

2012 PROGRAMS



Welcome to the Darden/UVa-Wise Partnership for Leadership Development

There is no better time than now to become the transformed manager and leader you want to be... and the extraordinary contributor your business needs!

Thank you for considering the *Darden/UVa-Wise Partnership for Leadership Development* as you plan the next steps for your own education, or for further educating the high-potential resources in your organization. Companies of all sizes, from around the globe, have implemented our programs into their overall strategies because they know that Darden learning means active participation, learning from others' experiences and industries, and returning to the workplace with readily applicable tools, knowledge, and skills that can advance the entire enterprise.

In selecting a Darden/UVa-Wise course, you are committing to learning with the best—Darden is ranked as a Top 5 global provider of open-enrollment programs, with the #1 Faculty for eight consecutive years (*Financial Times*, 2004–2011). Like you, we know that developing talent matters—it is what separates the top-performing organizations from the pack.

We look forward to meeting you in Southwest Virginia.

Sincerely,

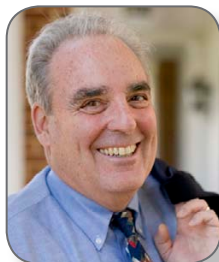
The Darden/UVa-Wise Team



Faculty

The faculty play a critical role in executive education, and can be of equal importance to you and your organization's continued growth. Beyond their expertise and outstanding classroom facilitation, these faculty members are committed to providing the most innovative and action-oriented learning experiences for executives.

Darden professors have knowledge and practice in the private sector and consult for leading corporations, influential organizations, and government agencies in the U.S. and abroad. This familiarity keeps them in touch with trends and issues in the global marketplace, furthering the integration of insights and understanding that will enable you to develop breakthrough visions.



Sherwood C. Frey
Faculty Leader
Negotiating Success



Melissa Thomas-Hunt
Negotiating Success



Luann J. Lynch
Faculty Leader
Financial Management for the Non-Finance Professional



Mary Margaret Frank
Financial Management for the Non-Finance Professional



Alexander B. Horniman
Faculty Leader
Managing Change: Individual and Organizational



Ryan W. Quinn
Managing Change: Individual and Organizational

2012 Programs

Negotiating Success

March 26–27, 2012 • \$1,975

www.darden.virginia.edu/exed/UWB

The Program: Successful business leaders integrate negotiating skills across every aspect of their daily functions. To sustain a competitive advantage, executives must know the powerful strategies used to increase influence, improve relationships, and enhance effectiveness. *Negotiating Success* is designed to provide participants with the tools to become more effective negotiators.

Who Should Attend: Professionals who want to improve their negotiating skills and expand their influence both within and outside their companies.

Financial Management for the Non-Finance Professional

May 1–3, 2012 • \$2,799

www.darden.virginia.edu/exed/UWF

The Program: This course provides non-financial managers a familiarity with essential financial terminology, concepts, and applications. With this knowledge, participants will be able to analyze and interpret commonly used financial information in making business decisions and work more effectively with executives in the finance area within their organizations. The program emphasizes the application and understanding of financial information rather than its preparation. No prior knowledge of accounting or finance is necessary.

Who Should Attend: Non-finance professionals affiliated with manufacturing companies, service organizations, health-care agencies, and not-for-profit organizations.

Managing Change: Individual and Organizational

October 23–25, 2012 • \$2,600

www.darden.virginia.edu/exed/UWM

The Program: Participants in *Managing Change* will initially focus on individuals in managerial roles who are trying to lead, manage, and deal with the change process. The focus then shifts to groups and perspectives around the total organization. Throughout the program, emphasis is placed on the individual as both a manager and a model of change.

Who Should Attend: Managers and professionals seeking to improve their individual capabilities in adjusting to change in their work roles, organizations, and overall lifestyles.

Certificate in Leadership Development

“I have now gained the tools to be a more effective manager and leader by identifying that change requires both an internal and external perspective.”

Burke T. Vander Lind
Director – Compensation Systems
Alpha Natural Resources
Participant in *Managing Change: Individual and Organizational*

“An important learning experience for private industry and state leaders.”

David E. Asbury, Jr.
Manager of Contract Operations
SunCoke Energy
Participant in *Strategic Thinking and Action*

The Certificate is awarded to participants who complete four of the available six programs offered in this partnership. These programs are two to three days in length, and span such areas as negotiation, financial excellence, change management, and strategy.

By attaining your Certificate, you will have acquired the tools and best practices to improve company strategy and performance. You will gain a broadened perspective from different industries, and stronger leadership and management capabilities to guide your team to the next level.



www.darden.virginia.edu/exed

University of Virginia
Darden School Foundation
Executive Education
P.O. Box 7186
Charlottesville, VA 22906-7186

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Contact Us

Program Content/Questions

Colin Winter
Director
Darden Executive Education
Phone: 434.924.4063
Email: WinterC@arden.virginia.edu

UVa-Wise Information

Shannon Blevins
Economic Development Director
University of Virginia's College at Wise
Phone: 276.889.8184
Email: SBlevins@uvawise.edu

Logistics and Administration

Jamie Wills
Client Operations Manager
Darden Executive Education
Phone: 434.243.4391
Email: WillsJ@arden.virginia.edu

Registration

Contact Rebecca Yancey at 434.243.5174. Registration may also be submitted by mail, fax, or by visiting the Darden Executive Education Web site.

Fee: We accept payment by check, American Express, MasterCard, and Visa. Payment is due upon receipt of invoice and/or acceptance into the program.

Cancellation/Transfer Policy

Visit www.darden.virginia.edu/exed for complete details. All cancellation/transfer requests must be received in writing.

Send to:

Rebecca Yancey
Registrar
Darden Executive Education
P.O. Box 7186
Charlottesville, VA 22906-7186
Email: YanceyR@arden.virginia.edu



Cancellation/Transfer Policy: Qualified substitutes for confirmed registrations can be accommodated prior to the program start date with written notice and will incur no fee for substitution. Cancellations made within 15–30 calendar days of the start date will incur a fee equal to 25% of the published tuition cost; cancellations made within 14 calendar days of the start date will incur a fee equal to 50% of the published tuition. Withdrawals on or after the first day of a program are subject to forfeiture of the total tuition. All transfers made within 7–30 calendar days of the start date will incur a \$500 transfer fee. One transfer per registrant to a subsequent offering within 12 months is allowed. Transfer requests received less than 7 days before the start date will incur a fee equal to 25% of the published tuition. A transfer request followed by a subsequent cancellation will be subject to the applicable cancellation fees noted above. All cancellation/transfer requests must be received in writing.

Executive Education programs are offered by the University of Virginia Darden School Foundation, a nonprofit organization devoted entirely to the welfare of the Darden School of Business. The Darden School Foundation fully supports equal opportunity in employment and access to educational opportunities. Information is subject to change without prior notice.

www.darden.virginia.edu/exed