

# EXECUTIVE LEADERSHIP CERTIFICATE

## Program Description

An executive leader's credibility, authority and ability to keep a team focused and motivated are under constant scrutiny. And rightfully so—it's the leader's job to communicate strategy, negotiate skillfully, influence team behaviors, and deliver results.

In an executive role, it's crucial that you have the right blend of soft skills and a strategic mindset to achieve specific performance outcomes at your organization.

The Executive Leadership Certificate series provides you with the critical skills to lead your organization to success through a series of six core courses and two electives that give you the flexibility to customize the program to your goals.

For the best experience in this program it is recommended to take these courses in the order that they appear.

This program includes a year of free access to **Symposium!** These events feature several days of live, highly participatory virtual Zoom sessions with Cornell faculty and experts to explore the most pressing leadership topics. Symposium events are held several times throughout the year. Once enrolled in your program, you will receive information about upcoming events.

Throughout the year, you may participate in as many sessions as you wish. Attending Symposium sessions is not required to successfully complete the certificate program.

## Key Takeaways

- Devise employee-related practices that improve your organization and thereby enhance service outcomes to customers
- Implement healthy team behaviors and functions
- Respond decisively and consistently when faced with situations that require a decision
- Detect and address impediments to your credibility with subordinates, superiors, and others with whom you interact professionally
- Evaluate factors that undermine employee motivation and engagement in your organization
- Explore critical decisions such as when to negotiate, when not to negotiate, whether you should make the opening move in a negotiation, and how many issues you want to put on the table

## What You'll Earn

- Executive Leadership Certificate from Cornell SC Johnson College of Business
- 80 Professional Development Hours (8.0 CEUs)
- 60-80 Professional Development Credits (PDCs) toward SHRM-CP and SHRM-SCP recertification
- 60-80 Credit hours towards HRCI recertification
- 54-74 Professional Development Units (PDUs) toward PMI recertification

## Who Should Enroll

- High potential mid-level managers with 5+ years experience
- Upper-level or senior managers with 5+ years experience
- VP or C-level executives

## Total Investment

- 4 months to complete all the courses

## How to Enroll

For more information on how to enroll, please visit Executive Leadership ([https://catalog.cornell.edu/ecornell-catalog-courses/executive-leadership-certificate/Executive Leadership/](https://catalog.cornell.edu/ecornell-catalog-courses/executive-leadership-certificate/Executive%20Leadership/)).

Code	Title	Hours
<b>Core Courses</b>		
eCornell LSM594	Quality and Service Excellence	0
eCornell LSM582	Strategic Decision Making	0
eCornell LSM596	Motivating People for High Performance	0
eCornell LSM584	Coaching Skills for Leaders	0
<b>Elective Courses</b>		
Select two of the following:		
eCornell LSM588	Planning and Delivering Effective Presentations	
eCornell LSM587	Leading for Creativity and Innovation	
eCornell LSM586	Negotiation Skills	
eCornell LSM591	Leading Organizational Change	
eCornell LSM595	Navigating Power Relationships	
eCornell LSM598	Becoming a Strategic Leader	
<b>ECORNELL CAS</b>		
ECORNELL CAS552		
eCornell SHA73	Making Strategic Change Happen	