LEADERSHIP INSTITUTE

BOOTCAMP: INFLUENCE

The Executive Education Leadership Institute, at the University of Texas at San Antonio, features a range of dynamic and innovative programs to meet the needs of aspiring professionals and business leaders in the San Antonio community.

Our Leadership Institute Bootcamps explore an area of business focus for professionals looking to develop their skills and abilities. Participants will enhance their understanding of key concepts, and gain tools to apply learning when back on the job.

Program Overview

The Influence Bootcamp explores the strategic insights, leadership skills and global understanding required to drive profitability and growth in a dynamic, high-performing organization. You will gain an understanding of the key concepts of effective influence, and build your personal leadership skill set. Our approach combines both practical-application and in-class experiential learning, to solidify your knowledge.

Eligibility

Programs are open to all aspiring leaders in the San Antonio area who want to:
• Develop the ability to lead, regardless of their formal role in the organization
• Learn how to develop their leadership capacity and enhance productivity
• Identify tools they can take back to their organizations to employ these concepts

Cost

Early Bird Until Aug. 3, 2019
• $950 All registrants

After Aug. 3, 2019
• $1,100 For-Profit
• $1,000 Not-for-profit, groups, small businesses and UTSA EMBA Alumni

Includes:
• Tuition
• Course materials
• Digital Badge and UTSA Continuing Education Units (CEUs)
• Parking at UTSA
• Gourmet snacks and refreshments

Sessions

LEADING WITHOUT AUTHORITY
This workshop focuses on leadership (with a small “I”), or influence that is exercised in one-to-one relationships based on work associations, task interdependence or even happenstance. Learn how to redefine your work and develop your capacity to exercise leadership, while enhancing the productivity of your work and working relationships.

NEGOTIATIONS AND CONFLICT MANAGEMENT
Leaders must be able to negotiate with a variety of audiences, including employees, customers, suppliers and competitors. This workshop will provide you with insight into best practices when negotiating multi-stakeholder environments.

THE ART AND SCIENCE OF PERSUASION
Persuasion is fundamental to leadership. This session focuses on improving your understanding of persuasion, including practical simulations to apply the principles underlying the art and science of persuasion.

Registration

Register online: http://bit.ly/2GleDV9
For our discount code, please contact execed@utsa.edu or call 210.458.4778.

Dates and Times

Classes are from 4–7:30 p.m.
• Thursday, Oct. 3, 2019
• Thursday, Nov. 7, 2019
• Thursday, Dec. 5, 2019

Location

Business Building (BB) 1.01.20
Main Campus, One UTSA Circle
San Antonio, TX 78249

Commitment

The overall time commitment is estimated at 8–10 hours a month, including one 3.5-hour class. You must commit to attending all classes and completing assignments.

Facilitator

MATTHEW MCCARTER, PH.D.
McCarter’s research focuses on decision-making, cooperation and conflict—with a particular interest in social dilemmas and collaboration problems in organizational settings. McCarter studies strategies that organizations and other collectives use to increase effective decision-making, trust and pro-social behavior. McCarter is a regular presenter at the Academy of Management and the International Association of Conflict Management Conferences. He has also received the Regents’ Outstanding Teaching Award from the University of Texas System.

Interested in additional workshops, bootcamps, certificates or coaching options?
Visit execed.utsa.edu for more information.