

# PERFORMANCE LEADERSHIP CERTIFICATE

## Program Description

The Performance Leadership Certificate is ideal for managers who want to develop and hone their leadership skills, but want the flexibility to select courses that best align with their professional goals and desired outcomes at work.

This certificate program will help you develop credibility as a leader and build confidence in your own leadership style as you become more attuned to the behavioral dynamics of others.

Designed for maximum flexibility, the Performance Leadership Certificate program offers you a selection of courses in the following areas: Leading Your Team, Gaining the Advantage, Strategy, and Negotiations.

You'll become a better coach, a better listener and communicator, and most importantly, an inspiring leader who can move the team and the organization forward.

## Key Takeaways

- Diagnose team skill sets and develop a plan to build synergy and collaboration
- Conduct a root-cause analysis for an individual with performance gaps
- Assess your credibility and trustworthiness as perceived by subordinates and others in the organization
- Examine your own organization through the lens of innovation
- Determine the most important features of the decision you need to make, based on the setting and the context
- Analyze, enhance, and activate your network to achieve goals and improve your ability to exercise power

## What You'll Earn

- Performance Leadership Certificate from Cornell SC Johnson College of Business
- 60 Professional Development Hours (6.0 CEUs)
- 24-36 Professional Development Credits (PDCs) toward SHRM-CP and SHRM-SCP recertification
- 24-36 Professional Development Units (PDUs) toward PMI recertification

## Who Should Enroll

- Mid- to upper-level managers
- High potentials with 3-5+ years experience

## Total Investment

- 3 months to complete all the courses

## How to Enroll

For more information on how to enroll, please visit Performance Leadership Certificate (<https://ecornell.cornell.edu/certificates/leadership-and-strategic-management/performance-leadership/>).

Code	Title	Hours
<b>Leading Your Team Track</b>		
Select two of the following:		
eCornell LSM580	Coaching Skills for Leaders	
eCornell LSM595	Motivating People for High Performance	
eCornell ILR501	Mediation for Managers	
ECORNELL CAS		
<b>Gaining the Advantage Track</b>		
Select two of the following:		
eCornell LSM590	Quality and Service Excellence	
eCornell LSM588	Planning and Delivering Effective Presentations	
eCornell LSM587	Leading for Creativity and Innovation	
ECORNELL CAS		
<b>Strategy Track</b>		
Select one of the following:		
eCornell LSM583	Strategic Decision Making	
eCornell LSM595	Leading Organizational Change	
eCornell LSM598	Becoming a Strategic Leader	
eCornell SHA73	Making Strategic Change Happen	
<b>Negotiations Track</b>		
eCornell LSM597	Navigating Power Relationships	Non-credit.
	or eCornell LSM	Negotiation Skills