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 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

In Partnership with
Southern California Edison & SCE Employee Resource Groups | Southern California Gas Company | Metropolitan Water District of Southern 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 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.
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.
The Mastering Interpersonal Dynamics

ENROLL NOW!

IT'S EASY!

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

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 https://rady.ucsd.edu/docs/exec/SCE_Deferment%20Terms-Conditions_2019.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 presentations 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.

**Rick Baily** | Vice President, Engineering, Mission Assurance & Product Support, Boeing Defense, Space & Security
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**John Basile** | Vice President, Diversity and Inclusion Strategies, Fidelity Investments
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**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** | Sony/ATV Fey, 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 J. Cho** | Senior Vice President, Gas Operations & System Integration, Southern California Gas Company and San Diego Gas & Electric Company
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**Caroline Choi** | Senior Vice President, Regulatory Affairs, Southern California Gas Company
---
**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 Connolly** | 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&B - Global Services Integration, Boeing Defense & Security Systems
---
**Colin E. Cushee** | 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, Global Fixed Income Corporation
---
**Ursula J. English** | VP of Environment, Health & Safety, Boeing Supply Chain & Operations
---
**Frank Flore** | 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 Goldfin** | 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, 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
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**Phil Harrington** | Vice President, Generation, Southern California Edison
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**Gilbert F. Ivey** | Assistant General Manager / Chief Administrative Officer, The Metropolitan Water District of Southern California
---
**Lisa Jackson** | Vice President, Corporate Diversity & Inclusion, MUFG Union Bank
---
**Logan Jones** | Vice President, Strategic Ventures, The Boeing Company
---
**Tom Jones** | Sector VP & General Manager, Airborne C4ISR Division, Northrop Grumman Mission Systems
---
**Douglas Jun** | Director, Advanced Technology, Southern California Edison
---
**Robert "Bob" Klein** | Vice President of Engineering, Honeywell Aerospace Systems
---
**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
---
**Jawad Malik** | Vice President, Accounting & Finance, Southern California Gas Company
---
**Patricia "Pat" M. Mahon** | Sector Vice President and General Manager, Military Aircraft Systems, Northrop Grumman Aerospace Systems
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**Michael Meaney** | Vice President of Program Management, Northrop Grumman Mission Systems
---
**Sean Mehranbod** | Regional Vice President, Southwest General Manager, Sam’s Club
---
**Catherine "Cathy" McGillen** | Corporate Director, Programs, Northrop Grumman Corporation
---
**Kevin L. Mitchell** | VP and Deputy of Global Operations, Northrop Grumman Space 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 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, MRM Global International
---
**Janis G. Pamian** | 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
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**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" Solaci** | Executive Vice President, Chief Financial Officer and Treasurer, Southern California Edison
---
**Megan Scott-Kakores** | Vice President, Regulatory Operations, Southern California Edison
---
**Neil Siegel** | Vice President and Chief Engineer, Northrop Grumman Information Systems
---
**James C. Soybell** | President, Boeing Satellite Systems International, Inc.
---
**Hervy Sim** | Director of Diversity & Inclusion, Northrop Grumman Aerospace Systems
---
**Kimberly Smith** | Senior Vice President for Fabrication, The Boeing Company
---
**Ike Song** | Vice President, Situational Awareness Awareness Systems & Will Station
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**Stephen "Steve" Tenner** | Vice President of Western Region Engineering & Logistics, Engineering Manufacturing & Logistics, Southern California Edison
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**Steve Sullivan** | Sector Vice President, Strategic Systems, Northrop Grumman Aerospace Systems
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**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
---
**Jacqueline Trapp** | Vice President, Human Resources, Edison International
---
**James Wilcox** | Chief Marketing and Communications Officer, City of Hope
---
**Gaddi H. Vasquez** | Senior Vice President, Government Affairs, Southern California Edison
---
**Dan Verwiel** | Vice President and General Manager, Missile Defense and Protective Systems Division, Northern California Division
---
**Jeffrey "Jeff" Walker** | Director, Advanced Meter, Southern California Gas Company
---
**Jamie Wan** | Vice President – Business Partner, Shared Services Group, Boeing Commercial Airplanes
---
**Craig Woolston** | Vice President, Northrop Grumman
---
**Gilian Wright** | Vice President, Customer Services, Southern California Gas Company
---
**Chris Yamada** | Vice President & General Manager, Aerospace Products, Space Systems, Northrop Grumman
---
**Doug Young** | Vice President and Deputy Program Manager Restricted Programs, Strike Division, Northrop Grumman Aerospace Systems
---
**David Zaballaouei** | Director, Strategy, Space Systems Division, Northrop Grumman Aerospace Systems
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**Jim Zortman** | Sector Vice President, Life Cycle Logistics and Support, Site Manager, Unmanned Systems Development Center, Northrop Grumman Aerospace Systems
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**Note:**
Speakers’ titles reflect role at the time of speaking. This is a representative list of past speakers.

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We are currently confirming esteemed speakers for 2019!