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

Now accepting registrations.

Enroll today.
For over sixty 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. Individuals can create a unique learning experience by attending multiple programs to earn a certificate from UNC Kenan-Flagler. Visit our website for more details on our certificate programs.

**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, visit uncexec.com, or email unc_exec@unc.edu.

Visit our website for the latest pricing and program dates.

### UPCOMING PROGRAMS

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Leadership Development Programs

LEADERSHIP AND EFFECTIVENESS

Effective Mentoring Program
This leadership program is designed to provide mid-level and senior leaders with the skills they need to be effective mentors. This two day program will cover the benefits of being a mentor, how to understand the mentee, effective communication techniques, and how to overcome common mentoring challenges. Tuition: $3,000**

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: $3,000**

Leadership Effectiveness Workshop
Over the course of three days, participants will learn about 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: $4,500**

Leading and Managing High Performing Teams
This unique three day leadership program will explore the importance of team dynamics and provide a structured approach to leading and managing high performing teams. Tuition: $4,500**

Power and Influence
In this two day program, participants will explore how to use power and influence to achieve personal and organizational goals, develop an understanding and approach towards organizational politics, and learn how to avoid the common downsides of power and corruption. Tuition: $3,000**

Resilient Leadership
This two day program is designed to help business professionals become more agile and resilient - offering tools and techniques to overcome stress, avoid burnout, and lead more effectively in the “new normal”. Attending this program will help participants learn to lead with confidence in the face of increasing volatility, uncertainty, complexity, and ambiguity. Tuition: $3,000**

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: $4,500**

OPERATIONS MANAGEMENT

Big Data and Business Analytics
This three day program is designed to help business leaders become data literate and understand how business analytics can enhance the quality of their decision making and improve their ability to view business processes and relationships systematically. Tuition: $4,500**
### GENERAL BUSINESS MANAGEMENT

**Executive Development Institute**
The Executive Development Institute provides participants with an intensive learning experience that blends the basics of advanced business with the most recent topics in innovation and strategy. From strategy formulation, execution, and its financial implications to the dynamics of decision making and problem solving, this five day program will give mid-level managers the essential tools, focus, and knowledge to become strategic business leaders and build a diverse network with other participants. Tuition: $9,000*

**Leading and Managing Change**
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: $4,500**

### SALES AND MARKETING

**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: $4,500**

**Strategic Pricing**
This three day marketing program is designed to give participants the knowledge and tools needed to understand how data and analytics can drive pricing decisions in an organization for maximum value and profitability. $4,500**

### STRATEGY AND INNOVATION

**Executing Strategy for Competitive Advantage**
This three day program has been designed to equip executives with the advanced strategic planning and business decision making skills they need to excel as multifaceted leaders in today's dynamic business world. Tuition: $4,500**

**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: $3,000**

**Strategic Innovation for the New Business Environment**
In this three day program, participants will learn the importance of innovation to remain competitive. They will develop the skills they need to lead innovation and to help their organizations become more innovative. Tuition: $4,500**
FINANCIAL MANAGEMENT

Financial Analysis for Non-Financial Managers
Over the course of three days, participants will 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: $4,500**

FinTech Revolution: Disruption in Financial Services
Over the course of three days, participants will gain insights into the financial technology revolution and how its impact is disrupting the financial services industry. Current and emerging innovative, technology-enabled business models in the financial services industry will be reviewed, and participants will learn how to identify and understand data, risk, security, and privacy issues with financial technology. Tuition: $4,500**

HUMAN CAPITAL MANAGEMENT

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: $5,600**

Talent Management Institute 201
Experienced talent and HR leaders who have completed the Talent Management Institute now have the opportunity to become even more effective through in-depth sessions on executive influence, talent strategy, assessing potential, and managing performance in this two day program. Tuition: $3,000**

BUSINESS COMMUNICATIONS

Developing Leadership Presence
In this two day program, participants will 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: $3,000**

Enhanced Business Communication through Storytelling
In this two day program, business leaders will 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: $3,000**

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: $3,000**