



UNIVERSITY OF
ARKANSAS

Sam M. Walton College of Business
Executive Education

Walton College at 2nd & Main – Little Rock, Arkansas
Open Enrollment Calendar March – April 2019
[Click here to register for courses](#)

MARCH

Managing Emotions and Thriving Under Pressure – Ben Storie

March 8, 2019 8:30 a.m. – 12:30 p.m.

Course description: Managing Emotions in the Workplace is designed to equip participants to manage emotions that interfere with productivity and professional relationships. Participants will learn to anticipate conflict, minimize tension, and thrive under pressure. Cost: \$325

Maximizing Your Impact in the Organization using DiSC - Chris Case

March 12, 2019 3:30 – 5:30 p.m.

Course description: This course is a workshop designed for participants to discover the four basic personality and communication styles and how the styles blend, clash and interact with others. Participants will identify their own style, participate in individual and group activities and learn how to communicate better and appreciate the strengths and differences of others. Cost: \$225

Truth and Lies About Blockchains – Mary Lacity, Ph.D.

March 13, 2019 11:30 a.m. – 1:30 p.m.

Course description: This course will explain blockchain applications in plain English. It's an exciting technology that aims to improve traceability, transparency, and trust among an ecosystem of trading partners. However, blockchains are an immature, yet rapidly emerging set of technologies. Cost: \$75

The Power of Leadership – Michael Hennelly, Ph.D.

March 28, 2019 8:30 a.m. – 12:00 p.m.

Course description: 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, in turn, create organizational outcomes such as trust, positive emotional energy and extraordinary performance – all of which are hallmarks of a great organization. Cost: \$324

APRIL

Fundamentals of Finance – Tomas Jandik

April 9-10, 2019 8:30 a.m. – 4:30 p.m. and April 11, 2019 8:30 a.m. – 12:00 p.m.

Course description: Finance and accounting are the language of business. Are you fluent? Learn how to interpret your organization's financial statements and determine how your decisions impact those financial statements. Cost: \$2750

Forecasting with Sales Data - Brent Williams, Ph.D.

April 16, 2019, 8:30 a.m. – 4:30 p.m.

Course description: Real business forecasting uses quantitative data collection methods, mathematics and logical reasoning. There is very little guesswork involved and much to be gained for the business owner. Your historical data can be used to make accurate predictions about what will happen in the future, allowing you to order the appropriate amount of stock, hire enough employees and ensure your business runs smoothly. Cost: \$750

Bootcamp for Message Managers - Jim Karrh, Ph.D.

April 17, 2019 8:30 a.m.– 12:00 p.m.

Course description: Even with a commitment to marketing, sales, social media, and customer service companies can find that there is still a missing piece for growth: managing the hundreds of conversations that employees and customers are having in the marketplace every day. Participants will listen, build, practice, and apply new skills for customer conversation and business development. By the end of the session, participants will have created a set of practical and actionable conversational tools that they can put to use right away. Cost: \$325

Leading with Emotional Intelligence - Chris Case

April 23, 2019 3:30 – 5:30 p.m.

Course description: 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 bigger impact in the participants organization and become a stronger leader. Cost: \$225

Captivating Audiences: Your Professional Reputation through Communications – Ryan Sheets

April 26, 2019 8:30 a.m. – 12:00 p.m.

Course description: Your professional reputation is reflected in your communications. This course will improve your interpersonal communications, business writing and public speaking skills. Cost: \$325

Ethical Leadership – Michael Hennelly, Ph.D.

April 25, 2019 8:30 a.m. – 12:00 p.m.

Course description: 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 that leaders who show ethical awareness, understand ethical reasoning, and display ethical courage, are stronger more effective leaders. Cost: \$325

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