

continuum

SCHOOL OF CONTINUING AND PROFESSIONAL STUDIES • FALL 2009

Continuing Education at
Loyola University Chicago

Career and Business Development

Manage Up, Manage Down: Emotional Intelligence Tools for Success

Friday, Nov. 20, Saturday, Nov 21, Friday, Dec. 4, and Saturday, Dec. 5

Fridays: 6:00–8:30 pm and Saturdays: 9 am–noon | WTC

Michael Thompson, PhD and Robert Gramillano, MBA | Tuition: \$325

An important consequence of the economic downturn is the recognition for the need of good leadership skills. Though leadership and the skill sets that go with it are defined in many ways, most leaders in the field acknowledge the importance of Emotional Intelligence skills as a way of enhancing performance. Evidence suggests that a person with good, well developed, skills in the use of Emotional Intelligence stand a 36 percent better chance of having the success in their professional and personal lives.

Improve your leadership performance and design a personalized plan for personal development and managerial growth through perceiving, expressing, understanding, and managing emotions in a professional and effective manner.

Selling Upward in an Economic Downturn

Two Saturdays, Nov. 7 & 14, 9 am–noon | WTC | Edmund Ramsay, MBA

Tuition: \$195

One thing is certain during difficult economic times: Businesses slash budgets to steel themselves against certain financial ruin. Frugality is the new "cheap" as marketing dollars are shifted to offset operational costs. Yet through these seismic changes, sales managers still must motivate their sales team to coax dollars from reluctant buyers.

In this course we will explore the various methods implemented by sales management to generate revenue in a sagging economy.

Lewis Towers |
Suite 401
820 N. Michigan Avenue
Chicago, IL 60611

Register now

- Visit LUC.edu/continuum
- Call 312.915.6501

Give Continuum as a gift!

We can announce your gift through a special communication to a friend or family member. Contact us to find out more.

Alumni and LUMA members' special discount

Loyola alumni and LUMA members receive a special 15 percent discount off courses.

Registration will be confirmed via e-mail within a few days of receipt. Cancellations for full refunds must be requested before a class begins.

