



UNIVERSITY OF
ARKANSAS

Sam M. Walton College of Business
Executive Education

Walton College at 2nd & Main – Little Rock, Arkansas Course Calendar Fall 2019

Register for courses: <https://execed.uark.edu/upcoming-programs/>

Innovative Supplier Relationship Management Practices

August 21, 2019

8:30 a.m. – 4:30 p.m.

\$750

Supplier relationship management (SRM) and supplier enabled innovation (SEI) can enable your organization to maximize the value of your organization's interaction with its key suppliers. SRM is a procurement approach that challenges you to manage your key suppliers to unlock value and stay competitive. Based upon our research and experience we have developed a roadmap and a toolkit for moving to best in class. This course unpacks the toolkit and supports participants in the development of their own roadmap towards the frontier of best practices.

The Power of Leadership

October 3, 2019

8:30 a.m. – 12:00 p.m.

\$325

Leaders are expected to be both leaders and managers, which means they need to clearly understand the difference between management authority and leadership influence. Based on the West Point model of leader development, we've seen how great leaders develop influence based on their character, their competence, and their behavior as a leader. These inputs create organizational outcomes such as trust, positive emotional energy, and extraordinary performance – all of which are hallmarks of a great organization.

Leading with Emotional Intelligence

October 10, 2019

3:30 p.m. – 5:30 p.m.

\$225

Emotional Intelligence (EI) and a strong commitment to personal values are integral to effective leadership. Leaders with these skills are keenly aware of their emotions and the emotions of others, and they use those insights to lead, engage, and empower those around them. This course will aid in developing EI skills to make a more significant impact on the participant's organization and create a stronger leader.

Introduction to Continuous Improvement

October 17, 2019

8:30 a.m. – 12:00 p.m.

\$325

This course will introduce you to continuous improvement practices and teach you how to manage the process using the following tools: strategy development and deployment, loss identification, value stream mapping, process improvement, problem solving, action planning, score carding and monthly results reviews.

The Power of Effective Storytelling

October 30, 2019

8:30 a.m. – 12:00 p.m.

\$325

Whether you're trying to communicate a vision, sell an idea, or inspire commitment, storytelling is a powerful business tool that can mean the difference between lackluster enthusiasm and a rallying cry. This course will teach participants the art and science of utilizing compelling storytelling as a strategic benefit for the organization and a leadership technique in business and personal conversations and presentations.

Creating Value-Based Healthcare in a Patient-Centered World

November 6, 2019

11:30 a.m. – 1:30 p.m.

\$75

The healthcare delivery system is a large, complex, and sophisticated value creation chain. Successfully changing this highly interconnected system is difficult and time-consuming because the underlying problems are challenging to comprehend, the root causes are many, the solution is unclear, and the relationships among issues, objectives, and resolution are multifaceted. The terms patient-centered and value-based have become buzz words for payment and delivery reform in health care. The process of healthcare measures and patient safety indicators can be challenging, given the unique nuances of the healthcare delivery system. This course will examine the underlying healthcare problems using information, data, and logic. Participants will become aware of critical challenges in streamlining healthcare and will be provided with tools to improve outcomes in business performance for their healthcare organizations.

Captivating Audiences

December 12, 2019

8:30 a.m. – 12:00 p.m.

\$325

Your professional reputation is reflected in your communications. This course will improve your interpersonal communications, business writing and public speaking skills and is designed for managers, directors, and rising leaders who want to polish communication abilities to showcase leadership skills.

Ethical Leadership

December 5, 2019

8:30 a.m. – 12:00 p.m.

\$325

We expect leaders to do things right, but we also expect them to do the right thing. This is an expectation held by employees as well as customers and other stakeholders. Instructor, Michael Hennelly, uses his West Point ethical leadership teaching experience, detailing leaders who show ethical awareness, understand ethical reasoning, and display ethical courage, are stronger more effective leaders. The course concludes with examples of real-world ethical challenges that attendees are invited to discuss, debate and resolve.

Strategic Leadership

January 30, 2020

8:30 a.m. – 12:00 p.m.

\$325

Strategic leadership is a unique model of leadership. Leaders of organizations have different jobs than leaders in organizations. We expect team leaders to win the day-to-day battles, but we hope strategic leaders will win the long-term war. Strategic leaders need to understand leadership, but they also need to understand strategy. The strategic leadership course uses examples from the world of military and corporate strategy to identify the essential tasks of strategic leaders. We have seen how great leaders develop influence based on their character, their competence, and their behavior. These inputs, in turn, generate organizational outcomes such as trust, positive emotional energy, and extraordinary performance all of which are hallmarks of great organizations.



For additional information contact Debbie Davis at ddavis@walton.uark.edu