



## Enterprise Learning at Polytechnic Institute of NYU

**NYU·poly**

POLYTECHNIC INSTITUTE OF NYU

**FOR MORE INFORMATION  
PLEASE CONTACT:**

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Polytechnic Institute of NYU  
Six MetroTech Center  
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## Advanced Technical Leadership Certificate

If your company is like most global enterprises, it depends on technical personnel for IT infrastructure, R&D initiatives, manufacturing, and on-time and on-demand supply-chain management. Your company's engineers, IT staff, and other technical personnel must not only be technically qualified, they need to exhibit leadership. This 8-module certificate—available at your company's site, online, or in blended solutions—provides your technical employees with highly sophisticated management skills, giving them the interpersonal tools they require to think and act as leaders.

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### CURRICULUM

#### Module: Impact Leadership

*Participants will be able to:*

- \* Identify personal career orientation, personality-driven behaviors on-the-job and current Stage of Contribution
- \* Leverage an Individual Development Plan as a guide for continued personal development as a leader, through effective goal setting
- \* Leverage Confidence and Influencing Styles in order to more effectively build a professional brand as a technical leader
- \* Utilize personalized feedback provided through an executive coach in order to turn feedback into change on the job

#### Module: Leading Effectively in a Technical Environment

*Participants will be able to:*

- \* Understand how the environment they create for their team can directly impact the bottom line
- \* Utilize a set of Mobilizing Skills that will leverage effective communication
- \* Use strategies for handling critical management situations that impact ROI
- \* Leverage processes for measuring, transferring and reinforcing changed leadership behaviors on the job
- \* Create action plans for tracking the effectiveness of communicating key messages and for creating alignment





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### CURRICULUM (continued)

#### Module: Change Management in a Technical Environment

*Participants will be able to:*

- \* Utilize a process for assessing current functional performance against strategic organizational goals to determine alignment, gaps and continuous improvement opportunities
- \* Develop a change plan targeting change goals, activities, resources, barriers and risk
- \* Utilize effective decision-making strategies in order to lead teams to consensus and guide discussions supporting necessary change

#### Module: Mentoring in a Technical Environment

*Participants will be able to:*

- \* Clearly leverage the definition of development within the framework of organizational culture and expectations
- \* Use skills and techniques designed to support a healthy, interactive mentor/mentee relationship
- \* Provide behavioral feedback

#### Module: Result-oriented Leadership

*Participants will be able to:*

- \* Identify how biases and assumptions can impact decisions about people and activities
- \* Clearly articulate a vision for his/her area of responsibility and communicate in a concise, compelling way
- \* Utilize a process for determining actionable steps to bring the vision to life in tangible ways

#### Module: Leading Virtually

*Participants will be able to:*

- \* Apply techniques to continue the development of virtual relationships through effective planning, collaboration and use of technology
- \* Identify how the “differences” engendered through distance, cultural and functional factors can be leveraged to ensure collaboration

#### Module: Contributing as a Strategic Leader

*Participants will be able to:*

- \* Clearly articulate functional/personal goals in support of organizational goals and daily activities
- \* Identify the internal and external factors that impact success
- \* Use a process for developing a strategic plan derived from established organizational goals
- \* Identify activities, resources, developmental next steps required in order to achieve his/her strategic plan

#### Module: Leading for Success in a Hypergrowth Economy

*Participants will be able to:*

- \* Explore perceptions about diverse cultures
- \* Address the scope and key components of culture
- \* Identify cultural filters and their impact on thoughts, behaviors, and interactions
- \* Explore cultural styles vs. stereotypes and judgment
- \* Manage cultural differences (techniques and application practice)

