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| ecccc-new-logo-FINAL2.jpg | **Eastern Carolina Christian College & Seminary** |
| 1015 Highway 48 South • P O Box. 1131 • Roanoke Rapids, NC 27870  |

**Certificate of Woman in Leadership**

**INTRODUCTION**

**INTRO 101 - Women in Leadership**: Navigating the Double Bind Most women in leadership roles face a very common dilemma: If they’re strong, assertive leaders, they’re viewed as domineering and abrasive, encountering resistance as a result; if they aren’t assertive enough, they’re viewed as weak and a pushover, making it hard to get support within the organization. In this course, you will examine that very common “double bind” and identify strategies to deal with it.

**INTRO 102 - Women in Leadership**: Negotiation Skills Many women say they would rather go to the dentist than to negotiate for themselves. Why? Women are taught early to create equity in relationships. When you negotiate with someone and you feel that you're taking something away from them, that feels like a violation of the social contract you were raised with. There's little wonder, then, that negotiation feels deeply uncomfortable for many women.

**INTRO 103 - Women in Leadership**: Using Emotional Intelligence to Drive Results Research shows that emotional intelligence is a critical predictor of performance and a very strong driver of leadership and personal excellence. Those with high emotional intelligence can typically read a room quickly, clue into subterfuge and more easily show respect and empathy. While soft skills such as those may not sound impressive, they can be imperative for a woman in a leadership role. You can be a top performer without any emotional intelligence, but the numbers are against you.