

A leadership certificate series presented by UC San Diego's Rady School of Management

THE MASTERING INTERPERSONAL DYNAMICS

presented by **ELEVATE**

Launching this April in Rosemead

In order to master interpersonal dynamics, you need to primarily focus on understanding people and how we interact with one another. This essentially focuses on gaining insights into two primary areas: people systems and relationship synergies. The **Mastering Interpersonal Dynamics** series provides research-based and practical tools to help you achieve mastery with these two people-centered domains. This series contains three courses: Inner-Personal Dynamics, The Economics of Influence, and Push-Pull Persuasion.



Course 1

INNER-PERSONAL DYNAMICS

The Science, Systems and Strategies of Multiple Intelligence & Wisdom—Made Practical!



Course 2

THE ECONOMICS OF INFLUENCE

Ambient & Automated People Dynamics



Course 3

PUSH-PULL PERSUASION

Active and Attraction-Based Influence Strategies

Enroll Now!

Open to Everyone

Eligible for tuition assistance & deferment at most organizations.

Visit rady.ucsd.edu/programs/executive-education/corporate/elevate/

In Partnership with
Southern California Edison & SCE Employee Resource
Groups | Southern California Gas Company | Metropolitan
Water District of Southern California

In addition to our world-class UCSD Elevate faculty as instructors, we have confirmed these esteemed executive Guest Speakers!

Jill Anderson | Vice President of Customer Programs and Services, Southern California Edison

Caroline Choi | Senior Vice President of Regulatory Affairs, Southern California Edison

Dawn Wilson | Director of Environmental Policies and Affairs, Southern California Edison

ELEVATE

A partnership of

Rady
School of Management
UC San Diego

Center for
Executive
Development

SPECTRUM
KNOWLEDGE



UNIVERSITY
OF
CALIFORNIA



Course 1 INNER-Personal Dynamics

April 26, 5:30pm—8:50pm
April 27, 8:00am—4:00pm

The Science, Systems and Strategies of Multiple Intelligence & Wisdom— Made Practical!

This course launches your journey through the Interpersonal Dynamics of the internal self. These INNER-Personal Dynamics drive your success in all aspects of your life's disposition and relationships, including the professional and career dimensions. It approaches these elements by breaking them down to the science, systems, and strategies of:

- **Multiple Intelligence:** These intelligence types range from types from analytical and emotional to physical, naturalistic, and social.
- **Frameworks for Practical Wisdom, Purpose & Intuition:** How can we scientifically understand these concepts and systematically leverage them toward professional, career, and leadership success? Learn tools for these that you can immediately deploy in these areas.
- **The Power of Will & Resilience vs. The Four Horsemen of Failure:** Learn tactics and tools to overcome these Four Horsemen of Stress, Anxiety, Burnout, and Fear (SABS).



Course 2 The Economics of Influence

May 17, 5:30pm—8:50pm
May 18, 8:00am—4:00pm

The Economics of Influence: Ambient & Automated People Dynamics

Economics studies the management and flow of resources. When you highlight people and influence as our extremely precious resources, then you leverage effective ways to flow these into positive results. This course allows you to build broader, "ambient" influence in nearly-"automated" ways. This approach reflects an economic view, which emphasizes minimal input with maximum impact. Topics include:

- **Economics of Reputation & Context:** Develop skills that systematically form a broader context of relationships and social environment toward building a stronger reputation.
- **Relationships, Mind & Matter:** Rather than "mind over matter," when it comes to influence, the mental and physical both matter. Understanding key concepts like Embodied Cognition and Relationship Typologies will help maximize mutual success amongst you and your colleagues.
- **Championship & Followership:** How can you serve as both a Champion and Follower to truly achieve impact and high performance? Leverage models and tactics to champion and follow effectively—a powerful leadership combination!



Course 3 Push-Pull Persuasion

June 7, 5:30pm—8:50pm
June 8, 8:00am—4:00pm

Push-Pull Persuasion: Active and Attraction-Based Influence Strategies

Persuasion can be deployed actively in a "push" format, or draw others in a "pull" manner. More so, it can take active effort, or function almost automatically once you build a foundation. This course explores different forms of persuasion and how to use them. You will learn:

- **The Attention Economy:** As more forces around us vie for our attention, how do you effectively apply tools that will capture attention share to persuade others?
- **Emotional and Positive Psychology-Based Persuasion:** Learn how to create positive relationships and results through emotional persuasion tactics.
- **Power Words:** Language can persuade in nuanced and high-impact ways. Learn tools for linguistic leverage.

Enroll Now!

Open to Everyone

Eligible for tuition assistance & deferment at most organizations.

Visit radu.ucsd.edu/programs/executive-education/corporate/elevate/

Makeup sessions may be arranged for enrolled students who are unable to attend a class. Contact Nancy Peritz at nperitz@ucsd.edu.

What makes our courses

UNIQUE

University of California Certificate

UC San Diego, an accredited university, will award you a certificate upon completion of the full series.

Trademarked Trailblaze Tools

Elevate's signature tools leverage fresh innovative insights into a visual, design-driven format—this aligns with how people learn.

Interactive Learning

Elevate features learning that appeals to multiple senses and dynamically engages participants.

Collective Intelligence & Wisdom

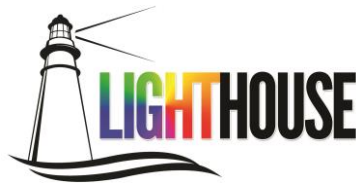
Elevate leverages the collective intelligence and wisdom from a team of faculty to optimize the curriculum—and your learning experience!



How It Works

- **3 Short Courses:** Homework free – 1.5 days per course
- **Units & Tuition Assistance:** Each course offers 1.2 accredited-university CEUs, for a total of 3.6 program CEUs. Tuition is \$1,600 for each course. [Eligible for tuition assistance and deferment.](#) Registration remains open through course start date.
- **Earn:** You will receive a grade, units and transcript from UC San Diego, an accredited university. Complete all courses in the series and earn an accredited-university certificate from The Rady School of Management, UC San Diego. May meet certification requirements for CEUs with PMI or other professional organizations. Check for eligibility.

Thank You To Our Partners:



Open to Everyone

Register Online at: rady.ucsd.edu/programs/executive-education/corporate/elevate/

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



A partnership of



Center for Executive Development



UNIVERSITY OF CALIFORNIA

The Mastering Interpersonal Dynamics



INNER-Personal Dynamics

April 26, 5:30pm—8:50pm | April 27, 8:00am—4:00pm

DoubleTree by Hilton

888 Montebello Boulevard, Rosemead, CA 91770

Instructor: Anita Polite-Wilson, Ph.D.

Course Number: LEAD521 (1.2 CEUs)

Tuition: \$1,600



The Economics of Influence

May 17, 5:30pm—8:50pm | May 18, 8:00am—4:00pm

DoubleTree by Hilton

888 Montebello Boulevard, Rosemead, CA 91770

Instructor: Dawn Garibaldi

Course Number: LEAD522 (1.2 CEUs)

Tuition: \$1,600

ENROLL NOW!

IT'S EASY!



Push-Pull Persuasion

June 7, 5:30pm—8:50pm | June 8, 8:00am—4:00pm

DoubleTree by Hilton

888 Montebello Boulevard, Rosemead, CA 91770

Instructor: Vu H. Pham, Ph.D.

Course Number: LEAD523 (1.2 CEUs)

Tuition: \$1,600



Early Bird Registration

Register by March 26, 2019 and we'll reserve a seat for you at a virtual training session on June 4. Join other Elevate leadership students from around the country for a 90-min. interactive training session and discussion led by an Elevate faculty member.

HERE'S HOW:

Reserve your seat at rady.ucsd.edu/programs/executive-education/corporate/elevate/

Makeup sessions may be arranged for enrolled students who are unable to attend a class. Contact Nancy Peritz at nperitz@ucsd.edu.

Register with your organization's Tuition Assistance or Deferment program. We are listed under most tuition assistance programs as University of California, San Diego.

Complete the Terms and Conditions form at rady.ucsd.edu/docs/exec/Terms-Conditions-Agreement.pdf. Send your completed form to radyexecdev@ucsd.edu.

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

Register Online: rady.ucsd.edu/programs/executive-education/corporate/elevate/



To augment the dynamic instruction and Trademark Tools™ that are part of the Elevate classroom, students may have additional opportunities to learn directly from executive guest speakers in our intimate learning environment. These in-class Q&A sessions complement the course material as students hear directly from corporate executives about their professional experience and lessons & best practices they've learned along the way.

past speakers

Elevate Leadership Certificate series

Rick Bailly | Vice President, Engineering, Mission Assurance & Product Support, Boeing Defense, Space & Security

John Basile | Vice President, Diversity and Inclusion Strategies, Fidelity Investments

Ondra Berry | Senior Vice President of Talent and Performance, MGM Resorts International

Peggy Berry | Corporate Director, AVCorp

Jane Bishop | Vice President, E-2/C-2 Program, Northrop Grumman Corporation

Emanuel Brady Jr. | Vice President, Chief Diversity Officer, The Raytheon Company

Cary Burch | CEO, Thomson Reuters Elite

Arlene Camp | Vice President, Eastern Region Engineering, Sciences and Technology, Northrop Grumman Mission Systems

Eric Carr | Director, Innovation and Customer Engagement, Central Intelligence Agency

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

Caroline Choi | Senior Vice President, Regulatory Affairs, Southern California Edison

Kevin R. Cini | Vice President, Major Projects Organization, Acting Vice President, Engineering & Technical Services, Southern California Edison

Mark Conery | Senior Director of Business Management, Northrop Grumman Manned Airborne Surveillance Programs

Charles Connoy | Vice President, Global Platform, Sony Computer Entertainment America

Christopher B. Cool | Vice President, Operations Optimization, Northrop Grumman Aerospace Systems

Eugene Cunningham Jr. | Vice President, GS&S - Global Services Integration, Boeing Defense Space & Security

Colin E. Cushnie | Vice President, Energy Procurement & Management, Southern California Edison

Christine Daines | Chief Financial Officer, Vertical Lift, The Boeing Company

Peter Dietrich | Senior Vice President, Transmission and Distribution, Southern California Edison

Michelle DiTondo | Senior Vice President, Human Resources, MGM Resorts International

Barry Draskovich | Group Director of Program Management, Parker Hannifin Corporation

Ursula J. English | VP of Environment, Health & Safety, Boeing Supply Chain & Operations

Frank Flores | VP of Engineering, University & STEM Relations, Northrop Grumman Aerospace Systems

Gene Fraser | Vice President, Programs, Quality and Engineering, Northrop Grumman Corporation

Timothy "Tim" Frei | Vice President, Communication Systems, Space Systems, Northrop Grumman Aerospace Systems

Brad Furukawa | Vice President & CTO, Enterprise Shared Services Northrop Grumman Corporation

Paul Geery | Vice President, Mission Solutions Phantom Works, Huntington Beach Site Executive, The Boeing Company

Sven Gerjets | Vice President of Information Technology, DirecTV

Dr. Karol Godwin | Senior Director of Comparative Medicine, Pfizer Inc.

Steve Goldfein | Sector Vice President, Strategy Development & Deployment, Northrop Grumman Mission Systems

Veronica Gutierrez | Vice President, Local Public Affairs, Southern California Edison

Larry Harrington | Vice President, Internal Audit, The Raytheon Company

Tiffany Harrison | Chief Financial Officer, Boeing Test & Evaluation, EO&T Finance, The Boeing Company

Stuart R. Hemphill | Senior Vice President, Customer and Operational Services, Southern California Edison

Christopher Hernandez | Vice President, Research, Technology & Engineering RT&E, Northrop Grumman

Aerospace Systems

Phil Herrington | Vice President, Generation, Southern California Edison

Gilbert F. Ivey | Assistant General Manager / Chief Administrative Officer, The Metropolitan Water District of Southern California

Tisa Jackson | Vice President, Corporate Diversity & Inclusion, MUFJG Union Bank

Logan Jones | Vice President, Strategic Ventures, The Boeing Company

Tom Jones | Sector VP & General Manager, Airborne C4ISR Division, Northrop Grumman Mission Systems

Doug Kim | Director, Advanced Technology, Southern California Edison

Robert "Bob" Klein | Vice President of Engineering, Manned Aircraft Design, Center of Excellence Leader, Northrop Grumman Aerospace Systems

Lisa Kohl | Sector Vice President, Global Supply Chain, Northrop Grumman Aerospace Systems

Bert Lacher | Managing Partner, Strategy & Enterprise Development, Verizon Business Solutions

Bob Lamina | CFO, Vertical Lift, The Boeing Company

Jamie Latiano | Vice President of Human Resources, In-Flight Entertainment & Connectivity, Thales Avionics

Dawg Lawton | Vice President, Surface Electronic Warfare Improvement Program, Northrop Grumman Mission Systems

Audria Pendergrass Lee | Director of Diversity and Worklife, FINRA

Harry Q. H. Lee, II | Vice President, Corporate Contracts, Pricing & Supply Chain, Northrop Grumman

Patrick Lee | Senior Vice President, Customer Service, Innovation & Business Strategy, Southern California Gas Company

Ron Litzinger | President, Southern California Edison

Art Lofton | Sector Vice President, Global Mission Excellence, Northrop Grumman Aerospace Systems

Jawaad Malik | Vice President, Accounting & Finance, Southern California Gas Company

Patricia "Pat" McMahon | Sector Vice President and General Manager, Military Aircraft Systems, Northrop Grumman Aerospace Systems

Michael Meaney | Vice President of Program Management, Northrop Grumman Mission Systems

Sean Mehranbod | Regional Vice President, Southwest General Manager, Sam's Club

Catherine "Cathy" Meyn | Corporate Director, Programs, Northrop Grumman Corporation

Kevin L. Mitchell | VP and Deputy of Global Operations, Northrop Grumman Aerospace Systems

Michael D. Montoya | Vice President and Chief Ethics and Compliance Officer, Edison International, Southern California Edison

Andrew "Drew" Murphy | Senior Vice President, Strategic Planning, Edison International

Peggy Nelson | Sector Vice President, Engineering and Global Product Development, Northrop Grumman Aerospace Systems

Stephanie Neuvirth | Chief Human Resources and Diversity Officer, City of Hope

Jim Ockerman | VP, Fabrication Manufacturing and Safety, Boeing Commercial Airplanes

Cindy Ortega | Senior Vice President, Corporate Sustainability Division, MGM Resorts International

Janis G. Pamijlans | Sector Vice President and General Manager, Unmanned Systems, Northrop Grumman Aerospace Systems

Bonnie Peat | Vice President, Business Development, Parker Hannifin Corporation

Jim Phillips | Director of Finance for SSG Site Services, The Boeing Company

Catherin "Cathy" Rice | Vice President, Contracts, Pricing and Program Business Operations, Northrop Grumman Aerospace Systems

Maria Rigatti | Senior Vice President and Chief Financial Officer, Southern California Edison

Dan Ryan | Chief Financial Officer, Space & Intelligence Systems, The Boeing Company

Detra Sarris | Corporate Director, Programs, Northrop Grumman Corporation

Michelle A. Scarpella | Sector Vice President, Global Logistics and Operational Support, Northrop Grumman Aerospace Systems

William "Jim" Scilacci | Executive Vice President, Chief Financial Officer and Treasurer, Southern California Edison

Megan Scott-Kakures | Vice President, Regulatory Operations, Southern California Edison

Neil Siegel | Vice President and Chief Engineer, Northrop Grumman Information Systems

James S. Simpson | President, Boeing Satellite Systems International, Inc.

Herb Sims | Director of Diversity & Inclusion, Northrop Grumman Corporation

Kimberly Smith | Senior Vice President for Fabrication, The Boeing Company

Ike Song | Vice President, Situational Awareness Systems, Northrop Grumman

Will Station | Director, Finance & Chief Financial Officer, P-8 Programs, The Boeing Company

Lisa Stockmon | Chief Marketing and Communications Officer, City of Hope

Steve Sullivan | Sector Vice President, Strategic Systems, Northrop Grumman Aerospace Systems

Erik Takayasu | Director, Electric System Planning & Modernization, Southern California Edison

Abdou Terki-Hassaine | Vice President, Customer Service Operations, Southern California Edison

Jimmy Thai | Vice President for Technology, SAIC

Stephen "Steve" Toner | Vice President Western Region Engineering & Logistics, Engineering, Manufacturing & Logistics, Electronic Systems Sector, Northrop Grumman Corporation

Charles Toups | Vice President, Development Program Excellence (DPE) Initiative, Engineering, Operations & Technology, The Boeing Company

Jacqueline Trapp | Vice President, Human Resources, Edison International and Southern California Edison

David Tsai | Senior Vice President & Chief Financial Officer, Monte Carlo Resort & Casino

Gaddi H. Vasquez | Senior Vice President, Government Affairs, Southern California Edison

Dan Verwiel | Vice President and General Manager, Missile Defense and Protective Systems Division, Northrop Grumman Corporation

Jeffery "Jeff" Walker | Director, Advanced Meter, Southern California Gas Company

James S. Wigfall | Vice President - Business Partner, Shared Services Group, Boeing Commercial Airplanes

Craig Woolston | Vice President, Northrop Grumman

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

Chris Yamada | Vice President & General Manager, Aerospace Products, Space Systems, Northrop Grumman Aerospace Systems

Doug Young | Vice President and Deputy Program Manager Restricted Programs, Strike Division, Northrop Grumman Aerospace Systems

David Zabaloui | Director, Strategy, Space Systems Division, Northrop Grumman Aerospace Systems

Jim Zortman | Sector Vice President, Life Cycle Logistics and Support, Site Manager, Unmanned Systems Development Center, Northrop Grumman Aerospace Systems

Note: Speakers' titles reflect role at the time of speaking. This is a representative list of past speakers.

We are currently confirming esteemed speakers for 2019!

ELEVATE is a partnership with

