

# UC Davis Executive Education

## Open Enrollment Programs 2017

UC Davis Graduate School of Management Executive Education invites you to partner with us on your leadership development journey. Our series of open-enrollment programs offer you the resources, tools, connections, strategies and know-how to drive sustainable change aligned with your company's business objectives.

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 [@ucdaviswine](https://twitter.com/ucdaviswine)

### Leadership

#### Becoming a Trusted Leader

January 20, 2017 | Davis Campus

July 18, 2017 | Bay Area Campus

Fee: \$750

This program is designed to help you understand why being trusted is essential to leadership effectiveness, how your current trust relationships reveal your individual propensities for building specific types of trust and how you can demonstrate trustworthiness as a successful leader

#### Building and Leading Great Teams

May 12, 2017 | Davis Campus

Nov 14, 2017 | Bay Area Campus

Fee: \$1,500

In this program, you will be introduced to the theory and practice of building, fixing, managing, and leading high-impact teams. You will learn important team concepts and skills from team exercises in a safe, learning-rich environment. Lecture time is minimal. Learning by doing is emphasized.

#### Building Team Collaboration and Performance: The UC Davis Rowing Experience!

Spring/Summer 2017 | Davis Campus

Fee: Varies by group size

This program provides corporate clients the opportunity to enhance team collaboration and performance by providing classroom learning around the theory behind leadership and strong-performing teams, coupled with an experiential learning program on the water, led by the UC Davis Crew Team.

### Effective Negotiations: Strategies and Tactics

June 30, 2017 | Davis Campus

Dec 12, 2017 | Bay Area Campus

Fee: \$1,500

In this program, you will be introduced to the science and art of negotiating successfully, in business and in life. By learning and practicing negotiating basics in this program, from preparation to getting to "yes", you will dramatically improve your confidence entering important negotiations, and the outcomes from those negotiations.

### Evaluating and Rewarding People

January 20, 2017 | Davis Campus

July 18, 2017 | Bay Area Campus

Fee: \$750

In this program, you will discuss and practice giving effective performance feedback, both as part of a formal evaluation process and informally throughout the year. You will also discuss pay and the considerations involved in making the very important decisions about how to allocate rewards.

### Maximizing your Mentoring and Developmental Network

June 6, 2017 | Bay Area Campus

Dec 1, 2017 | Davis Campus

Fee: \$750

In this program, you will build understanding of what effective mentoring and developmental networks look like, the principles that make these networks so effective, and common challenges people face in building and maintaining effective developmental relationships.

### Strategy

#### Pitching Creative Ideas

February 10, 2017 | Davis Campus

August 15, 2017 | Bay Area Campus

Fee: \$750

In this program, you will learn how to pitch creative ideas in two contexts: When you are the idea generator and want others to support (and fund) your idea, and when you are not the idea generator, but want to improve upon a team member's idea.

#### Strategy Bootcamp: Fundamentals in Strategic Management

November 3, 2017 | Davis Campus

Fee: \$1,500

Regardless of whether you earned your MBA in the classroom or learned your management skills in the boardroom, this program will incorporate all of the learning you wish you hadn't forgotten. Using mini-cases and exercises, you will refresh or build your strategic analysis toolkit, enabling you to be the best you can be as a leader in your organization.

#### Strategy Bootcamp: Complex Problem Identification and Communication Skills

December 8, 2017 | Davis Campus

Fee: \$1,500

In this program, you will learn the key tools that business strategy consultants use to frame and analyze problems and communicate recommendations. Using mini-cases and exercises, you will learn and practice using the three key 'wrenches' in the strategy consulting toolkit.

# UC Davis Executive Education

## Open Enrollment Program 2017

### Using Data to Build Customer Centricity into Decision Making

TBD | Davis Campus

Fee: \$4,250

In this program, you will first establish what customer centricity means to you and why it fundamentally differs from strategies of the past. We will then work together to define the key metrics that your organization can use to ensure your strategic decisions fully take advantage of this idea and build an implementation plan to start the organizational change process.

Over the three day program, you will work to enhance your knowledge of data analytics as the concept relates to your corporate strategy and strengthen your tool kit in using data to set your organization apart in today's challenging market.

### Human Resources & Organization Development

#### Building your Strategic Bench: Interviewing with Purpose

February 6, 2017 | Bay Area Campus

August 4, 2017 | Davis Campus

Fee: \$1,500

Employee turnover is a major issue in business today. One cause of turnover is employee dissatisfaction caused by poor job fit. In this learning lab workshop, you will learn the theory behind proper interviewing while building a strategic plan to enhance your interviewing skills and the success of your organization when it comes to bringing in new talent.

### Consortium Pricing

A diverse business landscape calls for diverse program offerings, which is exactly what we offer. No two organizations encounter the exact same obstacles or have the exact same needs, so we empower you to choose the program offerings that best meet the needs of your diverse workforce. By engaging with us at one of our consortium levels, your organization can pick and choose the programs that best meet the training and development needs of your people. At all levels, program days can be used by multiple individuals within your company, for any mix of programs in our portfolio.

**Questions?** Contact Angela Stopper at UC Davis Graduate School of Management Executive Education. [astopper@ucdavis.edu](mailto:astopper@ucdavis.edu) | (530) 752-7240

### Building your Strategic Bench: Visionary Succession Planning

March 6, 2017 | Bay Area Campus

September 15, 2017 | Davis Campus

Fee: \$1,500

Whether your company has a fully established succession plan or has not dedicated any time or resources to this critical activity, this program will develop your expertise to enhance current plans or begin the discussions needed to engage the organization in a strategic planning session.

### Implementing Successful Organizational Change Initiatives

July 28, 2017 | Davis Campus

January 29, 2018 | Bay Area Campus

Fee: \$1,500

In this program, you'll learn the tools and techniques needed to successfully navigate through the murky and often turbulent waters of change. You'll build the skills needed to move from ignoring change to engaging change for the future success of your organization.

### Finance

#### Analysis of Financial Information

October 6, 2017 | Davis Campus

Fee: \$1,500

In this program, you will learn to understand the sources and decision usefulness of your company's financial information. Using cases based on current events, you will learn how to analyze financial statements to communicate important insights into your company's

operating, investing, and financing decisions. We will also discuss various elements of the infrastructure of financial reporting that leads to high quality financial information.

### Advanced Analysis of Financial Information

October 20, 2017 | Davis Campus

Fee: \$1,500

In this program, you will build our financial acumen by discussing the earnings forecasting process and how the discretion in financial reporting can influence such decisions at your organization. In addition, the program will provide you with insights into the variation in financial reporting quality across companies and over time, as well as the implications that this causes your stakeholders.

### Wine Industry

#### The Wine Executive Program

March 26-30, 2017 | Davis Campus

Fee: \$5,250

Presented in partnership with the top ranked UC Davis Department of Viticulture & Enology, this innovative program teaches both the fundamentals of winemaking and grape growing and the management skills necessary to be successful in today's challenging and dynamic wine industry. The four day program boasts world renowned faculty and industry experts as well as a broad national and international blend of attendees, making it a must for anyone working in the industry.

#### Become a Platinum Consortium Member for \$50,000

As a platinum consortium member, your organization receives 50 program days to be used within one year of enrolling at this level.

#### Become a Gold Consortium Member for \$25,000

As a gold consortium member, your organization receives 22 program days to be used within one year of enrolling at this level.

#### Become a Silver Consortium Member for \$10,000

As a silver consortium member, your organization receives 8 program days to be used within one year of enrolling at this level.