Management Development Certificates

Advanced Leadership
Employee Engagement

SPRING 2016

Motivate your team to increase productivity and surpass goals!
CONTINUING EDUCATION:
A Successful Strategy for Career and Life

Management education is nothing new for Christopher Lopez, who holds an MBA. But a promotion at his company New Page Corp., prompted him to seek additional training. “I needed to do some refresher work to get ready for a leadership position, and I chose the Advanced Leadership Certificate through UWM’s School of Continuing Education,” he said. “It was really a cost-value relationship, and I had to show my company that the courses were worthwhile, since they were paying for them. The courses have definitely provided value for me and for New Page.”

Being able to better anticipate the needs of his managers has proved to be an important skill. “Of all the courses I’ve taken, Essentials of Leadership really stands out,” he said. “It gave me tips and techniques on how to understand my managers’ emotional intelligence styles to better predict their needs. So now when I approach them with ideas and solutions, my input resonates more.”

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The courses have also taken Lopez on a journey of self discovery. “What I’ve learned is that many of today’s emotional intelligence measurement techniques are really accurate. They give you a great picture of how you operate and conduct yourself in the business world. I’ve been able to figure out my hot buttons and things I need to alter to be more accommodating to my customers and coworkers. For me, it’s been invaluable.”

Continuing education is a way of life for Lopez. “I recognized early on in my career that I need to always be learning, that there will always be room for improvement. And for me personally, that’s proven to be a very successful strategy.”

Chris Lopez,
Advanced Leadership Certificate Holder
Essentials of Leadership
Build a solid foundation for your high-level leadership role by learning what true leaders have in common and how they create an engaged team that follows them passionately. Explore historical and current approaches to leadership in order to identify your strengths and development opportunities. Develop the essential skills that every high-level leader must have!

Tue.-Wed., Feb. 16-17, 8:30am-4pm
Instructor: Dave Merges
Early Fee: $845 (Register by Feb. 2)
Fee: $895
CEUs: 1.4
Program No. 5050-8678

Building and Improving Project Team Functionality
Humans’ ability to connect to a group is a requirement for survival. Behavior in a group setting is driven by our fear of separation. Understand the six conditions that must exist for a highly functional team to succeed.

Thu.-Fri., Mar. 3-4, 8:30am-4pm
Instructor: Eric Coryell
Early Fee: $845 (Register by Feb. 18)
Fee: $895
CEUs: 0.7
Program No. 5050-8667

The Communication Problem Solver - Tools and Techniques for Leaders
Communication is the process by which projects and relationships are created, maintained, altered and sometimes destroyed. Be more influential – making significant contributions to help people and projects move ahead. Gain the skills to increase your interpersonal effectiveness up, down and across your organization, as well as with customers and suppliers outside the company.

Wed., Mar. 30, 8:30am-4pm
Instructor: Dave Merges
Early Fee: $345 (Register by Mar. 16)
Fee: $395
CEUs: 0.7
Program No. 5050-8673
Fundamentals of Organizational Development and Change Management
Wed.-Thu., Apr. 6-7, 8:30am-4:30pm
Instructor: Mary Kurer
Early Fee: $745 (Register by Mar. 23)
Fee: $795
CEUs: 1.4
Program No. 7710-8818

Coaching for Peak Leadership Performance
Tue.-Wed., Apr. 12-13, 8:30am-4pm
Instructors: Patricia Clason, Eric Coryell
Early Fee: $845 (Register by Mar. 29)
Fee: $895
CEUs: 1.4
Program No. 5050-8672

Decision Making
Thu., Apr. 14, 8:30am-4pm
Instructor: Dave Merges
Early Fee: $345 (Register by Mar. 31)
Fee: $395
CEUs: 0.7
Program No. 5050-8671

ELECTIVES

Managing Today’s Technical Professional
Wed., May 4, 8:30am-4pm
Instructor: Alan Patterson
Early Fee: $345 (Register by Apr. 20)
Fee: $395
CEUs: 0.7
Program No. 5050-8684

Enterprise Risk Management
Wed., May 18, 8:30am-4pm
Instructor: Vicki Holschuh
Early Fee: $345 (Register by May 4)
Fee: $395
CEUs: 0.7
Program No. 5050-8849

Managing Relationship-Based Teams
Mon.-Tue., June 6-7, 8:30am-4pm
Instructor: Sandra Hoskins
Early Fee: $845 (Register by May 23)
Fee: $895
CEUs: 0.7
Program No. 5050-8721

Finance for Nonfinancials - Advanced
Strengthen your business acumen and master financial tools used in business today. Leave equipped to speak the language of accounting and finance with your colleagues and evaluate alternatives that add to your company’s success.

Fri., Apr. 8, 8:30am-4pm
Instructor: Kathleen Villars
Early Fee: $345 (Register by Mar. 25)
Fee: $395
CEUs: 0.7
Program No. 5050-8687

Innovation: A Leadership Game Changer
Learn the tools that creative leaders need to drive innovation and how to facilitate leadership teams in driving new revenues from innovation. The workshop covers the five stages of creativity, tools such as the cause-and-effect diagram; Pareto chart; divergent and convergent processes for problem definition for brainstorming and ideation and white boarding.

Fri., Apr. 15, 8:30am-4pm
Instructor: Dan Steininger
Early Fee: $345 (Register by Apr. 1)
Fee: $395
CEUs: 0.7
Program No. 5050-8686
Engaged employees are vital to a successful organization. They are fully absorbed by, and enthusiastic about, their work, and take positive action to further the organization’s reputation. Improving employee engagement can lead to reduced turnover and increased operational and financial performance. Learn how to empower employees, improve communication, build collaboration and more. This certificate is intended for managers and professionals seeking advancement to management and leadership positions. Single courses may also be taken without pursuit of the certificate. Visit uwm.edu/sce-mgmt for full certificate and course details.

*Additional courses offered in Fall 2016

**CORE**

**Overview of Employee Engagement**
Studies have shown that an employee’s attitude toward the job’s importance and the company have the greatest impact on loyalty and customer service than all other employee factors combined. Learn strategies for shaping positive attitudes and building a motivated, productive and fulfilled team of employees.

**Thu., Apr. 7, 8:30am-4pm**
**Instructor:** Julie Henszey
**Early Fee:** $345 (Register by Mar. 24)
**Fee:** $395
**CEUs:** 0.7
**Program No. 5050-8689**

**Managing Change**
It’s a complex, integrative process to manage change in an organization. Business initiatives often miss their intended deadlines due to lack of commitment, motivation, understanding and communication. Learn to recognize the ways in which human dynamics affect business initiatives. See how unintended outcomes can occur when plans for success and staff reactions to change are not aligned.

**Wed., May 11, 8:30am-4pm**
**Instructor:** Julie Jordan
**Early Fee:** $345 (Register by Apr. 27)
**Fee:** $395
**CEUs:** 0.7
**Program No. 5050-8683**

**Business Coach Approach**
Employee engagement is one of the toughest issues facing today’s employers, as they struggle to maintain the talent and knowledge base necessary for competing in the global market. Gain an understanding of the Business Coach Approach to managing in order to empower employees and create an environment of open communication and collaboration. Apply the behavioral models on the job immediately to reap organizational success.

**Wed.-Thu., June 1-2, 8:30am-4pm**
**Instructor:** Darcy Luoma
**Early Fee:** $845 (Register by May 18)
**Fee:** $895
**CEUs:** 1.4
**Program No. 5050-8665**

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**CUSTOMIZED TRAINING SOLUTIONS AVAILABLE**

All of the Spring 2016 Management Development Certificate Programs can be tailored to your company’s specific needs!

Contact sce-customized@uwm.edu or 414-227-3243 to learn more.
Reseting and Refueling
Thu., Mar. 17, 8:30am-4pm
Instructor: Julie Henszey
Early Fee: $345 (Register by Mar. 3)
Fee: $395
CEUs: 0.7
Program No. 5050-8688

Relationship Intelligence -
Building the Big C’s - Connection,
Collaboration and Communication
in Your Teams
Wed., Apr. 27, 8:30am-4pm
Instructor: Tina Hallis
Early Fee: $345 (Register by Apr. 13)
Fee: $395
CEUs: 0.7
Program No. 5050-8681

Influence Without Authority
Thu., Apr. 21, 8:30am-4pm
Instructor: Julie Henszey
Early Fee: $345 (Register by Apr. 7)
Fee: $395
CEUs: 0.7
Program No. 5050-8685

Strategies for Succession Planning
Thu., Apr. 21, 8:30am-4:30pm
Instructor: Mary Kurer
Early Fee: $375 (Register by Apr. 7)
Fee: $395
CEUs: 0.7
Program No. 7710-8819

Improve your Culture,
Engage your Workforce
Tue., May 3, 8:30am-4pm
Instructor: Lori Zimmer
Early Fee: $345 (Register by Apr. 19)
Fee: $395
CEUs: 0.7
Program No. 5050-8718
MANAGEMENT DEVELOPMENT CERTIFICATE PROGRAMS
From the UWM School of Continuing Education

Being successful in a higher management role requires a strong foundation of employee engagement and advanced leadership skills. Throughout the following pages, you’ll find two unique certificate programs, Advanced Leadership and Employee Engagement, that will arm you with the tools needed to be an effective leader in today’s business world.

COMPLETE A PROFESSIONAL CERTIFICATE

Professional certificates are the fastest-growing postsecondary credential awarded today, and are a smart way to grow your skillset and your career. Management development certificates consist of noncredit, hands-on courses in critical areas of leadership roles.

WHY CHOOSE SCE?

UWM is Wisconsin’s premier public, urban university with a strong international reputation for excellence in education. At UWM’s School of Continuing Education, you will receive:

• Instruction from local industry experts with real-world knowledge and advice
• Opportunities to network with like-minded professionals
• Access to SCE’s convenient downtown location
• Amenities including course materials, meals and discounted parking

A management development certificate from SCE will help you achieve your goal.

Find the right program for you this spring!
Management Development certificate programs are comprised of exceptional courses taught by industry experts. With relevant curriculum and compact schedules, you’ll be able to apply new knowledge to your work and new value to your résumé immediately.

Register Today and Save with Early Bird Pricing!

For more information contact Jan Allen at 414-227-3219 or allen3@uwm.edu.
LOCATION
Programs will be held at the UWM School of Continuing Education, 161 W. Wisconsin Avenue. SCE is conveniently located in downtown Milwaukee.

For the latest information on getting to and from SCE, visit uwm.edu/sce-directions. The webpage includes access to printable color PDFs of current maps, information about parking, public transportation information and other details relevant to our location. Visit uwm.edu/sce-hotels for an abundance of nearby lodging and entertainment options.

PROGRAM CANCELLATIONS/REFUNDS
A full refund is issued to program participants if the School of Continuing Education cancels a program for any reason. Participant withdrawals made at least two weeks (14 days) prior to the start of a program can receive a 100% refund. When a participant withdraws less than two weeks prior to the program start, participants may have their fees transferred one time to any currently available program, otherwise participants will receive a refund minus a 20% administrative fee. For programs with a fee of $35 or less, no refund will be given. Once a program has begun, refunds are no longer issued.

“The classes are very open, everybody comes from different experiences and walks of life so we have a lot to share. It makes for a great learning environment.”

-- Chris Lopez, Advanced Leadership Certificate Holder
SAVE THE DATE!

WOMEN LEADERS CONFERENCE
Mar. 25, 2016
uwm.edu/sce-womenleaders

SCE SKILL ENHANCEMENT OPPORTUNITIES

Business & Management  uwm.edu/sce-business
Business Analysis  uwm.edu/sce-ba
Business Process Improvement  uwm.edu/sce-businessimprovement
Marketing & Technology  uwm.edu/sce-marketingtech
Languages  uwm.edu/sce-languages
Management Development  uwm.edu/sce-mgmt
Project Management  uwm.edu/sce-pm
Small Business Development Center  uwm.edu/sce-sbdc