LEADERSHIP INSTITUTE
BOOTCAMP: INFLUENCE

The Executive Education Leadership Institute, in the Carlos Alvarez College of Business 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 Rate
• $949 All registrants

After Early Bird Deadline
• $1,099

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

Sessions

INCLUSIVE LEADERSHIP
At the core of Inclusive Leadership is human capital. This philosophy is based in six traits and fuses diversity and inclusion, and inclusive excellence practices and ideals. Gain relevant tools for your organization through exercises and discussions.

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.

Registration

Register online: http://bit.ly/2GleDV9
For our discount code, please contact exced@utsa.edu or call 210-458-4778.

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