



Certifies that

**Victoria Margoth Valarezo Aponte**

Successfully completed the requirements for the

**Continuing Education Certificate in Leadership**

MIAMI, FL

June 2023 to July 2023 - Hours: 45

Issued on: August 7, 2023



A handwritten signature in black ink, appearing to read 'Pablo Cardona'.

Pablo Cardona  
*President*

# Continuing Education Certificate in Leadership

Number of hours: 45

## **Unit 1: Towards conscious Leadership**

- Introduction and Objectives
- Concept of Emotional Intelligence
- Intrapersonal Skills
- Interpersonal Skills and Assertiveness
- Communication Skills

## **Unit 2. Quality in Relationships as a Management Tool**

- Introduction and Objectives
- Diagram of the Affective Relationship
- Analysis of Relations in the Field of Work
- Communication Levels
- How to help others help themselves through Emotions

## **Unit 3. Leadership**

- Introduction and Objectives
- Definition of Leadership
- Critical Mass needed for Effective Leadership
- The DNA of the Leader
- Sensory Channels

## **Unit 4. Motivational Leadership**

- Introduction and Objectives
- McGregor's Theory X and Theory Y
- Maslow's Pyramid
- Frederick Herzberg's Theory
- Lawler Model of Motivation
- Other Theories