WOMEN'S EXECUTIVE LEADERSHIP | Program Topics

The Women's Executive Leadership program curriculum covers the following topics:

**Topic 1** | Women's Leadership
- The role and importance of power plays in the workplace
- Gender differences in attitudes toward power
- Typical leadership challenges women experience

**Topic 2** | Celebrating the Leader Within
- Identifying your personal leadership “brand elements”
- Creating your purpose, strategy, tactics, and foundation as a leader

**Topic 3** | Strengthening Your Voice
- Techniques to strengthen your voice and command a room
- Using the three circles of energy when speaking
- The importance of the breath to strengthen your voice

**Topic 4** | Bringing Your Authentic Self to Work
- The importance of authenticity for leaders
- Techniques to enhance your authenticity

**Topic 5** | Power and Leadership in the 21st Century
- The impact of both power and powerlessness in the workplace
- Nonverbal language and how it relates to power
- Ways to increase your personal power

**Topic 6** | The Science Behind Work-Life Balance
- Research deep-dive on the work-life blend
- Actionable tips for creating your own work-life blend

**Topic 7** | Win-Win Negotiations
- Typical challenges women face in negotiations
- The different types of negotiation issues
- Ways to create and claim more value in a negotiation
- Advanced skills to improve your negotiation outcomes
- Identifying your conflict handling style

**Topic 8** | Your Personal Power & Influence
- Interpersonal style and its role in power and leadership
- The five dimensions of interpersonal style

Visit the program page at: https://executive.berkeley.edu/programs/women-executive
• Techniques to develop your interpersonal style
• Influence tactics in group decision-making

**Topic 9** | Navigating Your Social Network
• How social networks work in business
• Using a Social Capital Questionnaire to identify your personal social capital
• The fundamentals of networks and how to manage your own network

**Topic 10** | Setting Off on a Path of Success
• Analyze your personal conflict style
• Identify ways to increase your effectiveness in conflict situations