



# Center for Leadership & Innovation Calendar Fall 2011/Spring 2012

IT IS 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  
**PRICE INCLUDES:** INSTRUCTION, PROGRAM MATERIALS, BREAKFAST, LUNCH AND PARKING

Strategic Leadership / Organizational Performance - Oct. 28, 2011

Business Finance and Accounting Concepts - Nov. 4, 2011

Financial Analysis for Strategic Decision Making - Nov. 11, 2011

Developing Sales and Tactics for Growth - Dec. 2, 2011

Strategic Marketing Management and Application - Dec. 16, 2012

Project Management Overview - Jan. 5 & 6, 2012

Negotiation and Influence Skills - Jan 19 & 20, 2012

Human Resources-Increasing Organizational Performance - Feb 2, 2012

Gaining the Competitive Advantage - Feb 9, 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. To qualify, call **888-222-3413** or **802-656-4033**.

The University of Vermont

CENTER FOR LEADERSHIP & INNOVATION  
AT THE SCHOOL OF BUSINESS ADMINISTRATION



*“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.

University of Vermont  
Center for Leadership & Innovation  
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VISIT: [uvm.edu/cli](http://uvm.edu/cli)

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