

Learn & Lead



UNC Kenan-Flagler's leadership development programs provide the knowledge, skills, and experience you need to become a better business leader.

Now accepting registrations for our Fall 2013 programs.

Apply today.



UNC
KENAN-FLAGLER
BUSINESS SCHOOL

Learn more:
1-800-UNC-EXEC
www.uncexec.com

UNC Executive Development

For over fifty years, UNC Kenan-Flagler has offered leadership development and business education programs designed specifically to help individuals reach their full potential. Our programs prepare business professionals at all levels with the knowledge and skills they need to think more strategically, make better decisions, and lead more effectively.

Faculty: UNC Kenan-Flagler Business School faculty excel in both teaching and research and are fully immersed in the challenges of the business world. Their expertise extends beyond the classroom through their work in corporate and entrepreneurial settings, service on company boards, and consulting with organizations around the world. By bringing their real-world experience and research into the classroom, they help to create truly exceptional learning experiences for working professionals - focusing on practical skills and tools that can be applied immediately to real-world challenges.

Location: All programs are held at the Rizzo Conference Center, our world-class facility located in Chapel Hill, North Carolina. All of the amenities at the Rizzo Conference Center are designed to create a unique learning experience that is unparalleled.

Audience: UNC Executive Development has a variety of programs designed to support business professionals throughout their career. From new managers to senior executives and everyone in between, our programs attract working professionals who want to strengthen their business acumen and become better leaders. Through our Carolina Partners program, individuals can create a learning experience that is designed to meet their unique needs, attending multiple programs to earn a Certificate from UNC Kenan-Flagler. Visit our website for more details on this program.

Discounts: Discount and scholarship opportunities are available for individuals and organizations that qualify. Interested applicants are encouraged to apply early.

Contact: To learn more about our programs, call 1-800-UNC-EXEC or visit uncexec.com, or email unc_exec@unc.edu.

Upcoming Programs

PROGRAM	2013	2014
Financial Analysis for Non-Financial Managers	Sep 18 – 20	Apr 23 – 25
Leadership Effectiveness Workshop	Sep 30 – Oct 2	May 19 – 21
Negotiation Skills for Effective Managers	Oct 3 – 4	May 22 – 23
Executive Development Institute	Oct 6 – 18	Jun 1 – 13
Business and Human Resources	Oct 28 – Nov 1	Apr 21 – 25
Women In Business	Nov 4 – 6	Jun 23 – 25
Talent Management Institute		Feb 24 – 27

Visit our website for the latest program calendar.

Leadership Development Programs

GENERAL BUSINESS MANAGEMENT

Executive Development Institute

The Executive Development Institute is our flagship executive management program designed to provide participants with an intensive learning experience by blending the basics of advanced business with the most recent topics in innovation and strategy. This program gives executives the essential tools, focus, and knowledge to become strategic business leaders. From strategy formulation, execution, and its financial implications to the dynamics of decision making and problem solving, the Executive Development Institute covers the topics that strengthen leadership skills, build business acumen, and improve cross-functional knowledge. The program draws a diverse and distinguished group of participants from a variety of respected organizations across the country and around the world. Tuition: \$16,000*

Change Management

This three day change management program helps business leaders understand change and teaches them how to develop an organizational change strategy, overcome barriers to change, and lead a successful change initiative. Tuition: \$3,700**

Sales Management

Sales managers will gain insights into how to effectively manage and motivate their sales team, how to align incentives with sales performance, and how to optimize their sales efforts in this three day program. Tuition: \$3,700**

Strategic Planning and Business Decision Making

This three day program has been designed to equip working professionals with the advanced strategic planning and business decision making skills they need to be successful in today's dynamic business environment. Tuition: \$3,700**

FINANCIAL MANAGEMENT

Financial Analysis for Non-Financial Managers

Over the course of this three day program, participants learn how to understand and interpret financial reports, analyze financial reports to gain new insights, and use these insights to make more informed business decisions. Tuition: \$3,700**



LEADERSHIP AND EFFECTIVENESS

Leadership Effectiveness Workshop

Over the course of this three day program, participants learn the behaviors of exceptional leaders, how to maximize their strengths as leaders, and what qualities are essential to being a great leader, both on a professional and personal level. Tuition: \$3,700**

Intentional Leadership

This two day program is designed to help business leaders identify and break out of routines and behaviors that may have been effective in the past but are now limiting their personal leadership performance. Participants will learn how to lead intentionally by being more focused, deliberate, and proactive in their everyday actions. Tuition: \$2,700**

Project Leadership: Build a Best-in-Class Project Team

During this three day seminar, participants learn how to build and manage a high-performing team. They learn to identify and overcome the challenges many business leaders face in managing complex projects. Tuition: \$3,700**

Women in Business: Transitioning to Leadership

This three day program helps professional women strengthen the skill set necessary to transition to leadership. Techniques and best practices are taught by the faculty team and reinforced through discussion and interaction with other participants. Tuition: \$3,850**

BUSINESS COMMUNICATIONS

Negotiation Skills for Effective Managers

Over the course of two days, managers will uncover their strengths and weaknesses as negotiators and learn and practice negotiation tactics so that they will become more effective in their daily interactions. Tuition: \$2,700**

Enhanced Business Communication through Storytelling

In this two day program, business leaders learn the value and importance of storytelling and develop a formula for telling stories that will help them effectively organize ideas and communicate abstract concepts while inspiring and motivating others. Tuition: \$2,700**

Developing Leadership Presence

In this two day program, participants learn effective strategies for presenting information in a motivating manner, practice confidence-building techniques, and develop effective tools to convey confidence in any situation. Tuition: \$2,700**

HUMAN CAPITAL MANAGEMENT

Business and Human Resources: Leading HR and Your Organization into the Future

SHRM Over the course of five days, human resource professionals develop the critical knowledge and skills that will make them strategic and highly effective business partners in their organizations. Tuition: \$5,750*

Credits: This program is offered in partnership with the Society for Human Resource Management (SHRM). Participants earn 29.75 recertification hours. This program meets the HRCI strategic requirement for SPHR.

Talent Management Institute

This four-day program is designed to help human resource, talent management, and leadership development professionals understand and apply best-practices in talent management. Tuition: \$4,900**

STRATEGY AND INNOVATION

Strategic Innovation for the New Business Environment

In this three day seminar, participants learn the importance of innovation to remain competitive. They develop the skills they need to lead innovation and to help their organization become more innovative. Tuition: \$3,850**

Leading Social Media Strategy

This two day program explores both the promise and pitfalls of social media as a channel for organizational communication and decision making while examining current best practices of businesses utilizing social media successfully. Tuition: \$2,700**

CORPORATE SUSTAINABILITY

Becoming Green: Effective Sustainability Strategies for You and Your Organization

Participants will learn how to minimize environmental impact, extract value from "green" products and services, and improve stakeholder relationships in this three day program. Tuition: \$3,700**



Call 1-800-UNC-EXEC | Visit www.uncexec.com | Email unc_exec@unc.edu

* Tuition includes accommodations, instructions, materials, and most meals.

** Tuition includes instructions, materials, continental breakfast, and lunch.