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| **CORE Management Program Course Titles** | | |  |
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|  | **Course** | | **Competencies** |
|  | Self-Awareness and the Effective Leader | | **Personal / Interpersonal Effectiveness**   * Understanding Self * Influence and Negotiation * Teamwork and Collaboration   **Leading People/ Leading Teams**   * Self-Management * Getting Work Done thru Others |
|  | Turning Feedback into Change | | **Work Management & Organizational Skills**   * Relationship Management * Informing and Being Informed   **Personal / Interpersonal Effectiveness**   * Turning Feedback Into Change * Effective Communication   **Leading People/ Leading Teams**   * Developing Direct Reports |
|  | Managing Business Priorities: Aligning Employees through Line of Sight | | **Work Management & Organizational Skills**   * Setting Priorities/decision making * Identifying, Applying, Assign Resources * Evaluating & Managing time * Getting to Results   **Focus & Drive**   * Identifies w/ Mission / Process Urgency * Onboarding & Offboarding |
|  | Navigating the Politics of Relationships   * Political Savvy * Emotional intelligence | | **Work Management & Organizational Skills**   * Relationship Management * Awareness & Use of Information   **Personal / Interpersonal Effectiveness**   * Influence and Negotiation |
|  | Who’s Your Customer and What Do They Want? | | **Focus & Drive**   * Customer Service / Process Urgency   **Business Acumen**   * Innovation and Creativity |
|  | Handling a Performance Problem - *Lawfully* | | **Business Acumen**   * Managing Lawfully   **Leading People/ Leading Teams**   * Developing Direct Reports |
|  | How We Manage Money! | | **Business Acumen**   * Financial Acumen |
|  | Coaching High Performance | | **Leading People/ Leading Teams**   * Developing Direct Reports * Managing by the Book??? |