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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
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|  | How We Manage Money! | **Business Acumen*** Financial Acumen
 |
|  | Coaching High Performance | **Leading People/ Leading Teams*** Developing Direct Reports
* Managing by the Book???
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