



Greater ROC Young Professional (GRYP) Leadership Program

The Greater ROC Young Professional (GRYP) Leadership Program, brought to you by Greater Rochester Chamber, is a nine-month (January through September) immersive experience designed for early-career professionals eager to grow, develop critical skills, and build meaningful connections to accelerate their career trajectory. This high-impact program is crafted to fit into your busy schedule while delivering exceptional value through hands-on learning and real-world experiences.

Register online at GreaterRochesterChamber.com.

Series Cost:

- Greater Rochester Chamber members - \$1,800
- Non-Members - \$2,500

Questions? Contact Events Manager, Cassidy Pendell, at Cassidy.Pendell@GreaterRochesterChamber.com

Session 1: Leading with Self-Awareness and Agility (with DISC Assessment) (In Person)

- Complete a DISC assessment to identify natural strengths, tendencies, and blind spots.
- Practice flexing style to adapt to different personalities and workplace dynamics.
- Build a personal leadership growth plan rooted in self-awareness.

Session 2: Communicating with Influence in the Modern Workplace (Virtual)

- Develop techniques for clear, concise, and impactful communication across platforms.
- Practice storytelling and messaging that captures attention and builds alignment.
- Adapt style for hybrid, digital, and face-to-face conversations with diverse audiences.

Session 3: Building Trust as the Foundation of Leadership (In Person)

- Learn the behaviors that establish reliability and credibility with colleagues.
- Explore strategies for creating psychological safety on teams.
- Practice consistency and transparency to strengthen working relationships.

Session 4: Inclusive Leadership and Building Belonging (Virtual)

- Recognize unconscious preferences that can unintentionally exclude others.
- Practice everyday inclusion behaviors that ensure every voice is valued.
- Learn how belonging drives higher engagement and creativity on teams.

Session 5: Collaboration Across Generations and Functions (Virtual)

- Understand generational perspectives and how they shape workplace expectations.
- Practice bridging functional silos through empathy and shared goals.
- Build skills to foster collaboration in diverse, cross-functional settings.



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Session 6: Quality Conversations Through the Podcast Plus Workshop (In Person)

- Prepare and conduct a simulated podcast interview with a business leader.
- Practice deep listening, curiosity, and asking powerful questions.
- Reflect on personal leadership style through interactive peer and leader feedback

Session 7: Courageous Conversations, Feedback, and Productive Conflict (Virtual)

- Develop confidence in giving and receiving meaningful feedback.
- Learn frameworks to navigate difficult conversations with clarity and respect.
- Turn conflict into a source of growth, stronger ideas, and healthier teams.

Session 8: Resilience and Leading Through Change (In Person)

- Explore techniques to stay grounded and solution-focused in uncertainty.
- Practice strategies for managing stress and sustaining energy.
- Model adaptability and optimism to help teams navigate change successfully.

Meet Our Trainer:



Sesha Yalamanchili
On The Mark Consulting

Focused on driving results, Sesha leverages her extensive background in sales, marketing, operations, and innovation to influence organizations of every size and scope. From entrepreneurial startups to large corporations, Sesha's vast real-world experience spans careers in consumer goods, technology, banking, healthcare, and insurance.

Sesha has an inherent ability to comprehend the many issues and challenges that face organizations in today's world of constant change, disruption, and uncertainty. Passionate about empowering others with the knowledge, tools, and resources they need to make an immediate impact, Sesha works with business professionals to sustain long-term results at their organizations.

A seasoned leadership consultant and trainer with nearly two decades of business experience, Sesha specializes in equipping leaders with the knowledge, tools, and resources to make an immediate impact in their organization. "Understanding real world challenges from the human perspective is key to helping professionals accelerate their growth as leaders," she says.