

Level Up Leadership Series

August 2016

Developing a strong business and leadership acumen is essential for professionals across all industries. However, it's not just about learning these concepts, it's about knowing how to apply them. The Level Up Leadership Series is designed to provide these foundational skills and insight through a series of engaging, practice-based workshops.



Team Inspiration Techniques: Creating the Collaborative Spirit

8:30 a.m. - 12:30 p.m., Friday, August 5, 2016 Section I.D. #117343 / \$99

Think you know how to lead your team? True leaders can often be hidden gems quietly fulfilling a variety of roles that keep processes running smoothly while also building up other team members to achieve goals. Mining out these qualities in order for the business to shine brighter is key and something that can be accomplished by learning the proven leadership and facilitation methods offered within this half-day workshop. Topics include everything from effective leadership styles to ways to become the "ideal" leader.



Artful Negotiation to Build Valuable Partnerships

8:30 a.m. - 12:30 p.m., Friday, August 12, 2016 Section I.D. #117344 / \$99

Proficient negotiation skills are important attributes that every business professional should have. Learning tactics to execute throughout various settings is critical in order to build valuable partnerships in which both parties are satisfied with the final outcome. In this half-day workshop, the key to negotiation will be revealed through examples of the most proven techniques and demonstrated throughout engaging exercises. The core elements of negotiation will be put into practice, covering winning strategies and bargaining techniques to overcome barriers.



Dealing with Conflict: Fostering Cooperation Despite Adversity

8:30 a.m. - 12:30 p.m., Friday, August 19, 2016 Section I.D. #117345 / \$99

Breaking through conflict is necessary in order for leaders to keep team members on track. This half-day workshop invites professionals to learn how to power through disagreements by getting to the root of the real issues and turn negative energy into action to successfully help players work together to accomplish goals. You will uncover reaction to adversaries and how to modify personal or team behaviors to align more with the vision of the organization, creating an authentic and compassionate culture.



Achieving the Extraordinary: Effective and Strategic Goal Planning

8:30 a.m. - 12:30 p.m., Friday, August 26, 2016 Section I.D. #117346 / \$99

One of the most appealing aspects of people with high levels of goal attainment is their ability to accomplish extraordinarily tasks with ease. Such high achievements can only be executed by learning the efficient methods to create a solid foundation that help achieve desired goals, even while challenged with numerous tasks and complexities. This workshop is designed to strengthen these links between strategy, objectives and daily work agendas. Content is designed to help professionals take long-term objectives and break them down into manageable sizes through structured planning.

Breakfast included in session fee.

Enroll at extension.ucsd.edu

For more information, contact:

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