Cornell University
Management Development Curriculum

Core Programs – Applied Level
- Supervisor Development Certificate Program
- The Art of Delegation
- Introduction to Metrics
- Problem Solving
- Your Role in Change Management
- Understanding the Academic Operations of the University
- Ethics at Cornell
- Important Conversations
- Coaching in Practice
- Finance – The Cornell Way
- Valuing Diversity and Inclusion

Electives – Applied Level (six)
- Time Management
- Leading Change: Process Improvement and Implementation
- Understanding the Role of Policy at Cornell
- Decision Making
- How to Create an Effective Presentation
- Essential Writing Skills for Managers
- Effective Utilization of the Administrative Assistant Role
- Understanding and Enhancing Your Impact on Others
- Effective Recruitment and Hiring
- Using Metrics in Decision Making *
- Understanding the Business of Higher Education *
- Managing Conflict *
- Project Management *

Core Programs – Mastery Level
- Converting Strategic Thinking into Action
  - Establishing Organizational Priorities
  - Creating a Strategic Organization
  - Structuring an Effective Organization
- Performance Management – Talent Management
- Using Metrics in Decision Making *
- Understanding the Business of Higher Education *
- Managing Conflict *

Electives - Mastery Level (three)
- Effectively Communicating Priorities
- Effective Public Speaking
- Utilizing Feedback to Create an Effective Organization
- Fiscal Management and Stewardship
- Aligning Resources
- Managing Up: Creating a Partnership for Success
- Project Management *

Foundational
(Required)
NSOCP

Management Academy Certificate

Management Academy Certificate of Mastery