LEADERSHIP INSTITUTE

WORKSHOP: NEGOTIATIONS AND CONFLICT MANAGEMENT
Our Leadership Institute workshops offer an easy way to enhance your business acumen and knowledge of important and relevant professional topics. Taught by award-winning faculty from UTSA and seasoned experts within the San Antonio community, our workshops will help you boost your knowledge, skills and abilities by focusing on how to apply your learning in a meaningful way.

Our unique approach integrates relevant course content with a variety of hands-on learning opportunities including in-class activities and simulations. This balanced approach of academic learning and experiential experiences will maximize your understanding of key concepts and help you take what you have learned and apply it when you are back on the job.

UTSA Continuing Education Units (CEUs) are available.

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.

Each workshop is open to all aspiring leaders in the San Antonio area who want to:
- **Develop** a deeper understanding of leadership concepts
- **Learn** how other organizations create new opportunities for their own operations
- **Identify** tools they can take back to their organizations to employ these concepts

The overall commitment includes attendance in the three hour workshop. Participants should be aware that pre-review of materials (reading and/or media materials), may also be required.

Tuesday, October 2 or Thursday, October 4, 2018 from 3–6 p.m.

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

$500 I 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](mailto:execed@utsa.edu) for more information.