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## **CEC Field Trip New York City 2018 – Leadership & Real Estate Insights**

The aim of the program is to provide professionals with leadership and managerial skills to build on existing strengths, and to improve supervisory skills for projects, people and client engagements.

### **Topic 1 – Understanding your leadership style**

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- Building self-awareness (electronic self-assessment test similar to MBTI matrix prior to this section)
- Traits of leadership
- Styles of leading
- Understanding others, and the importance of trust

Session discusses styles and traits of leaders and invites students to evaluate their personal style. Presentation of Myers Briggs Type Indicator (MBTI) or similar matrices may be included. How trust is developed among groups, and the importance of understanding the personal styles of others to improve communication, cooperation and the achievement of common goals.

#### **Lecturer:**

Dean Rob Valli, Dean Long Island University College of Management

### **Topic 2 – Improving your team dynamics and results**

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- Creating a culture of collaboration – interactive exercises
- Inspiring and motivating teams
- Characteristics of effective groups
- Team building interventions and techniques

Leadership in the team concept and outline of the stages in the life of a group. Different team building interventions and techniques are introduced, along with how to create a high-performance team, and managing positive vs. negative group member roles.

#### **Lecturer:**

Dean Graziela Fusaro, Assistant Dean Long Island University College of Management



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### **Topic 3– Making decisions more confidently**

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- Why is it often hard to make a decision?
- Methods of decision making
- Making group decisions
- Successfully implementing decisions

**Lecturer:**

Professor Sue Moon, Long Island University College of Management

### **Topic 4– Leading in difficult situations**

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- Avoiding, de-escalating and constructively mastering conflicts
- Dealing with “difficult” employees
- Circumventing or reducing resistance
- Dealing with fears, uncertainty and frustration

**Lecturer:**

Professor Ed Verlander, Long Island University College of Management

### **Topic 5 – Managing People**

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- Why people do what they do – motivation at work
- Managing performance and setting objectives
- Effective delegation – how to assign work
- Managing conflict/styles of conflict
- Developing others – coaching for success

How to develop emotional intelligence as a leader, and communicate goals and objectives to employees with differing agendas, priorities and backgrounds. Discussion of common problems that arise in managing others, and how to encourage cooperation and motivation towards success.

**Lecturer:**

Lejorne Lays, Hiring Manager, Twitter Inc.

### **Topic 6 – Leading in a VUCA world**

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- The implications of VUCA for doing business
- Necessary changes regarding management and leadership
- The importance of agility and flexibility

**Lecturer:**

Congressman Steve Israel (tentative)



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## **Topic 7 – Leadership Ethics**

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- How behavior influences employee conduct and organizational reputation
- Ethical climates of organizations
- The role of values and the importance of courage
- Honesty as a leadership value

Discussion of the importance of ethics in realistic terms, and the difference between legal and ethical actions. How different people define 'good,' and how the behavior of an organization's leadership sets the tone for others and affects the brand and reputation of the firm.

**Lecturer:**

Professor Jeff Hoops, Long Island University College of Management