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 – to 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

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**Distinguished Executive Guest Speakers:**

**Jimmie I. Cho** | Senior Vice President, Gas Operations & System Integrity, Southern California Gas Company and San Diego Gas & Electric Company

**Jeffery (Jeff) Walker** | Director, Advanced Meter, Southern California Gas Company

**Gillian Wright** | Vice President, Customer Services, Southern California Gas Company

We are currently confirming additional esteemed speakers for 2015!

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**Course 1:** Context & Charisma

Engage Others & Leverage Surroundings

- Oct 8, 5pm-8:30pm
- Oct 9, 8am-3pm

**Course 2:** Impactful Verbal Communication

Power Words for Powerful Communication

- Oct 22, 5pm-8:30pm
- Oct 23, 8am-3pm

**Course 3:** Networking, Influence & Strategic Relationships

Yes, It Is About Who You Know

- Nov 5, 5pm-8:30pm
- Nov 6, 8am-3pm

**Course 4:** Play to Your Strengths

Tactics & Tools To Boost Your Organizational IQ & Effectiveness

- Nov 19, 5pm-8:30pm
- Nov 20, 8am-3pm

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**Register Online:** [http://rady.kintera.org/LA-augmentedleader](http://rady.kintera.org/LA-augmentedleader)

For more information, visit: [http://rady.ucsd.edu/exec/elevate/](http://rady.ucsd.edu/exec/elevate/)

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

<table>
<thead>
<tr>
<th>Certificate Requirements:</th>
<th>4 Short Courses, 1 evening and 1 day per course (6 days total)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Units &amp; Tuition:</td>
<td>Each course offers 0.9 CEUs, for a total of 3.6 CEUs.</td>
</tr>
<tr>
<td></td>
<td>Tuition is $1,200 for each course. Eligible for Tuition Assistance &amp; Deferment. Registration remains open through course start date.</td>
</tr>
<tr>
<td>Early Bird:</td>
<td>Enroll by September 10 and your registration will include a seat at the Elevate Forum in June 2 &amp; 3, 2016 in San Diego. The Elevate Forum allows you to engage executives from major Fortune 500-level companies. Additional info to follow. After September 10, regular registration is still open.</td>
</tr>
<tr>
<td>Location:</td>
<td>The Metropolitan Water District of Southern California (MWD), in Room US.02.450 700 N. Alameda Street, Los Angeles, CA 90012</td>
</tr>
</tbody>
</table>

2. Register with your organization’s Tuition Assistance program

Register Online: [http://rady.kintera.org/LA-augmentedleader](http://rady.kintera.org/LA-augmentedleader)
For more information, visit: [http://rady.ucsd.edu/exec/elevate/](http://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
**Description of Short Course**

**Context & Charisma:**
Engage Others & Leverage Surroundings

Charisma encompasses appeal and magnetic attraction that leaders and influencers exhibit. Presence entails projecting those qualities to broaden an individual's persona. Combine the two and you have a potent combination. Since charisma holds broad meaning, this module tackles charisma in terms of how it generates and wields power. Power means much more than authority, as individuals can leverage all different types of power as a toolkit of resources. Presence allows individuals to make their newly boosted charisma shine through. Course topics include:

- Power Types & How to Use Them
- Understanding Your Context & Environment
- Using Emotions in Negotiation & Motivation
- The Brand Builder: Personal Branding & Marketing

**Course Dates:**
October 8, 5pm-8:30pm
October 9, 8am-3pm

**Course Number:** LEAD307 (0.9 CEUs)

**Instructor:** Johanna H. Hollowich

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

**Location:** Metropolitan Water District, Rm US.02.450
700 N. Alameda Street, Los Angeles, CA 90012

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**Impactful Verbal Communication:**
Power Words for Powerful Communication

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:**
October 22, 5pm-8:30pm
October 23, 8am-3pm

**Course Number:** LEAD302 (0.9 CEUs)

**Instructor:** Johanna H. Hollowich

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

**Location:** Metropolitan Water District, Rm US.02.450
700 N. Alameda Street, Los Angeles, CA 90012

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**Register Online:** [http://rady.kintera.org/LA-augmentedleader](http://rady.kintera.org/LA-augmentedleader)

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

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A partnership of:

[Logo: Rady UC San Diego School of Management]
[Logo: Spectrum Knowledge]
Networking, Influence & Strategic Relationships: 
Yes, It Is About Who You Know

Description of Short Course
The Networking, Influence and 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

Play to Your Strengths: 
Tactics & Tools To Boost Your Organizational IQ & Effectiveness

Description of Short Course
How do you enact organizational and individual transformation through a process that inspires, mobilizes and sustains this momentum? More so, how do you create transformation that leverages the global cultures in the workplace? The Play To Your Strengths course creates leaders who champion the strengths of all employees, whether based on communication styles, diverse backgrounds or a wide array of functional skill sets. Collaborative inquiry models meet cultural intelligence to generate strategic transformation. Course topics include:

• Systemic Change That Makes Weaknesses Nearly Irrelevant
• Focus on Core Strengths That Build Confidence & Enact Change
• Build Cultural Intelligence to Leverage the Best of All Team Members

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

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

Course Dates: 
November 5, 5pm-8:30pm
November 6, 8am-3pm

Course Number: LEAD301 (0.9 CEUs)
Instructor: Anita Polite-Wilson, Ph.D.
Tuition: $1,200 Eligible for Tuition Assistance
Location: Metropolitan Water District, Rm US.02.450
700 N. Alameda Street, Los Angeles, CA 90012

Course Dates: 
November 19, 5pm-8:30pm
November 20, 8am-3pm

Course Number: LEAD323 (0.9 CEUs)
Instructor: Christine Itano-Cosner
Tuition: $1,200 Eligible for Tuition Assistance
Location: Metropolitan Water District, Rm US.02.450
700 N. Alameda Street, Los Angeles, CA 90012
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** | Senior Vice President, Union Bank
- **Shaun Beaudette** | Director, Business Management, Information Technology, Raytheon Space & Airborne Systems
- **Emanuel Brady** | Vice President of IT & CIO, Space & Airborne Systems, Raytheon
- **Michael Burken** | HR Director, Organizational Effectiveness, ConAgra Foods
- **Daniel (Dan) Carroll** | Senior Manager, Boeing Development Program Excellence, The Boeing Company
- **Jessica Choi** | Assistant Vice President, Talent Acquisition & Diversity, Penn Mutual
- **Arthur M delaCruz** | Senior Director - Business & Advanced Systems Development, Aerospace Systems, Northrop Grumman Corporation
- **Barry Draskovich** | Vice President, Program Management, Parker Aerospace
- **Scott Furgerson** | Vice President, Gas Operations, Southern California Gas Company (SoCalGas) and San Diego Gas & Electric (SDG&E)
- **Michael E. Geary** | Managing Partner, Penn Mutual Life Insurance Company & President/CEO, Sterling Wealth Strategies
- **Paul Geery** | Vice President, C3 Solutions Business Group, Electronic & Information Solutions, Boeing Defense, Space & Security
- **Andres E. Gonzalez** | Chief Diversity & Inclusion Officer, Baystate Health
- **Larry Harrington** | Vice President, Internal Audit, Raytheon
- **Gail Herring** | Communications Coordinator, Diversity & Inclusion, Toyota Motor Sales, U.S.A.
- **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) Functional Leader & Sr. Manager, Boeing Space & Intelligence Systems
- **Tisa Jackson** | Vice President, Corporate Diversity & Inclusion, MUFG Union Bank, N.A.
- **J. Michael (Mick) W. Jaggers** | 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
- **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-Edelein** | 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 Stullich** | 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