



# Management Leadership Development Program:

Inspiring and Advancing Latino Leaders

Presented by:

Dr. Alex Sevilla: Associate Dean, Heavener School of Business at the University of Florida

Mr. Raymond Arroyo: Chief Growth Officer, ALPFA

## Sunday, July 29, 2018 – Day One

8:30AM

### **MLD Expectations and Goal Setting**

#### **Exercises and Discussion:**

- Define your “why” and introductions
- Leadership knowledge/enthusiasm grid
- Designing shared learning outcomes exercise

9:15AM

### **Leadership and Power**

#### **Exercises and Discussion:**

- Review and discuss emergent and assigned leadership
- Leadership and Power and the Latino leader experience

10:15AM

### **Trait – Skills – Style Leadership**

#### **Exercises and Discussion:**

- Review and discuss skills leadership
- Review and discuss style leadership
- Style leadership exercise
- Trait-Skill-Style Leadership, with a focus on Latino Managers

12:00PM

### **Lunch**

1:00PM

### **Emotional Intelligence**

#### **Exercises and Discussion:**

- Review and discuss emotional intelligence
- Improve your performance through EQ strategy exercise
- Emotional Intelligence for the Latino leader

2:15PM

### **Charisma, Influence and Persuasion**

#### **Exercises and Discussion:**

- Review Charismatic Leadership Tactics
- MLD Persuasion Pitch exercise
- Charisma, Influence and Persuasion, with a Latino lens

3:30PM

### **ALPFA Executives in Residence – Session #1**

#### **Exercises and Discussion:**

- Executive mentor led discussion of select topics from Day 1
- Making connections and summarizing key points

4:30PM

### **“Now What...” connecting action steps to your personal leadership journey**



# Management Leadership Development Program:

Inspiring and Advancing Latino Leaders

Presented by:

Dr. Alex Sevilla: Associate Dean, Heavener School of Business at the University of Florida

Mr. Raymond Arroyo: Chief Growth Officer, ALPFA

## Monday, July 30, 2018 – Day Two

8:30AM

### Leading Change

#### Exercises and Discussion:

- Review and discuss how to effectively lead change
- Becoming a Change Champion exercise
- Latinos Leading Change

9:30AM

### ALPFA Executives in Residence – Session #2

#### Exercises and Discussion:

- Executive mentor led discussion of case on leading change
- Making connections and summarizing key points

10:45AM

### Leading Teams

#### Exercises and Discussion:

- Review and discuss effective team leadership
- Building world class teams exercise
- Latinos Leading Teams

12:00PM

### Lunch

1:00PM

### Authenticity and Transformational Leadership

#### Exercises and Discussion:

- Review and discuss authentic leadership
- Review and discuss Transformational leadership
- Building the ALPFA Transformational Leader exercise
- Authenticity and Transformational Leadership and the Latino Leader Experience

3:30PM

### Lifetime Leadership Principles and MLD Wrap-up

#### Exercises and Discussion:

- Review LLP's and create shared commitment model
- Review MLD Ideas and build post MLD action plan
- ALPFA Transformational Leadership Promise
- “Now What...” connecting MLD insights to personal action steps to advance and accelerate your personal leadership journey