

The following is a list of David Binder's upcoming programs at the Pitt Business Center for Executive Education (CEE).

Leadership, Followership and Star Performance

May 10, 2010

This program is a unique productivity enhancement process based on the research of Dr. Robert E. Kelley, management consultant, professor and author of the best-seller How to be a Start at Work Nine Breakthrough Strategies You Need to Succeed.

In this one-day program, learners are introduced to the research and are provided with an overview of the nine breakthrough strategies. Particular emphasis is given to the followership and leadership work strategies. You will learn to accelerate personal productivity by learning and applying new approaches to accomplishing work. You will understand how to become more engaged in the success of the enterprise, and apply talents toward that success. And, you will learn how to gain credibility and influence when leading others, especially in the absence of position power (i.e., authority).

Cross Organizational Influence

May 11, 2010

Cross-organizational influence is the essential skill of high-performing professionals. This course demystifies the behind-the-scenes legwork and persuasion that highly productive individuals engage in as they work through others to drive business performance. It illuminates a rarely discussed topic and offers concrete and practical tips for achieving personal, professional and organizational success. You will learn the use of influence at all levels of an organization, with chances to practice making a persuasive formal presentation and capitalize on an impromptu opportunity to advance an agenda.

C-Level Communications

May 12, 2010

Presenting to executives is simply not the same as presenting to next-level managers or technical peers-the rules and expectations are entirely different. To be effective with this audience, and in this environment, a unique set of skills and strategies are required. C-Level Communications examines the use of your influence at the senior-most levels of an organization, focusing on formal presentations, impromptu discussions and written communication. You will learn the keys and tools to developing, delivering and presenting the proper type of verbal and written communication to senior level executives (i.e., VP and higher).

Certificate in Leadership and Organizational Effectiveness

The above courses can be taken alone, or together to earn a Certificate in Leadership and Organizational Effectiveness from the University of Pittsburgh Center for Executive Education. **Leadership Pittsburgh Alumni receive a 10 percent discount for any individual CEE program or a 15 percent discount when taking three courses.**



For more information, visit our Web site www.execed.pitt.edu, call 412-648-1600 or e-mail exeducation@katz.pitt.edu.