



Econ 395: Global Leadership Strategies

- Career Clarity
- Workplace Readiness
- Professional Etiquette and Soft Skills

- Job Search Mastery and Proficiency
- Confidence Building
- Leadership Development

Instructors:

- **Dr. Elena Pesavento** - Professor.
Dept. of Economics at Emory
University
- **Nezha Alaoui** - CEO of Women Choice
in Dubai
- **Sarah Smyly** - Economics
Graduate student

Guest Speakers:

- **Ariela Freedman**: Owner and Founder
of Maven Tree Consulting and Clifton
Strengths Coach

Econ 395 is a 3-credit course focused on leadership development, career clarity, and professional skills. Students engage in workshops, guest lectures, and reflective assignments, culminating in a professional elevator pitch. This course does not satisfy any major or GER requirement. This course requires ECON_OX 100 or ECON 101 or ECON_OX 101 or FIN 201 AND ECON 112 or ECON_OX112 or equivalent transfer credit as a prerequisite."

Course Goals: The objective of this course is to familiarize students with various leadership styles, particularly emphasizing the strengths of Women Leadership, while also providing comprehensive professional development and career advancement skills. You will undergo training in:

- Career Clarity
- Workplace Readiness
- Professional Etiquette and Soft Skills
- Job Search Mastery and Proficiency
- Confidence Building
- Leadership Development

Throughout the semester, you will have the opportunity to interact with leaders in the field and Emory alumni. You will participate in three two hours workshop led by a professional coach, engage in discussions, and explore relevant readings. A highlight of the course will be a final presentation/ elevator pitch demonstration, allowing students to practice and showcase all the skills acquired during the semester.

Mandatory Readings (books will be provided by the program): “With Winning in Mind” by Lanny Bassam, “Becoming You” by Suzy Welch, and “Never Split the Difference” by Chris Voss

Recommended Readings: There are many good books out there. Here is a small sample: “Hidden Potential” by Adam Grant, “Likeable Badass” Allison Fragale.

Assignments and Grading: Grading will be distributed according to the following rubric

1. **Weekly Self-Reflections:** Written reflections (1–2 paragraphs) encouraging students to connect course themes to their personal experiences and leadership development. - **25%**
2. **Readings and Podcasts:** A critical analysis of a selected leadership or economics-related book. Students should discuss key takeaways and how they relate to course concepts. 3 books reports - **30%**
3. **Presentations:** Individual class presentations to practice presentation skills and public speaking. Final presentation - **20%**
4. **Workshop Participation (3):** Active attendance and engagement in three designated leadership workshops. Students are expected to contribute thoughtfully and reflect on the experience and to complete pre-workshops assignments - **25%**
- 5.

Recommended Podcasts:

- **A Bit of Optimism** by Simon Sinek
- **Hidden Brain** by Shankar Vedantam
- **Re:Thinking** by Adam Grant
- **Becoming You** by Suzy Welch

Selected episodes will be assigned weekly

Additional Requirements:

- Attend one Pathway Center network event
- Attend one Economics Professional Development event
- (Encouraged but not required) attend the Economics Leadership Club networking events.

Self-Reflections: This course is designed to guide you through a process of self-discovery, helping you identify your core values, strengths, and long-term goals. While you will complete weekly assignments, the heart of the course lies in personal reflection. The more thoughtfully you engage with the material and reflect on your experiences, the more meaningful and transformative the course will be. Self-reflection is an essential tool for building confidence and developing your unique leadership style.

While this course focuses on women leadership, it is open to any economic students interested in improving their leadership skills. Students of all gender identities are welcome and encouraged to take the course.

Technology Requisites: You will need access to a computer, a WiFi connection, and a podcasts player (phone ok). To be successful in this class I recommend that you monitor Canvas on a regular basis. Make sure you set up Canvas to email you the relevant notifications. If you have a smart phone, I also recommend installing the Canvas Student app and allowing notifications.

Honor Code: The honor code is in effect throughout the semester. By taking this course, you affirm that it is a violation of the code to cheat on exams, to plagiarize, to deviate from the teacher's instructions about collaboration on work that is submitted for grades, to give false information to a faculty member of the TA, and to undertake any other form of academic misconduct. You also affirm that if you witness others violating the code you have a duty to report them to the honor council.

AI use policy: The use of AI tools is permitted in this course; however, students are strongly encouraged to first engage with the material independently and reflect on their own ideas before seeking assistance. As the course emphasizes personal development, thoughtful individual effort is essential. Any use of AI must be clearly disclosed in each assignment.

Learning Community Overview and Netiquette: I am here to help you succeed. I expect everyone to succeed in this class and have fun. There will be quite a bit of work to do every week but if you stay on top of the work, you will be successful. I expect everyone to be respectful and inclusive in our discussions. I expect you to use appropriate language and tone and show consideration for other students. While I will not grade you on your grammar, I expect you to proof-read your posts. Please do not share any of your colleagues' comments outside this class.

ADA and Students with Disabilities: Emory University makes reasonable accommodations for persons with disabilities. Students should provide documentation to the Office of Accessibility Services (OAS) in 110 Administration Building of their disability related needs. For guidelines and information, please contact by email: adsrstudent@emory.edu. Any student eligible for academic accommodations based on a disability should email the formal accommodation communication to me in a timely fashion. Please arrange a meeting with me at the start of the semester or as soon as the accommodation plan has been finalized.

Tentative Schedule

Class meeting location: WH200

Class meeting time: Tuesday and Thursday 10:00am -11:15am

Office Hours: TBD

Tentative Weekly Plan:

Introduction

- Introduction and goals setting
- Leadership, a concept of reality? (Nezha Alaoui)

Module 1: Self Discovery and Mental Management

- Strengths Workshop (Ariela Freedman).
- Discover your Values - The Value Bridge
 - Students' presentation', practice #1
- Mental Management - The importance of the self image.
- Time Management - Find a system that works for you

Module 2: Communicating your Leadership Voice

- The secrets of successful public speaking
 - Students' presentation, practice #2
- Find the right mentors - The importance of a mentorship network.
- Your Strengths at work - Master your Interviews (Ariela Freedman)
- Written Communication
- Leading through failure.

Module 3: Leading with Others

- Difficult conversations - Hard professional conversations and women specific issues.
- Your Strengths at work - How to work well in a team. (Ariela Freedman)
- Conflict resolution and negotiation.
- Networking Strategies.
- Feedback, giving and receiving.

Module 4: Thriving Behind the Classroom

- How to create a useful professional presence on social media (Nezha Alaoui)
- Goals setting - Imagine the life you want and set the right goals to achieve it.
- Lets put it all together: Your final elevator pitch.