

The Augmented Leader

Presented by **ELEVATE**



The Rady School of Management, UC San Diego
Elevate Leadership Certificate Program

Northrop Grumman, Rancho Bernardo
March 2016

Eligible for Tuition Assistance & Deferment at Most Organizations

Communication, influence and relationships synergize into peak people performance. By boosting both verbal and non-verbal communication, this series helps professionals, from individual contributors to front-line managers, influence others. Ultimately, these actions build relationships that improve collaboration and productivity in any organization. You will:

- **Develop** influence skills
- **Cultivate** individual awareness and team relationships
- **Master** interpersonal dynamics

Distinguished Executive Guest Speakers:

Frank Flores | Vice President, Engineering,
University & STEM Relations, Northrop
Grumman Aerospace Systems

J. Michael (Mick) W. Jagers | Vice President
and Program Manager, Global Hawk UAS,
Northrop Grumman Aerospace Systems

Catherine (Cathy) Meyn | Corporate Director,
Programs, Northrop Grumman Corporation

Larry Stullich | Director, Engineering,
Communications Division, Northrop
Grumman Information Systems

Each homework-free course is only 1.5 days. Enroll today!

Course 1

Networking, Influence & Strategic Relationships

Yes, It Is About Who
You Know

March 10, 4pm-7:30pm
March 11, 8am-3pm

LEAD301 (0.9 CEUs)

Course 2

Charisma & Context

Leverage Your Surroundings,
Personal Brand & Presence

April 7, 4pm-7:30pm
April 8, 8am-3pm

LEAD307 (0.9 CEUs)

Course 3

Impactful Verbal Communication

Power Words for
Powerful Communication

April 21, 4pm-7:30pm
April 22, 8am-3pm

LEAD302 (0.9 CEUs)

Course 4

Optimal Persuasion

Science, Tactics &
Tools to Align Goals

May 5, 4pm-7:30pm
May 6, 8am-3pm

LEAD411 (0.9 CEUs)

Register Online: rady.kintera.org/SD-augmentedleader

For more information, visit: rady.ucsd.edu/exec/elevate/



For assistance, contact: Nancy Peritz at nperitz@ucsd.edu or (858) 822-7414

ELEVATE

A partnership of:

Rady | UC San Diego
School of Management

**SPECTRUM
KNOWLEDGE**

What Makes Our Courses Unique?



INTERACTIVE & TEAM-BASED LEARNING

The Elevate Leadership Certificate Program features curriculum that appeals to multiple senses and dynamically engages participants.



EXECUTIVE-LEVEL GUEST SPEAKERS

Engage executive guest speakers in an intimate setting and directly apply classroom learnings to their experiences.



RESEARCH-BASED CURRICULUM

Practical research and input from executives drive the credibility and effectiveness of our curricula.



LEARN & EARN A UNIVERSITY OF CALIFORNIA CERTIFICATE

Earn a university-based certificate from The Rady School of Management, UC San Diego.

The Augmented Leader Certificate Series

Certificate Requirements: 4 Short Courses, 1.5 days per course (1 evening and 1 day)
Complete all four courses to earn the Augmented Leader Certificate.

Units & Tuition: Each course offers 0.9 CEUs, for a total of 3.6 CEUs.
Tuition is \$1,200 for each course. **Eligible for Tuition Assistance & Deferment.**
Registration remains open through course start date.

Early Bird: Enroll by February 10, 2016 and your registration will include a seat at the Elevate Forum on June 2 & 3, 2016 in San Diego. The Elevate Forum allows you to engage executives from major *Fortune 500*-level companies. Additional info to follow. After February 10, regular registration is still open.

Location: Northrop Grumman in Building 8, Coronado CR
16550 W. Bernardo Drive, San Diego, CA 92127

Enroll now. It's easy.

1. Reserve your seat at rady.kintera.org/SD-augmentedleader.
2. Register with your organization's Tuition Assistance program.
3. OPTIONAL: Complete your Tuition Deferment form at rady.ucsd.edu/docs/exec/SD-deferred-payment-policy.pdf.

Register Online: rady.kintera.org/SD-augmentedleader
For more information, visit: rady.ucsd.edu/exec/elevate/



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Networking, Influence & Strategic Relationships: Yes, It Is About Who You Know

Description of Short Course

The *Networking, Influence & Strategic Relationships* course elevates your ability to strengthen your relationships with other professionals in mutually beneficial ways. Based on research and presented in practical, interactive ways, this lively course focuses on helping you to boost your networking skills and social capital. These relationships prove critical in driving performance and results—or simply making the workplace the best culture and environment for you and your colleagues. Course topics include:

- The Science of First Impressions That Last & Influence Others
- Networking Development, Building Strategic Relationships & Social Capital
- Organizational Politics: An Introduction to Dealing with Them Ethically

Course Dates:

March 10, 4pm-7:30pm
March 11, 8am-3pm

Course Number: LEAD301 (0.9 CEUs)

Instructor: Vu H. Pham, Ph.D.

Tuition: \$1,200 *Eligible for Tuition Assistance*

Location: Northrop Grumman in Bldg 8, Coronado CR
16550 W. Bernardo Drive, San Diego, CA 92127



Charisma & Context: Leverage Your Surroundings, Personal Brand & Presence

Description of Short Course

Charisma encompasses appeal and magnetic attraction that leaders and influencers exhibit. Context consists of the environment and factors surrounding an event. Leverage this duo and you have a potent combination called Presence, which entails projecting those qualities to broaden an individual's persona. Presence leads to influence, reputation through personal branding and the ability to utilize appropriate categories of power for corresponding situations. This course helps you boost your charisma and wield your context for optimal success. Course topics include:

- Leverage the Multiple Power Types
- Understand Your Context & Environment
- Use Emotions in Negotiation & Motivation
- The Brand Builder: Personal Branding & Marketing

Course Dates:

April 7, 4pm-7:30pm
April 8, 8am-3pm

Course Number: LEAD307 (0.9 CEUs)

Instructor: Joan M. Clark

Tuition: \$1,200 *Eligible for Tuition Assistance*

Location: Northrop Grumman in Bldg 8, Coronado CR
16550 W. Bernardo Drive, San Diego, CA 92127

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Impactful Verbal Communication: Power Words for Powerful Communication

Description of Short Course

What's a word worth? The worldwide advertising and branding industry alone spends \$445 billion. A diplomat can spark wars or proliferate prosperity with just a few words. Cyber-bullying can kill, while motivational words can heal. Words truly influence others emotionally and logically. They provide the backbone for effecting profound results. The *Impactful Verbal Communication* course elevates your ability to effectively use words to motivate and empower, increase collaboration and productivity, as well as develop talented managers and leaders. Course topics include:

- Wield Words in Productive Ways
- Increase Synergies with Others Through Words
- Build Confidence & Influence Others

Course Dates:

April 21, 4pm-7:30pm

April 22, 8am-3pm

Course Number: LEAD302 (0.9 CEUs)

Instructor: Karen Kramer Horning, Ph.D.

Tuition: \$1,200 *Eligible for Tuition Assistance*

Location: Northrop Grumman in Bldg 8, Coronado CR
16550 W. Bernardo Drive, San Diego, CA 92127



Optimal Persuasion: Science, Tactics & Tools to Align Goals

Description of Short Course

Persuasion entails convincing others of a viewpoint—this class, however, advances beyond, as it emphasizes *Optimal Persuasion (OPs)*. You achieve *OPs* when others align—and believe in—goals common to your own. This synergy generates momentum greater than the sum of its parts. This course focuses on how to optimize your persuasion skills in a collaborative, rather than manipulative, fashion, which leads to long-term results and relationship-building. Course topics include:

- Assess, Align & Augment Audiences toward Action
- Sway Others in a Methodical Manner
- Leverage a Powerful & Practical Persuasion Tool Kit
- Employ Ethical, Yet Effective Relationship-Building Strategies

Course Dates:

May 5, 4pm-7:30pm

May 6, 8am-3pm

Course Number: LEAD411 (0.9 CEUs)

Instructor: Karen Kramer Horning, Ph.D.

Tuition: \$1,200 *Eligible for Tuition Assistance*

Location: Northrop Grumman in Bldg 8, Coronado CR
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ELEVATE FORUM

June 2 & 3, 2016 in San Diego, CA

The Elevate Forum showcases senior executives from major *Fortune 500*-level organizations who will deliver 3-minute leadership lightning talks — this provides condensed and practical advice. Our signature leadership event is co-hosted by UC San Diego, CSU Fullerton, UC Riverside and Spectrum Knowledge. Join us for this dynamic invitation-only, cross-industry event.

Past Speakers

- **Dave Barthmuss** | Group Manager, Communications (West), General Motors Company
- **Susan L. Beat** | Managing Director, Commercial Banking Treasury Services, MUFG Americas
- **Shaun Beaudette** | Director, Information Technology, Raytheon Space & Airborne Systems
- **Emanuel Brady Jr.** | Vice President and CIO, Information Technology, Space & Airborne Systems
- **Michael Burkeen** | HR Director, Organizational Effectiveness, ConAgra Foods
- **Daniel (Dan) Carroll** | Senior Manager, Boeing Development Program Excellence, The Boeing Company
- **Jessica Choi** | Associate Vice President, Talent Acquisition & Diversity, Penn Mutual
- **Arthur M. delaCruz** | Director, Strategic Planning, Global Strategy & Mission Solutions, Northrop Grumman Aerospace Systems
- **Barry Draskovich** | Vice President, Program Management, Parker Aerospace
- **Scott Furgerson** | Vice President, Gas Operations, Southern California Gas Company and San Diego Gas & Electric
- **Michael E. Geary** | Managing Partner, Penn Mutual Life Insurance Company & President/CEO, Sterling Wealth Strategies
- **Paul Geery** | Vice President, Advanced Network & Space Systems (AN&SS), Phantom Works, Boeing Defense, Space & Security and Huntington Beach Site Executive, Boeing
- **Andres E. Gonzalez** | Vice President, Chief Diversity Officer, Froedtert & Medical College of Wisconsin
- **Lawrence (Larry) J. Harrington** | Vice President, Internal Audit, Raytheon Company
- **Gail Herring** | Communications Coordinator, Diversity & Inclusion, Toyota Motor Sales, U.S.A., Inc.
- **Dennis Hirotsu** | Vice President, Corporate R&D Innovation Capability, Procter & Gamble
- **Emily Howard, Ph.D.** | Senior Technical Fellow, Human Factors Engineering, Boeing
- **Florentino (Tino) Idosor** | Design & Manufacturing Engineering (DME), Mechanical & Structural / Production Engineering Manager, Boeing Space & Intelligence Systems (S&IS)
- **Tisa Jackson** | Vice President, Corporate Diversity & Inclusion, MUFG Union Bank, N.A.
- **J. Michael (Mick) W. Jagers** | Vice President and Program Manager, Global Hawk UAS, Northrop Grumman Aerospace Systems
- **Gary LaMonte** | Vice President, Human Resources & Security, Space & Airborne Systems, Raytheon
- **Harry Q.H. Lee, II** | Vice President, Corporate Contracts, Pricing & Supply Chain, Northrop Grumman (Ret.)
- **Wil Lewis** | Diversity & Inclusion Executive, Bank of America/Merrill Lynch
- **Patricia Miller** | Vice President, Human Resources, Southern California Edison
- **Kevin L. Mitchell** | Vice President, Manufacturing & El Segundo Site Manager, Northrop Grumman Aerospace Systems
- **Kevin Naya** | Director, Development Program Excellence and Lean+ / Capturing the Value of Quality, Boeing Engineering, Operations & Technology
- **Ty Ondatje** | Senior Vice President, Corporate Responsibility & Chief Diversity Officer, Iron Mountain
- **Audria Pendergrass Lee** | Director, Diversity & WorkLife, FINRA – Financial Industry Regulatory Authority
- **Michael B. Reding** | Vice President, Sales Support & International Operations, Toyota Motor Sales, U.S.A.
- **Kelly Schlegel** | Director, Logistics Information Management Systems, The Boeing Company
- **MaryAnn Sena-Edelen** | Director of Guest Experience, MGM Grand Hotel
- **Scott Shane** | Managing Director, Talent Acquisition & Staffing for the Americas, MUFG Union Bank, N.A.
- **Bruce Stewart** | Deputy Director Strategic Initiatives, Training, & Compliance, Office of Diversity & Inclusion, U.S. Office of Personnel Management (OPM)
- **Larry Stulich** | Director, Engineering, Communications Division, Northrop Grumman Information Systems
- **Valmore Valiquette** | Senior Director – Procurement, Aerospace Systems, Northrop Grumman Corporation
- **Veronica E. Villalobos** | Director, Office of Diversity & Inclusion, U.S. Office of Personnel Management (OPM)
- **Nadine Vogel** | CEO, Founder & President, Springboard Consulting
- **Jeff Walker** | Director of Advanced Meter Project, Southern California Gas Company

We are currently confirming esteemed speakers for 2016!

For more information, contact: info.411@spectrumknowledge.com