

 Washington University in St. Louis



TECHNICAL LEADERSHIP CERTIFICATE

Leadership for Life.



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Technology & Leadership Center  
JAMES MCKELVEY SCHOOL OF ENGINEERING AT WASHINGTON UNIVERSITY

## WHAT DOES IT MEAN TO BE A LEADER FOR LIFE?

### Leader for Life.

No matter where you stand on the corporate leadership ladder, we can help you climb higher at the Technology & Leadership Center at Washington University in St. Louis. Through our Technical Leadership Certificate program, you gain the skills and knowledge to succeed as an influential leader today and throughout the entirety of your leadership career.

You will also be building lifetime relationships with other participants who are in technology and engineering fields. What you learn together are solutions to effectively influence and guide individuals toward becoming cohesive teams. Under your leadership, teams will work together to resolve workplace conflicts, embrace innovative and collaborative thinking, and align toward a common corporate mission.



TECHNICAL LEADERSHIP CERTIFICATE OVERVIEW

## Learn to lead.

True leadership is the ability to influence positive change and actions of others. We will help you succeed at that goal. This program will help transform you into the leader your team needs.



PROGRAM DURATION

3-6 Months

INSTRUCTION

In-industry Leaders

ACCESSIBILITY

Virtual *or* On-campus

CERTIFICATION

11 Courses

PROGRAM FEE

\$6,745

PROGRAM SUCCESS

96% OF STUDENTS FELT THEY HAD SUFFICIENT CHANCES TO PRACTICE NEW LEADERSHIP SKILLS.



97% OF STUDENTS STATED THAT THEIR LEVEL OF SKILL / KNOWLEDGE INCREASED AFTER TRAINING.



96% OF STUDENTS VERIFIED INSTRUCTOR MADE TRAINING RELEVANT TO THEIR ACTUAL JOB.

WHO SHOULD ATTEND AND WHY

## Everyone succeeds.



Whether you're a leader today, or aspire to become a leader, the Technical Leadership Certificate Program delivers the right leadership training so you succeed, your team succeeds, and ultimately your company succeeds. It's all part of Washington University's Technology & Leadership Center. Your success here proves you're ready to advance to the next level.

THE LEADERSHIP COMPETENCIES YOU WILL GAIN

## Apply what you learn in weeks, not years.

You will be with a select group of like-minded peers. You will learn together and from each other, and your class instructors are leaders in their field. They will share proven methodologies to improve insight, decision making, and problem solving. The actionable leadership strategies you learn today can be applied tomorrow in real workplace situations. The Technical Leadership Certificate Program helps you acquire leadership competencies in the following areas:

- Communication
- Coaching
- Performance management
- Change management
- Conflict management





OUR DIFFERENCE

## A leader in education for the leader in you.

The Technology & Leadership Center is part of Washington University in St. Louis. This means you'll be part of an institution known for building leaders. In addition, the Technical Leadership Certificate program is tailored for technology professionals just like you. We will bring out the leader inside you so you can achieve your highest goals.

1

**VALUABLE PEER-TO-PEER LEARNING:**

Each course introduces a new topic, you learn from relevant coursework, practice with your peers, and culminate with individual initiatives to implement your new leadership behaviors in the workplace.

2

**IMPROVE LEADERSHIP SKILLS, QUICKER:**

You will learn a skill, apply it, and build your leadership skills over the course of this certificate series. It's a lifetime of leadership education that can be completed in just six months.

3

**"IN-INDUSTRY" INSTRUCTORS:**

All instructors are working professionals and have the real-world expertise needed to help you apply the curriculum and skills to actual leadership situations in the workplace, not just in theory.

4

**PRACTICAL APPLICATION:**

You will succeed through a "Train-to-Do" practical learning approach. Each course is tailored to participants and their real workplace challenges.



5

**PROVEN CURRICULUM:**

This program utilizes a proven, scientific-based curriculum focused on delivering measurable and positive change in every leader.

6

**FOUNDATIONS FOR SUCCESS:**

You will graduate with a personalized action plan to ensure your leadership training successfully transfers from the classroom to the workplace.

7

**CLASS SIZE:**

You will be part of a cohort of 4 to 18 program participants who all work in the technology profession. You will grow as leaders together as you take on leadership challenges and learn to resolve each one effectively.



"Throughout my career I have taken hundreds of CEU courses, however, the Technical Leadership Certificate has been the most beneficial to my professional development."



**SHALONDA WEBB**  
Engineering Workforce Affordability  
and Staffing Lead | The Boeing Company



## COMMUNICATION

From the very first class, you will learn essential business communication skills to build effective relationships and get work done effectively by your team. These are often referred to as "Interaction Essentials" skills because they are the core behaviors that make leaders effective.

These skills help individuals meet both personal needs (to be respected and involved) and practical needs (through an effective organizational communication structure).



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## COURSES

### **MGT700: Foundation for Effective Leadership**

Foundation for Effective Leadership helps participants identify their strengths by focusing on the behaviors that "come naturally" to them. When leaders operate from their strengths and are aware of their weaknesses, they can more effectively coach, delegate, and correct performance problems.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$795

### **MGT624: Communication: Connect Through Conversations**

Much of a leader's work is accomplished through daily conversations with team members and others. These interactions, especially the tough ones, often involve intensely personal feelings (on both sides) that have an impact on the practical outcome of the conversation. It also impacts the personal connection between the leader and the person they are communicating with. The leader's level of emotional intelligence, and the ability to manage oneself and one's relationships, is a critical factor in the success of these tough conversations.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595

### **MGT622: Building and Sustaining Trust**

What does trust have to do with business success? Everything. Trust is directly linked to employee engagement, retention, productivity, and innovation. Leaders who demonstrate trust and trustworthiness inspire higher levels of performance and commitment to the team and organizational success.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595





## COACHING

The Coaching Curriculum empowers you to promote a successful coaching culture within your organization that emphasizes seeking and listening versus telling someone what to do. When asked for input, your peers, employees, and other leaders feel comfortable to challenge and provoke thinking or offer solutions that might not have been considered. Strong leadership delivers greater ability to solve problems across the enterprise and creates a safe space for these conversations.



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## COURSES

### **MGT634: Coaching - Move People Forward**

The ability to Move People Forward means you know how to meet the unique needs of the people you're coaching right where they are and guide them in successfully achieving a goal. Having this kind of positive impact takes a trusting relationship. That means coaches must have a better understanding of both the other person and themselves. This kind of positive impact takes a trusting relationship and that means coaches must have a better understanding of the other person and themselves.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595

### **MGT631: High-Impact Feedback & Listening**

Sharing feedback is an important part of any organization's culture and an effective business skill that reaches across all workplace levels. This course focuses on your ability to deliver positive and developmental feedback. You will also learn how to be receptive to input and to "listen to understand" the speaker's intended message accurately.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595



## PERFORMANCE MANAGEMENT

The speed of business in today's global workplace requires leaders to have regular employee performance conversations. This allows those you lead to always know how they are progressing and what they must do to improve. Leaders must have meaningful, ongoing coaching and development discussions and provide just-in-time feedback to ensure that employees' efforts are aligned with the changing business priorities.



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## COURSES

### **MGT640: Strategies for Influencing Others**

Whether it's an innovative breakthrough or a simple process improvement, making it happen requires commitment from others within your organization. The best way to gain this commitment is to have a strategy for each stakeholder. This course shows you how to package your ideas in a way that will win over even the most skeptical individuals.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595

### **MGT641: Setting Goals and Reviewing Results**

People are more engaged and strive for better results when they feel ownership of their work process and outcomes. This course will show the positive effect of shifting the traditional role of planner and evaluator from the leader to a shared responsibility between leader and employee. It's a shift that builds employee ownership and allows you to focus on coaching and developing throughout the performance cycle.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595





## CHANGE MANAGEMENT

Research shows approximately 70% of all workplace change initiatives fail shortly after implementation. Things often go wrong because leaders aren't skilled in how to implement change. Through change management, driving success is less about process and more focused on your team members getting behind new ideas and championing these changes.



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## COURSES

### **MGT650: Driving Change**

For workplace change initiatives to be successful, you need the leadership ability to turn resistance into commitment and inspire team members to take ownership of change. Within this course, you will gain the leadership skills and resources to accelerate the process of implementing change with team members and to create an agile work environment where people are more open to change.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595

### **MGT675: Agile Emotional Intelligence: Everything DiSC Agile EQ**

The more volatile, uncertain, complex, and ambiguous your working environment becomes, the more critical a truly agile workforce is to your leadership success. Each day we are called to make progress faster while pivoting on short notice and to stand firm in our ideas while remaining open to new perspectives. Staying agile demands that you develop and use emotional intelligence (EQ) – a level of sophistication that is more essential today than ever.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595





## CONFLICT MANAGEMENT

Conflicts happen. How your employees respond and resolve conflict will result in success or failure within the organization. Conflict management is the practice of dealing with disputes in a balanced, rational, and effective way. Since conflicts in a business are a natural part of the workplace, it is important that there are people who know how to resolve them through conflict analysis and dispute resolution. This is more important in today's market than ever.

## COURSES

### **MGT660: Resolving Workplace Conflict**

Today's business environment challenges organizations to increase productivity, improve quality, shorten cycle time, and reduce costs – all of which can lead to worker stress and conflict. Learn how to help employees and managers understand the complexities of conflict, including the possible causes and solutions. You'll be able to recognize the signs of escalating conflict and take appropriate action to minimize damage.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595

### **MGT664: Delegation: Engage and Empower People**

This course help leaders shift their mindset about what they can delegate and feel more comfortable and confident doing so. You will dig into your workload to identify tasks you may never have considered delegating. You'll learn methods for matching people to tasks and motivate them to accomplish these assignments to ensure success.

**Type:** On Campus or Virtual Classroom

**Time:** 4 Hours

**Cost:** \$595

## Our next leadership success story could be yours.

The courses in the Technical Leadership Certificate program are made for leaders and taught by leaders. Your success here will help you achieve success throughout the life of your leadership career. It will drive the success of your team and company. That success begins by downloading a [program sponsorship letter](#) to receive potential funding through your organization.



**LINDSAY GRIDER**

Engineering Project Manager | The Boeing Company

“I use the communication skills I learned in daily workplace interactions and meetings. I found my voice and am now not afraid to speak up. I’m enjoying what I do more than ever and I have the Technical Leadership Certificate from Washington University to thank.”

## Ready to earn leadership skills that last a lifetime?

Register today by visiting [TLCenter.wustl.edu/LeaderForLife](https://TLCenter.wustl.edu/LeaderForLife) for the complete program to get your Technical Leadership Certificate. Or call 888.216.1495 to learn more.



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### Technology & Leadership Center

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