

LEADERSHIP INSTITUTE



UTSA | **ALVAREZ**
College of Business
The University of Texas at San Antonio

Executive
Education

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 execed@utsa.edu or call **210-458-4778**.

Program Summary

- **Duration:** Six weeks, one 3-hour course every other week
- **Commitment:** Overall time commitment is estimated at 8–10 hours a month, including class time
- **Method of Delivery:** Instructor-led virtual sessions

Featured Facilitator



ALBERT HUANG, PH.D.

Huang is an assistant professor of practice and faculty director of the Executive MBA Program. He holds a Master of Business Administration and a Ph.D. in Leadership Studies and has been teaching at The University of Texas at San Antonio, Carlos Alvarez College of Business since 2018. Huang has taught multiple classes at the undergraduate and graduate levels including business communications, professional development, management principles, organizational behavior and effective negotiations.



Interested in additional workshops, bootcamps, certificates or coaching options?

Visit execed.utsa.edu for more information.

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