Increase your value to your company — grow professionally and personally.

An overview of leadership basics, the required seminars address challenges you face as you make the transition from independent contributor to manager. Supervisory Leadership I and II are the foundation for our specialized seminars and are required for certification.

You may register for any Supervisory Leadership seminar without completing the Certificate requirements.

Who Should Attend
- Small business owners
- Team leaders
- Supervisors
- Managers

Our workshops are designed for people who supervise others. The concepts and skills taught are also relevant to all who work with people in a team environment.

Whether you own your own business, or work in an office, at an agency, in a health care facility, or manufacturing plant, you will find the seminars applicable in your environment.

Seminar Fee
$425/person/seminar. Fee includes instruction, materials, lunch and refreshment breaks. Make checks payable to UW-Green Bay.

Discounts Available
Register for both sessions for the discount rate of $375/person/seminar. Registrations must be received together to qualify for discounts.

Supervisory Leadership I
- Wednesday & Thursday, October 5-6, 2011
- Tuesday & Wednesday, February 21-22, 2012

Supervisory Leadership II
- Tuesday & Wednesday, November 8-9, 2011
- Tuesday & Wednesday, March 20-21, 2012

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Supervisory Leadership I
For aspiring or new leaders and pragmatic recommendations for leaders who seek to develop strong teams and drive outstanding results.

The Supervisory Aspect of Management
• Moving from an operational to a decision-making role
• Making the transition smoother and less stressful

Understanding Your Leadership Style
• Determine one’s own preferences based on the DISC™ self-assessment (done online prior to session)
• Connect their DISC™ preferences to their leadership behaviors and practices

Building a Culture of Trust
• Explore the value and importance of trust in the workplace
• Implement trust building actions into their leadership practices

Instructor — Eric Coryell
Founder and President, Core Connections
Eric is an insightful, engaging facilitator and interventionist with over twenty years of experience working with three different progressive companies, two of which he has led as President/CEO. During that span he also held positions as VP of Administration, VP of Organizational Development, VP of Sales and Marketing, Chief Financial Officer, and Chief Operating Officer.

Supervisory Leadership II
To build a workplace that is inspired, leaders have the opportunity to create a culture of growth and increase the competitive advantage of employee innovation and production.

Critical Skills in the Coaching Process
• How coaching differs from supervising
• Giving feedback constructively

Conducting Coaching Conversations
• Mastering coaching techniques
• Preparing for difficult conversations for successful change

Motivating Employee Performance
• The manager’s responsibility for employee performance and productivity
• Guidelines for understanding employee behavior

Instructor — Bob Pecor
Founder and President, Coaching Forward
Through Coaching Forward, Bob works with key employees to enhance their professional effectiveness. He helps clients identify solutions to performance problems which are specific for the individual while also customized for the workplace. Bob facilitates seminars on leadership, team building, customer service, and sales management.

Registration Form
Detach form and mail with payment to:
SBDC
2701 Larsen Road
Green Bay, WI 54303

Name: ____________________________
Job Title: _______________________
Company Name: _______________________
Address: __________________________
City/State/Zip: _______________________
Work Phone: _______________________
Home Phone: _______________________
Fax: ______________________________
E-mail: ____________________________

☐ Supervisory Leadership I: 10/5 - 10/6/2011 $425
☐ Register for Both: 10/5, 10/6, 11/8, 11/9 (discount rate) $750
☐ Supervisory Leadership I: 2/21 - 2/22/2012 $425
☐ Supervisory Leadership II: 3/20 - 3/21/2012 $425
☐ Register for Both: 2/21, 2/22, 3/20, 3/21 (discount rate) $750

Total: $__________

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(Payable to UWGB)
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Web: www.uwgb.edu/sbdc
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