

# WORKING AND LEADING IN THE 21<sup>ST</sup> CENTURY

This four-day course addresses through demonstrations, discussion, application practice exercises and self-tests the importance of developing social and emotional intelligence skills necessary to maintain effective workplace relationships. This is an incredibly powerful demonstration of effective interpersonal skills by one of the foremost instructors of non-verbal communications and social and emotional intelligence.

## Course Curriculum

- **Introduction to social intelligence**  
What is social and emotional intelligence?  
Determining truth
- **Non-verbal communication skills**  
Arranging, positioning and posturing skills  
Non-verbal communication skills
- **Paying attention**  
Observation skills  
Listening skills  
Assessing and responding to people  
Assessing and responding to a person's emotional state  
Understanding a person's emotional state
- **Leading Others**  
Handling requests in a fair and effective manner  
Making a request to insure compliance
- **Confrontational skills**  
Rules of confrontation  
How to confront  
What to confront

## Who Should Attend

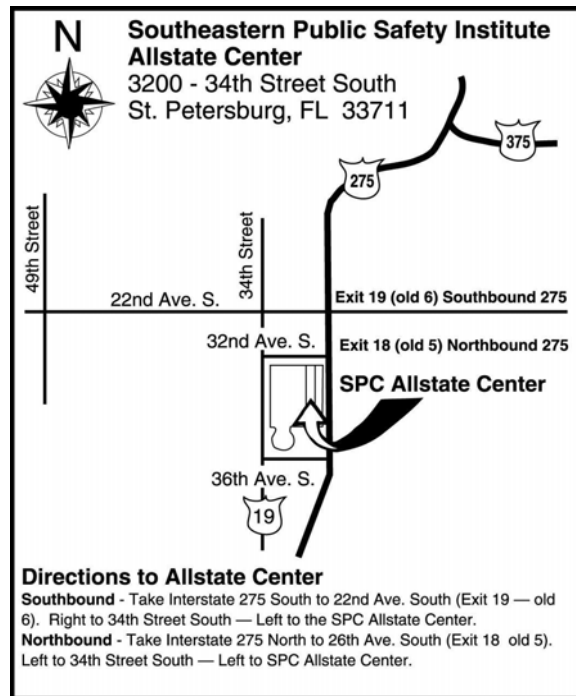
Supervisory, management and command levels in all criminal justice disciplines, civilian support personnel, FTO's, and sworn line officers who are seeking supervisory/leadership responsibilities.

*Maj. Michael Barkhurst, Broward County Sheriff's Office, states: "Dr. Sampson provided 40 hours of social intelligence training to 155 uniformed deputies who manage the mentally disabled inmates...the use of force incidents, grievances, and litigation are all down since the training..."*

## Seminar Presenter

Steve Sampson, Ph.D., served as superintendent at Georgia Department of Offender Rehabilitation and as an assistant professor in Georgia State University's Criminal Justice Department. He was chief of psychology at Georgia Regional Hospital and worked in private practice. Sampson has conducted training in interpersonal skills for more than 200 agencies and is considered a national expert and authority on training social intelligence skills.

## Seminar Location Map



## General Information

<b>Tuition:</b>	\$338.29 Trust Funded	<b>Location:</b>	St. Petersburg College Allstate Center - Room 205
<b>State Approval:</b>	Approved by CJSTC for Mandatory Retraining Credit	<b>Lodging:</b>	Information about discount rates furnished upon request.
<b>Second Dollar Funding Approved:</b>	For all Florida-certified participants, the seminar meets requirements of the state of Florida Criminal Justice Standards and Training Commission.	<b>Dress policy:</b>	Casual clothing is recommended. Shorts, tank tops and/or offensive T-shirts are not acceptable attire.
<b>Enrollment:</b>	Limited to 30 attendees.	<b>Parking/Entrance:</b>	Please use EAST parking lots and entrance.
<b>Dates:</b>	April 12-15, 2010	<b>Facilitator:</b>	Randolph B. Lewis, M.A. (727) 341-4518 - Office (727) 341-4547 - Fax (727) 341-4516 - Registration
<b>Times:</b>	8 a.m. – 5 p.m. Promptness is appreciated.		

**Agencies must confirm attendees by name, in writing, as soon as possible, or reserved spaces may be forfeited. Failure to comply for Trust Funded courses will result in agencies and/or individual officers not being able to reserve seating in future trust fund training.**

## St. Petersburg College

## SEPSI

### Advance Registration of Seminar Applicants

In the space provided below, please *print* the names of those who will be attending the announced program.

Name of Attendee	SSN (optional)	Agency	Telephone Number
_____	_____	_____	( ) _____
_____	_____	_____	( ) _____
_____	_____	_____	( ) _____

Signature: \_\_\_\_\_ Department/Agency: \_\_\_\_\_

Agency Administrator: \_\_\_\_\_ Address: \_\_\_\_\_

Title: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

**FEE INCLUDES CLASS MATERIALS. Agency will be billed if fees are not paid when attendees arrive.**

**Return to:** Southeastern Public Safety Institute  
St. Petersburg College  
P. O. Box 13489  
St. Petersburg, FL 33733-3489  
Call (727) 341-4516 or Fax (727) 341-4547

**PLEASE: NO CASH PAYMENTS  
CHECK/MONEY ORDER ONLY!**  
 Pay on arrival     Send invoice

Name of Seminar : **Working and Leading in the 21<sup>st</sup> Century April 12-15, 2010**

St. Petersburg College is dedicated to the concept of equal opportunity. The college will not discriminate on the basis of race, color, religion, sex, age, national origin or marital status, or against any qualified individual with disabilities, in its employment practices or in the admission and treatment of students. Recognizing that sexual harassment constitutes discrimination on the basis of sex and violates this rule, the college will not tolerate such conduct. Should you experience such behavior, please contact the director of EA/EO at (727) 341-3257 or (727) 341-3261 or by mail at P.O. Box 13489, St. Petersburg, FL 33733-3489. CE 501 (4/02)

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# **Southeastern Public Safety Institute**

**Presents**

## ***Working and Leading in the 21<sup>st</sup> Century***

**April 12 – 15, 2010**

**32 hours**

**Trust Funded  
Approved for Mandatory  
Retraining**

**2009-2010 SPC SEMINAR updates at [www.spcollege.edu/ac/sepsi/inservice/calendar.htm](http://www.spcollege.edu/ac/sepsi/inservice/calendar.htm)**

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This course of training has been approved by the Florida Criminal Justice Standards and Training Commission under provisions of §943.14(4.9) and §943.25(8) Florida Statutes.

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Register Today!  
Call  
(727) 341-4516

**OR**



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registration  
form inside

**OR**



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