

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/](http://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/](http://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](mailto: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

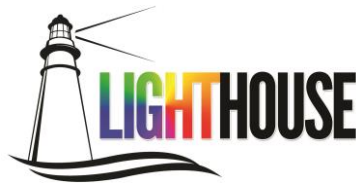
Elevate leverages the collective intelligence and wisdom from a team of faculty to optimize the curriculum—and your learning experience!



## 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/](http://rady.ucsd.edu/programs/executive-education/corporate/elevate/)

For assistance, contact: Nancy Peritz at [nperitz@ucsd.edu](mailto: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/](http://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](mailto: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](https://rady.ucsd.edu/docs/exec/SCE_Deferment%20Terms-Conditions_2019.pdf). Send your completed form to [radyexecdev@ucsd.edu](mailto:radyexecdev@ucsd.edu).

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

**Register Online:** [rady.ucsd.edu/programs/executive-education/corporate/elevate/](http://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, 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  
**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 Edison  
**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

