



Center for Leadership & Innovation Calendar Spring 2012

IT'S YOUR TIME TO LEAD.

Professional Certificate in Leadership & Management

ALL SEMINARS RUN FROM 8:30AM - 4:30PM

COST: COMPLETE CERTIFICATE - \$2800, INDIVIDUAL SEMINARS (1 DAY) - \$415,
PROJECT MANAGEMENT (2 DAY) - \$790, NEGOTIATION AND INFLUENCE SKILLS (2 DAY) - \$680

INCLUDES: INSTRUCTION, PROGRAM MATERIALS, BREAKFAST, LUNCH, PARKING, AND
CERTIFICATE OF ACHIEVEMENT

Strategic Leadership / Organizational Performance - Feb. 17, 2012

Human Resources-Increasing Organizational Performance - Feb. 23, 2012

Negotiation and Influence Skills - Mar. 8 & 9, 2012

Strategic Marketing Management & Application - Mar. 23, 2012

Developing Sales and Tactics for Growth - Apr. 6, 2012

Business Finance & Accounting Concepts - Apr. 20, 2012

Financial Analysis for Strategic Decision Making - May 4, 2012

Project Management Overview - May 17 & 18, 2012

Gaining the Competitive Advantage - May 24, 2012

New Management Development Seminars

COST: NEW MANAGEMENT DEVELOPMENT SEMINARS - \$365 EACH

Selling in the New Millennium - Jan. 27, 2012

Marketing the Vermont Brand - Mar. 2, 2012

Workload Management - Mar. 30, 2012

Leading Innovation & Managing Risk in the Growing Company - Apr. 5, 2012

Customer Service: the Key to Driving Growth and Retention - Apr. 13, 2012

Effective Interpersonal Communication Seminar (\$680) - May 10 & 11, 2012

Program Grants Available

Employees working in the industries of: manufacturing, healthcare, informational technology, telecommunications, and environmental engineering may be eligible for **up to a 40% discount** on courses. This grant is offered through a partnership with the Vermont Training Program and the Department of Economic Development.

For more details, call **888.222.3413** or **802.656.2085**.

The University of Vermont

CENTER FOR LEADERSHIP & INNOVATION



“The real strengths of this training included the Instructor’s knowledge, and the content – which used specific examples, related to “our company”, the instructor was organized, extremely knowledgeable and kept my interest using real work projects. Of all the trainings we’ve done here, I hate to be done with this one the most.”

— Customer Service/
Sales Training Program,
Sonnax, Bellows Falls, VT

Center for Leadership & Innovation is your source for leadership development, management training and corporate training.

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