Unleash your potential as a leader of individuals, teams and organizations.

Vanderbilt Certificate in Leadership Excellence

A four-program series designed to help you achieve your goals as a leader

Through a carefully selected series of four programs, the Vanderbilt Certificate in Leadership Excellence will help you build key skills and fulfill your potential as a leader. You’ll have the opportunity to learn, discuss and experience both fundamentals of leadership and advanced approaches with noted authors, distinguished academics and knowledgeable peers.

Four programs, nine days—$8,000

Executive Leadership—3 days
Taught by noted author and Vanderbilt business professor Dick Daft, this fast-paced and highly interactive program will help you become a stronger leader and will teach you strategies for building a shared vision, motivating people and leading change effectively.

Leadership Coaching—2 days
Taught by executive coach and Vanderbilt professor Mark Cannon, this intensely focused program will help you strengthen your organization by developing the distinct set of competencies to more effectively coach, motivate, recruit and retain high-performance employees.

Negotiation Skills for Managers—2 days
Taught by negotiation expert and distinguished scholar Ray Friedman, this program provides an analytical framework for approaching negotiation scenarios and will help you build skills as a negotiator with both internal and external constituents, handle disputes and help your organization function more effectively.

Leading Change—2 days
Taught by noted author and Vanderbilt business professor Dick Daft, this engaging program will help you lead change initiatives that succeed, build support for embracing and sustaining change and adopt best-practice strategies for applying course learning to an actual project in your organization.

NOTE: Program content and faculty subject to change; check website for details.
Vanderbilt Certificate in Leadership Excellence

**Here are just a few of the things that you will learn.**

**Executive Leadership**
- Latest leadership thinking and techniques and how to use them to become a stronger leader
- How personal leadership style affects all facets of the organization
- Ways to motivate people using key leverage points based on character and ability
- How to develop a personal action plan to create greater impact in your organization

**Leadership Coaching**
- How to apply effective coaching to enhance your leadership skills
- How to identify employees' key needs, set goals for their development, establish action plans and provide ongoing assessment
- Ways to build employees' motivation for and commitment to change
- Feedback techniques that maximize learning and minimize defensiveness

**Negotiation Skills for Managers**
- Basic structures of distributive and integrative negotiations
- How to recognize tactics used by other negotiators—and the strategies to use in response
- How to identify your strengths and weaknesses as a negotiator
- How to manage disputes within your organization

**Leading Change**
- How to ensure that change projects succeed
- How to avoid common mistakes and anticipate barriers to change
- How to build support for embracing change
- How to leverage technology for change

**Who should attend**
- CEOs, board members and senior executives
- Entrepreneurs and small business owners
- Managers of all levels and all functions

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**About the Vanderbilt Executive Development Institute**

The Vanderbilt Executive Development Institute at the Owen Graduate School of Management offers proven and practical programs to help individuals and organizations refresh, engage and strengthen management expertise. Open Enrollment Programs for individuals are short, highly focused programs in areas of Leadership, Management Fundamentals and Strategy. Programs for organizations are custom-built and are uniquely tailored to help each client tackle a specific organizational need or to achieve its developmental goals for established and emerging leaders.

***Conveniently located near downtown Nashville, Vanderbilt Owen Graduate School of Management is ranked as a top institution by Bloomberg Businessweek, the Wall Street Journal, U.S. News & World Report, Financial Times and Forbes.***

Visit owen.vanderbilt.edu for more information regarding programs and schedules, faculty biographies, online registration and travel information.