



COURSE POPULARITY

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

ELECTIVE COURSES CUMULATIVE BREAKDOWN BY YEAR	ENROLLMENT				
	2015	2016	2017	2018	2019
E241 Strong Chambers for the Future	174	179	171	182	193
E350 The Art of Persuasion and Negotiation	150	102	161	111	172
E380 Delivering Value	156	173	150	153	163
E110 Revving Your Revenue Stream	138	87	151	139	150
E230 Managing Upward	128	98	72	105	144
E211 Sponsorship Solicitation	129	143	164	118	138
E140 Building Organizational Excellence	145	159	164	119	122
E244 Using Data to Grow and Sustain Your Org.	115	122	120	127	106
E330 Learning to Let Go	100	95	65	92	105
E180 Building Better Boards and Committees	112	137	120	136	102
E360 Strategic Communications	151	146	142	118	102
E120 Executive Law	84	90	112	98	101
E150 Diversity, Equity, and Inclusion	-	-	-	-	101
E126 Dealing with Challenging Employees	43	111	62	66	99
E142 Fundamentals of Comm. and Ec. Development	126	107	94	123	87
E243 Developing a Competitive Workforce	73	92	72	109	87
E210 Executive Finance	89	116	133	103	86
E240 Strong Associations for the Future	57	123	95	91	85
E342 Advanced Strategies of Comm. and Ec. Development	80	98	108	63	73
E340 501 (c)(3) Foundations	-	-	-	77	69
E310 Dues and Don'ts	51	101	86	56	62
E331 CEO Lessons Learned	137	106	100	140	60
E163 Communicating Through the Media	131	91	63	113	59
E362 Policy Development and Implementation	59	94	64	72	50
E161 Technology Trends and Tools	149	130	116	93	35
E250 PACs and Political Endorsements	72	39	58	47	17

Please Note: E241 Strong Chambers for the Future is offered twice at Southeast Institute.

E340 501 (c)(3) Foundations was new in 2018, offered in summer in 2018.

E150 Diversity, Equity, and Inclusion was new in 2019, offered in summer in 2019.

E161 Business Communication Technology Trends was discontinued in summer in 2019.

Highest enrollment from each year bolded.



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ELECTIVE COURSES		ENROLLMENT				
2019 BREAKDOWN BY SITE		Winter	MW	SE	West	NE
E110	Revving Your Revenue Stream	53	34	33	30	-
E120	Executive Law	35	21	22	10	13
E126	Dealing with Challenging Employees	30	15	16	22	16
E140	Building Organizational Excellence	32	35	34	-	21
E142	Fundamentals of Comm. and Ec. Development	25	-	33	15	14
E150	Diversity, Equity, and Inclusion	-	26	35	14	26
E161	Business Communication Technology Trends	35	-	-	-	-
E163	Communicating Through the Media	-	-	36	-	23
E180	Building Better Boards and Committees	28	15	29	13	17
E210	Executive Finance	26	18	20	9	13
E211	Sponsorship Solicitation	44	35	35	-	24
E230	Managing Upward	29	30	31	29	25
E240	Strong Associations for the Future	21	28	9	9	18
E241	Strong Chambers for the Future	51	35	66	26	15
E243	Developing a Competitive Workforce	34	-	34	10	9
E244	Using Data to Grow and Sustain Your Org.	33	-	26	21	26
E250	PACs and Political Endorsements	-	-	17	-	-
E310	Dues and Don'ts	-	21	21	6	14
E330	Learning to Let Go	33	-	27	24	21
E331	CEO Lessons Learned	35	-	25	-	-
E340	501 (c)(3) Foundations	26	8	20	7	8
E342	Advanced Strategies of Comm. and Ec. Development	-	27	34	-	12
E350	The Art of Persuasion and Negotiation	40	34	35	28	35
E360	Strategic Communications	29	28	29	-	16
E362	Policy Development and Implementation	30	-	10	10	-
E380	Delivering Value	45	28	37	29	24

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Highest enrollment from each site bolded.