



COURSE RANKING

CORE COURSES		CUMULATIVE COURSE AVERAGE				
		2012	2013	2014	2015	2016
C250	Customer Service Inside and Out	4.63	4.74	4.68	4.64	4.85
C220	Is That Legal?	4.81	4.85	4.81	4.87	4.82
C150	Communicating With Confidence	4.86	4.73	4.86	4.93	4.81
C180	Guide to Governance	4.80	4.82	4.82	4.84	4.81
C340	Strategic Planning	4.70	4.77	4.77	4.57	4.77
C310	Budgeting and the Bottom Line	4.55	4.47	4.68	4.71	4.71
C430	Becoming a Strategic Manager	4.55	4.41	4.28	4.76	4.68
C360	Innovate or Die	4.58	4.36	4.32	4.45	4.67
C110	Financial Fitness	4.54	4.38	4.41	4.66	4.63
C230	Managers Who Motivate	4.54	4.78	4.58	4.64	4.63
C380	Volunteer Management	4.63	4.48	4.47	4.55	4.61
C130	Unleash the Leader Within	4.53	4.53	4.22	4.50	4.59
C330	Everyday Ethics	4.62	4.63	4.61	4.58	4.59
C270	Effective Government Affairs Programs	4.47	4.31	4.18	4.19	4.58
C460	Integrating Strategic Technology Solutions	4.69	4.50	4.51	4.56	4.58
C440	Collaborative Leadership	4.35	4.80	4.53	4.71	4.55
C125	Hiring, Firing, and Everything In Between	4.83	4.77	4.65	4.77	4.45
C420	Current Legal Issues Facing Your Organization	-	-	-	-	4.44
C185	Recruit, Engage, and Retain Your Members	4.72	4.54	4.50	4.58	4.42
C470	Advocacy and Alliances	4.10	4.17	3.80	4.47	4.36
C490	Organization Leadership for the Future	4.77	4.41	4.44	4.75	4.36
C341	Win-Win Partnerships	4.28	4.64	4.36	4.32	4.25
C260	Marketing Strategies	4.66	4.74	4.39	4.57	4.18
C441	Industry Forecast	4.47	4.68	4.54	4.54	4.16
C261	Events: Strategy and Operations	4.30	4.52	4.43	4.48	4.09

Please Note: In years 2012-2013, the academic year represented the summer sites during that year and Winter Institute from the following year (e.g. The 2012 academic year included 2012 summer sites and 2013 Winter Institute). In 2014, we instituted a new academic year that is reflective of the calendar year.



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

ELECTIVE COURSES		CUMULATIVE COURSE AVERAGE				
		2012	2013	2014	2015	2016
E240	Strong Associations for the Future	4.83	4.75	4.54	4.28	4.85
E230	Managing Upward	4.74	4.80	4.67	4.76	4.77
E362	Policy Development and Implementation	4.86	4.88	4.84	4.90	4.77
E380	Delivering Value	4.77	4.69	4.72	4.75	4.77
E210	Executive Finance	4.61	4.74	4.75	4.78	4.76
E120	Executive Law	4.64	4.63	4.68	4.71	4.73
E360	Strategic Communications	4.71	4.77	4.72	4.67	4.71
E163	Communicating Through the Media	4.59	4.57	3.40	4.54	4.70
E250	PACs and Political Endorsements*	-	-	-	4.44	4.66
E211	Sponsorship Solicitation	4.74	4.77	4.71	4.72	4.65
E140	Building Organizational Excellence	4.65	4.79	4.77	4.44	4.64
E126	Dealing with Challenging Employees	4.86	4.81	4.87	4.86	4.63
E142	Fundamentals of Comm. and Econ. Dev.	4.49	4.54	4.53	4.63	4.62
E241	Strong Chambers for the Future	4.62	4.78	4.65	4.71	4.62
E161	Business Comm. Tech. Trends (#OrgComm)	4.76	4.69	4.59	4.70	4.60
E330	Learning to Let Go	4.81	4.77	4.74	4.74	4.60
E244	Using Data to Grow and Sustain Your Organization	4.59	4.54	4.49	4.68	4.59
E310	Dues and Don'ts	4.83	4.74	4.71	4.83	4.59
E110	Revving Your Revenue Stream	4.58	4.49	4.37	4.55	4.57
E180	Building Better Boards and Committees	4.50	4.40	4.37	4.39	4.51
E350	The Art of Persuasion and Negotiation	4.73	4.69	4.76	4.63	4.51
E331	CEO Lessons Learned	4.61	4.42	3.76	4.43	4.47
E243	Developing a Competitive Workforce	4.27	4.24	4.39	4.60	4.43
E342	Advanced Strategies of Comm. and Econ. Dev.	-	4.71	4.35	4.48	4.40

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*PACs and Political Endorsements was new in 2015. Previously, E250 was Creating a Government Affairs Program.