Pursuing your passion always results in success.

Brian Rawson had a successful career at PepsiCo and The Coleman Company. Then he left the fast-paced, high-stressed corporate life and chose to pursue his passion of teaching. His mission is to help individuals and organizations achieve strong market presence and profitable growth.

Brian’s perspective on fairness, vision and strategy are unique and eye-opening, making him a favorite in the CMD classroom. Be a participant in March’s “Thinking Strategically in Your Leadership Role” and you be the judge.
MARCH SEMINARS

Increasing Influence for Project Managers

March 3-4, 2020 • 8 a.m.–3 p.m. • $899
Gerald Graham • 85%

We know what needs to be done and we know how to do it, yet we can’t get our boss, our colleagues, and yes, even the people who report to us, to do “the right thing”. Some days it feels like we’re just banging our head against the wall.

- Identify, analyze, and communicate with key stakeholders
- Establish and maintain trust-based relationships
- Influence, manage and negotiate with stakeholders

Thinking Strategically in Your Leadership Role

March 6, 2020 • 8 a.m.–3 p.m. • $399
Brian Rawson, MBA • 97%

The leadership tools explored in this class focus on understanding, preparing and developing your talent to achieve organizational success.

“It was very insightful information which challenged conventional thinking. I learned some new concepts that I will apply in my business. His passion and depth of knowledge on the subject, mixed with his real life experiences increased my understanding of the subject and how we might apply them in our business. CMD always does a great job. I always learn something, or my thinking is increased.” - Mael Hernandez

Project Scheduling and Cost Management

March 11-12, 2020 • 8 a.m.–3 p.m. • $899
DeAnn Sullivan, PMP • 92%

Cost management and a well-constructed schedule are the backbone of any successful project. A project schedule brings the entire picture of the project life cycle into focus, giving clear and concise expectations of project milestones and completion dates. Managing costs is more than tracking expenses; it considers how much work was done for the amount spent. This two-day program will equip you with the critical, working knowledge you need to put together winning projects that meet the constraints of your time and budget.

Managing Time and Multiple Priorities

March 13, 2020 • 8 a.m.–3 p.m. • $299
Don Hackett, DBA • 88%

You will learn practical techniques you can use to better plan your time, prioritize your decision-making and take control of common interruptions. You will also come away equipped with tools you can use to take control of your day.

“This was a great class – it was beneficial for me both professionally and personally. I will be recommending this class to my colleagues. Dr. Hackett was great. This was a great class - extremely well done. Very professional and not wasted time.” - Matthew Neal, School Resource Officer, Rose Hill Police Department

The Biggest Mistakes Managers Make (And How to Avoid Them)

March 24, 2020 • 8 a.m.–3 p.m. • $299
Darian Bebout • 86%

In this seminar you will gain an understanding of how commonplace managerial actions are dysfunctional and practice more effective responses to these situations. Handling people successfully is no “big secret.” You can do it if you follow some very simple rules.

- Your positive attitude and enthusiasm
- Establishing goals and vision
- Focus on what’s right

Managing Change in the Workplace

March 31, 2020 • 8 a.m.–3 p.m. • $299
Darian Bebout • 86%

It is critical for every business to appreciate and properly manage change in order to attain and maintain their success. Change is also required by anyone who wants to develop, grow and reach their personal goals. This workshop reviews the challenges presented by change, helps participants understand underlying and inhibiting factors of managing change, and identifies the successes that only change can bring.

SPRING 2020 CERTIFICATE PROGRAMS

SuperVision

10 sessions • Thurs. 4:30-7:30 p.m.
Strengthen and develop the skills you need to do your job right.

Leadership Elite

8 sessions • Mon. 1:30-4:30 p.m.
Leadership is the most important aspect of organizational success.

Check-in: 7:30-7:55 a.m.
CMD Training Center
Woodman Alumni Building
WSU Campus
4205 E. 21st Street
Wichita, Kansas

CMD Office
Room 009, Devlin Hall
WSU Campus
2020 Perimeter Road
Wichita, Kansas

Parking: Refer to the CMD map for parking locations and regulations. Bring your car license tag number to class, and place the confirmation letter on your dash as a parking permit.

Seminar fees include: All training materials, Continuing Education Units (CEUs/PDUs/contact hours), credit towards a CMD Certificate, parking, refreshments and a light lunch.

Substitutions/Cancellations/Reschedulings: Substitutions are free and must be done prior to the start of the class or program. Cancellations or reschedulings must be received in writing and full refunds will be given up to four business days prior to the start of class. Any cancellation or reschedule submitted with three or less business days’ notice is subject to a $35 charge on 1- or 2-day classes, and a $75 charge on Certificate programs. No refunds after the first day of the class or program.

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