THE WOMEN'S EXECUTIVE LEADERSHIP PROGRAM

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