



COURSE RANKING

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

CORE COURSES		CUMULATIVE COURSE AVERAGE			
		2011	2012	2013	2014
C150	Speaking with Confidence	4.79	4.86	4.73	4.86
C180	Guide to Governance	4.73	4.80	4.82	4.82
C220	Is that Legal?	4.85	4.81	4.85	4.81
C340	Strategic Planning	4.81	4.70	4.77	4.77
C250	Customer Service Inside and Out	4.77	4.63	4.74	4.68
C310	Budgeting and the Bottom Line	4.33	4.55	4.47	4.68
C125	Hiring, Firing and Everything in Between	4.81	4.83	4.77	4.65
C330	Everyday Ethics	4.59	4.62	4.63	4.61
C230	Managers Who Motivate	4.42	4.54	4.78	4.58
C441	Industry Forecast	4.63	4.47	4.68	4.54
C440	Collaborative Leadership	4.32	4.35	4.80	4.53
C460	Integrating Strategic Technology Solutions	4.73	4.69	4.50	4.51
C185	Recruit, Engage, and Retain Your Members	4.59	4.72	4.54	4.50
C380	Volunteer Management	4.54	4.63	4.48	4.47
C490	IOM and Beyond	4.74	4.77	4.41	4.44
C261	Events: Strategy and Operations	4.56	4.30	4.52	4.43
C110	Financial Fitness	4.50	4.54	4.38	4.41
C260	Marketing Strategies	4.67	4.66	4.74	4.39
C341	Win-Win Partnerships	4.36	4.28	4.64	4.36
C360	Innovate or Die	4.36	4.58	4.36	4.32
C430	Becoming a Strategic Manager	4.58	4.55	4.41	4.28
C130	Unleash the Leader Within	4.66	4.53	4.53	4.22
C270	Effective Government Affairs Programs	4.56	4.47	4.31	4.18
C470	Advocacy and Alliances	4.33	4.10	4.17	3.80

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.



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ELECTIVE COURSES	CUMULATIVE COURSE AVERAGE			
	2011	2012	2013	2014
E126 Dealing with Challenging Employees	4.83	4.86	4.81	4.87
E362 Policy Development and Implementation	4.82	4.86	4.88	4.84
E140 Building Organizational Excellence	4.78	4.65	4.79	4.77
E350 The Art of Persuasion and Negotiation	4.65	4.73	4.69	4.76
E210 Executive Finance	4.64	4.61	4.74	4.75
E330 Learning to Let Go	4.75	4.81	4.77	4.74
E360 Rethinking Communications	4.54	4.71	4.77	4.72
E380 Delivering Value	4.75	4.77	4.69	4.72
E211 Sponsorship Solicitation	4.59	4.74	4.77	4.71
E310 Dues and Don'ts	4.80	4.83	4.74	4.71
E120 Executive Law	4.73	4.64	4.63	4.68
E230 Managing Upward	4.61	4.74	4.80	4.67
E241 Strong Chambers for the Future	4.67	4.62	4.78	4.65
E161 Technology Trends and Tools	4.58	4.76	4.69	4.59
E240 Strong Associations for the Future	4.59	4.83	4.75	4.54
E142 Fundamentals of Comm. and Ec. Development	4.49	4.49	4.54	4.53
E250 Creating a Government Affairs Program	-	-	4.64	4.53
E244 Using Data to Grow and Sustain Your Organization	4.61	4.59	4.54	4.49
E243 Developing a Competitive Workforce	4.60	4.27	4.24	4.39
E110 Revving Your Revenue Stream	4.73	4.58	4.49	4.37
E180 Building Better Boards and Committees	4.45	4.50	4.40	4.37
E342 Advanced Strategies of Comm. and Ec. Development	-	-	4.71	4.35
E331 CEO Lessons Learned	4.50	4.61	4.42	3.76
E263 Communicating Through the Media	-	4.59	4.57	3.40

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