



COURSE POPULARITY

U.S. CHAMBER OF COMMERCE FOUNDATION
Institute for Organization Management

ELECTIVE COURSES	ENROLLMENT			
	2011	2012	2013	2014
E241 Strong Chambers for the Future	170	157	157	180
E380 Delivering Value	127	141	152	162
E244 Using Data to Grow and Sustain Your Org.	96	114	114	145
E350 The Art of Persuasion and Negotiation	122	112	127	135
E211 Sponsorship Solicitation	138	121	125	134
E140 Building Organizational Excellence	85	120	127	131
E110 Revving Your Revenue Stream	101	114	129	130
E161 Technology Trends and Tools	147	82	120	127
E360 Rethinking Communications	105	112	115	126
E180 Building Better Boards and Committees	115	114	105	115
E142 Fundamentals of Comm. and Ec. Development	102	92	131	113
E331 CEO Lessons Learned	122	125	94	96
E330 Learning to Let Go	79	78	79	92
E210 Executive Finance	68	87	83	89
E263 Communicating Through the Media	-	114	85	89
E230 Managing Upward	103	70	82	83
E120 Executive Law	83	82	91	82
E126 Dealing with Challenging Employees	48	77	80	80
E362 Policy Development and Implementation	94	72	72	74
E310 Dues and Don'ts	70	80	84	73
E342 Advanced Strategies of Comm. and Ec. Development	-	-	64	68
E240 Strong Associations for the Future	39	47	36	58
E243 Developing a Competitive Workforce	13	18	58	55
E250 Creating a Government Affairs Program	-	-	52	43

Please Note: In years 2010-2013, the academic year represented the summer sites during that year and Winter Institute from the following year (e.g. The 2010 academic year included 2010 summer sites and 2011 Winter Institute). In 2014, we instituted a new academic year that is reflective of the calendar year, meaning the 2014 numbers listed above include all sites which occurred in 2014.