

# PSYCHOLOGY OF LEADERSHIP CERTIFICATE

## Program Description

The ultimate goal of leadership is to get things done by effectively influencing and leading other people. Possessing this ability is of utmost importance for both your career path and the health of your organization. Throughout this certificate, Professor Allan Filipowicz will provide you with time-tested practical tools and cutting-edge behavioral science findings to ensure influencing and leading others are two of your core competencies. You will walk away with a deep understanding of the psychological mechanisms that drive the behaviors, motivation, and performance of yourself and others in order to maximize your potential to lead.

## Key Takeaways

- Effectively employ the six levers that allow goal setting to work
- Identify and remove the most powerful barriers to behavioral change
- Assess your own level of emotional intelligence and more accurately read the emotions of others
- Recognize the three fundamental drivers of behavior
- Actively listen in a way that helps a person articulate the underlying issue
- Modify your behaviors to bring out the best work in those around you
- Amplify positive and reverse negative behavioral cycles of your subordinates (i.e. balance execution and development)
- Combine positive and negative feedback to maximize performance
- Use the principles of reciprocity to influence others for mutually beneficial outcomes
- Change the social and physical environment to influence others
- Solve the fundamental challenges of teams by setting the right goals, allocating roles to maximize individual skills, and avoiding process losses

## What You'll Earn

- Psychology of Leadership Certificate from Cornell SC Johnson College of Business
- 72 Professional Development Hours (7.2 CEUs)

## Who Should Enroll

- Individual contributors
- Managers and team leaders
- Senior managers and executives
- Any professional looking to become more effective at interacting with colleagues, clients, reports, or superiors

## Total Investment

- 3 months to complete all the courses

## How to Enroll

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

## Courses

Code	Title	Hours
eCornell LSM601	The Psychology of Getting Things Done	0
eCornell LSM602	Identifying and Managing Emotions	0
eCornell LSM603	Interpreting the Behavior of Others	0
eCornell LSM604	Mastering the Essentials of Influence	0
eCornell LSM605	Applying Strategic Influence	0
eCornell LSM606	Designing an Effective Team Structure	0