE OF PERSUASION

Persuasion is fundamental to leadership. This session will focus on improving participants understanding of persuasion, including practical principles for applying the art and science of persuasion in our everyday lives.