

Syllabus – Spring 2022
MANA 7A97: Special Topics: Success Strategies

Instructor: Jamie Belinne, Asst Dean for Career & Industry Engagement

1.5 hours credit | 6:00-9:00 p.m. Wednesdays | Jan. 19-Mar. 9 | face-to-face

Textbook: *What Got You Here Won't Get You There* by Marshall Goldsmith (new, used or online)

Course Purpose: Success Strategies is executive coaching in the form of a credit-bearing course. Grounded in intentional change theory, the course will use coaching tools, executive guest speakers, networking, hands-on activities, feedback, and community service to help students define and reach their personal and professional goals by improving their self-awareness, goal clarity, assertive communication and professional networks.

Learning Goals: By the end of this course, students will be able to

1. Clearly articulate long and short-term personal and professional goals
2. Recognize and address gaps between their real and ideal selves
3. Build and leverage professional networks to support personal and professional career growth
4. Speak confidently and knowledgeably on current issues impacting industry
5. Manage interpersonal conflict effectively
6. Ask for what they want both assertively and respectfully.

Course activities will include:

At least three C-level executive and three HR executive guest speakers/networking opportunities
Service-learning project with the community
360 feedback assessment and review
Personal gap analysis and goal setting
Difficult conversations and feedback frameworks and practice
In-class case discussions
In-class presentations on relevant industry topics

Graded assignments will include:

Class discussion participation, including interaction with executive guest speakers
360 assessment (graded on completion)
Personal gaps and goals paper
Informational Interview
Service-learning participation, including reflection
In-class topical presentation
Final reflection