



COURSE POPULARITY

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

ELECTIVE COURSES CUMULATIVE BREAKDOWN BY YEAR	ENROLLMENT				
	2014	2015	2016	2017	2018
E241 Strong Chambers for the Future	180	174	179	171	182
E380 Delivering Value	162	156	173	150	153
E331 CEO Lessons Learned	96	137	106	100	140
E110 Revving Your Revenue Stream	130	138	87	151	139
E180 Building Better Boards and Committees	115	112	137	120	136
E244 Using Data to Grow and Sustain Your Org.	145	115	122	120	127
E142 Fundamentals of Comm. and Ec. Development	113	126	107	94	123
E140 Building Organizational Excellence	131	145	159	164	119
E211 Sponsorship Solicitation	134	129	143	164	118
E360 Strategic Communications	126	151	146	142	118
E163 Communicating Through the Media	89	131	91	63	113
E350 The Art of Persuasion and Negotiation	135	150	102	161	111
E243 Developing a Competitive Workforce	55	73	92	72	109
E230 Managing Upward	83	128	98	72	105
E210 Executive Finance	89	89	116	133	103
E120 Executive Law	82	84	90	112	98
E161 Technology Trends and Tools	127	149	130	116	93
E330 Learning to Let Go	92	100	95	65	92
E240 Strong Associations for the Future	58	57	123	95	91
E340 501 (c)(3) Foundations	-	-	-	-	77
E362 Policy Development and Implementation	74	59	94	64	72
E126 Dealing with Challenging Employees	80	43	111	62	66
E342 Advanced Strategies of Comm. and Ec. Development	68	80	98	108	63
E310 Dues and Don'ts	73	51	101	86	56
E250 PACs and Political Endorsements	-	72	39	58	47

Please Note: The number of times an elective was offered in 2018 varies between three and six times per elective.

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

E40 501(c)(3) Foundations was a new elective offered in the summer of 2018.



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ELECTIVE COURSES		ENROLLMENT				
2018 BREAKDOWN BY SITE		Winter	MW	SE	West	NE
E110	Revvng Your Revenue Stream	33	31	34	14	27
E120	Executive Law	26	19	21	13	19
E126	Dealing with Challenging Employees	28	-	23	-	15
E140	Building Organizational Excellence	35	-	35	24	25
E142	Fundamentals of Comm. and Ec. Development	32	22	35	16	18
E161	Technology Trends and Tools	32	28	33	-	-
E163	Communicating Through the Media	28	23	24	9	29
E180	Building Better Boards and Committees	34	24	35	21	22
E210	Executive Finance	32	19	19	13	20
E211	Sponsorship Solicitation	35	-	32	21	30
E230	Managing Upward	31	17	27	-	30
E240	Strong Associations for the Future	31	15	10	12	23
E241	Strong Chambers for the Future	36	34	68	22	22
E243	Developing a Competitive Workforce	33	25	34	-	17
E244	Using Data to Grow and Sustain Your Org.	35	37	34	21	-
E250	PACs and Political Endorsements	15	-	16	8	8
E310	Dues and Don'ts	21	-	26	-	9
E330	Learning to Let Go	30	25	26	-	11
E331	CEO Lessons Learned	31	32	27	17	33
E340	501 (c)(3) Foundations	-	15	24	13	25
E342	Advanced Strategies of Comm. and Ec. Development	35	-	21	7	-
E350	The Art of Persuasion and Negotiation	34	-	29	24	24
E360	Strategic Communications	35	21	32	9	21
E362	Policy Development and Implementation	29	22	21	-	-
E380	Delivering Value	33	32	34	27	27