

WATERLOO

Make it happen!
Register today.

Professional Development



University of Waterloo
Professional Development
Leadership Certificate

Leadership

Admission Policy

This program is designed for people who occupies leadership position or aspire for position of higher responsibility in their organization. and want to delve deeper into leadership best practices.

Costs and Funding

The cost for this 5-day program is US\$ 5,500. The fees covers tuition, course materials , accommodation, feeding, Software including DiSC® Work of Leaders Profile, and all social events, but does not include airfare and visa application fees.

How to Apply

Enclosed in this brochure is the application form. We strongly encourage you to have the completed application form submitted to our office via email, courier or hand delivered

To ensure smooth communication, please provide a postal address and a street address, for both home and office (where different), office and home phone and fax numbers wherever possible, and an email address, if available.

Application Deadline: July 15, 2016

Date: September 12 - 16, 2016

Venue: University of Waterloo, Ontario



Contact Information

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The Waterloo story

Since it was launched in 1957 by a group of industrialists with a dream of changing the world through innovation and research, Waterloo has become an internationally recognized leader in entrepreneurship and innovation. From high-level cryptography that keeps your information secure, to the safety and sustainability of the water we drink, Waterloo continues to shape the world we share.

Teaching and research excellence remain core to Waterloo's mission. Waterloo continues to stand out among Canadian universities, ranked as the nation's most innovative university for the 22nd consecutive year, and as Canada's best overall university for 18 of the last 22 years in the Maclean's magazine reputational rankings.

A Culture of Innovation and Connection

Springing from Waterloo's unique history is a strong culture of innovation and a can-do attitude in its students, faculty and staff. A tradition of incorporating relevance and applicability into teaching and research programs is inspired by Waterloo's longstanding commitment to meet the intellectual and practical challenges that arise from societal change. **A strong track record of engagement with industry** — evolving from co-op and continuing through its research programs — fosters an innovative and entrepreneurial culture.

Serving a Fast-Changing Society

A singularly powerful and long-standing principle of the University of Waterloo is to anticipate the needs of society and respond effectively as challenges arise. This principle was a key motivator behind both the founding of this institution and its early commitment to creative thought, applied knowledge and experiential learning. Waterloo looks to the future with energy, enthusiasm and commitment to its core strengths, while identifying key new areas of discovery, innovation and application that **will further elevate its reputation as a research powerhouse offering superior quality education.**



Business Curriculum (35 hours over 5 days):

The Art of Negotiation

Deal or No Deal: Why not negotiate? Develop the skills, knowledge, and attitudes required to negotiate with the best of them. Combining case studies, hands-on small group activities, and a practice negotiation simulation, this course will prepare you for any real life situation where your wants and needs conflict with others. Leave with the knowledge and methods to negotiate with your acquaintances, your friends, your family, your employees, your co-workers, and even your boss.

Coaching for Success

A great manager is a great coach. Featuring a solid foundation of success for building techniques, Coaching for Success will show you how to get more from people than they ever thought they could give using the tried-and-true method of coaching. You will learn the essential practice for improving performance and realistic approaches for motivating employees, positively influencing human performance, and evaluating performance outcomes.

Leading People to Effectiveness

What does the word 'leader' mean to you? Using the Everything DiSC® Work of Leaders Profile* we will focus on tangible steps directed at leading a group or organization toward desired outcomes.

Based on eighteen (18) powerful leadership best practices, Everything DiSC® Work of Leaders delves deeply into the process of leadership, improving your understanding of yourself and your leadership style. You will explore the most fundamental work of leaders: creating a Vision, building Alignment around that vision and championing Execution of the vision.

Note: This course requires the completion of an online questionnaire prior to the course Details and a URL will be sent by email to registrants.

* **Everything DiSC® Work of Leaders is a registered trademark of Inscape Publishing, Inc.**

Strategic and Business Planning

In our time-crunched world it is sometimes difficult to plan for today, let alone tomorrow, and the many tomorrows to come. 'It'll be well on your way to a successful tomorrow.

Learn to:

- Establish and communicate your vision.
- Determine your values.
- Launch your mission.
- Create your overall goal and setup your immediate goals.
- Establish strategies, measures, and follow-up.
- Develop and take home a solid action plan customized for your organizational unit.

Team Building and Team Dimensions

A team challenge doesn't have to be challenging. Begin to appreciate the value of teamwork and understand the synergy that a well-organized team creates. With the Team Dimensions Profile®, learn to identify the most natural team role for each individual on your team and give them added appreciation for the contributions of others. Use this knowledge to build team unity, foster innovation, and reduce project cycle time. Highlights include making team decisions, resolving the 'innovation dilemma,' clarifying roles, and fostering the characteristics of high performing teams.