Program Objectives

WOMEN'S EXECUTIVE LEADERSHIP

1. Women's Leadership
2. Celebrating the Leader Within
3. Strengthening Your Voice
4. Bringing Your Authentic Self to Work
5. Power & Leadership in the 21st Century
6. The Science Behind Work/Life Blend
7. Win-Win Negotiations
8. Power & Influence
9. Navigating your Social Network
10. Setting off on a Path of Success
Program Objectives

1. WOMEN’S LEADERSHIP
   - Describe the role and importance power plays in the workplace
   - Explain gender differences in attitudes toward power
   - Identify typical leadership challenges women experience

2. CELEBRATING THE LEADER WITHIN
   - Identify your personal leadership “brand elements”
   - Create your purpose, strategy, tactics and foundation as a leader

*This is a sample of the program topics. Objectives are subject to change.
Program Objectives

**WOMEN’S EXECUTIVE LEADERSHIP**

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**3 STRENGTHENING YOUR VOICE**

- Use techniques to strengthen your voice and command a room
- Identify and use the three circles of energy when speaking
- Examine the importance of the breath to strengthen your voice

**4 BRINGING YOUR AUTHENTIC SELF TO WORK**

- Describe the importance of authenticity for leaders
- Identify ways to enhance your authenticity as a leader

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Program Objectives

5. POWER & LEADERSHIP IN THE 21ST CENTURY

- Define the impact of both power and powerlessness in the workplace
- Recognize nonverbal language and how it relates to power
- Identify ways to increase your personal power

6. THE SCIENCE BEHIND WORK / LIFE BALANCE

- Discuss the research on work/life blend
- Apply actionable tips for creating your own work/life blend

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7. WIN-WIN NEGOTIATIONS

- Identify typical challenges women face in negotiations
- Diagnose different types of negotiation issues
- Identify ways to create and claim more value in a negotiation
- Practice new skills to improve your own negotiations
- Diagnose your conflict handling style

8. POWER & INFLUENCE

- Define how interpersonal style is critical to power and leadership
- Examine the five dimensions of interpersonal style
- Identify techniques to develop your interpersonal style
- Practice influence tactics in a group decision making simulation

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Program Objectives

WOMEN’S EXECUTIVE LEADERSHIP

9. NAVIGATING YOUR SOCIAL NETWORK

- Recognize how social networks work in business
- Use a Social Capital Questionnaire to identify your personal social capital
- Define the fundamentals of networks and plan how to manage your own network

10. SETTING OFF ON A PATH OF SUCCESS

- Analyze a video case of a female protagonist negotiating for recognition and reward
- Analyze your personal conflict style and identify ways to increase your effectiveness in conflict situations

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