

# Professional Certificate in Leadership & Management 2009-2010

IT IS YOUR TIME TO LEAD.

VERMONT BUSINESS CENTER  
THE UNIVERSITY OF VERMONT

The Professional Certificate in Leadership and Management provides students with business management skills including the key concepts, vocabulary and analytical tools essential for effective management and strategic decision making. The certificate consists of eight full-day seminars offered over seven months from October through April.



## BENEFITS OF THE CERTIFICATE

- Prepares participants for advancement in their careers
- Increases strategic thinking and decision analysis skills using management tools and analytical frameworks
- Refines leadership, strategy, sales, marketing, finance, and human resources skills
- Minimizes time away from work and family through intensive, day-long seminars

## WHAT MAKES YOUR EXPERIENCE BETTER?

In addition to offering a comprehensive program in which information from each seminar builds upon the previous content, the Leadership & Management Professional Certificate Program offers:

- Quality University of Vermont faculty and instructors
- Interactive and engaging seminar format
- Pre-seminar assessments of participant's skills, knowledge and needs
- One-on-one business coaching through the Coaching Center of Vermont

## READY TO GROW?

For more information, please visit [uvm.edu/vbc](http://uvm.edu/vbc) or call today at **802.656.4033** or **888.222.3413**.

*"The program has been helpful in a very practical sense. Because I'm in business, this is more than an intellectual exercise. It's actually taking the information that I might learn on a Friday and putting it to use with a client on Monday."*

— Robert Clifford Uerz, R. C. Uerz and Associates, LLC, Jericho, VT

*"We have a leadership team at work, and as a group we work very closely together. We'd been seeking a leadership program to really bring us together as a team. With the VBC program, we've learned to work together in a completely different way."*

— Bart Mair, Health Care and Rehabilitation Services, Springfield, VT

## SEMINARS

**Leading and Motivating Your People: Increasing Organizational Performance Through Employee Engagement**  
October 9, 2009

**Business Finance and Accounting Concepts**  
November 13, 2009

**Financial Analysis for Strategic Decision Making**  
December 11, 2009

**Developing Sales Strategies & Tactics of Growth**  
January 8, 2010

**Principled Negotiations & Influence Strategies**  
February 4 & 5, 2010

**Strategic Marketing Management & Application**  
March 5, 2010

**The Strategic Leader: Organizational Performance from the Center Out**  
March 19, 2010

**Gaining the Competitive Advantage: Strategies for Growth**  
April 2, 2010

**Graduation & Alumni Celebration**  
April 14, 2010

## THE LEADERSHIP CERTIFICATE PROGRAM INCLUDES

- One introductory coaching session
- Four 30-45 minute coaching sessions
- One group coaching session upon completion of the series

## PRICING

**Program Fee** - \$2569

**Pay-As-You-Go Option available** - see web for details

**Single day** - \$399.00

**Two day (Principled Negotiations)** - \$649.00

**20% discount for the following** - Groups (2 or more from 1 organization registering together) Affiliates of UVM, NSB, VFBI (Can NOT be used with VTP Grant)

The Vermont Business Center  
is your source for  
leadership development  
and management training.

VISIT: [uvm.edu/vbc](http://uvm.edu/vbc)

CALL: **802.656.4033**  
**888.222.3413**



## PROGRAM GRANTS

Employees working in the industries of: manufacturing, healthcare, informational technology, telecommunications, and environmental engineering may be eligible for up to a 50% 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 802-656-4033.



Print responsibly.