

OPERATIONS MANAGEMENT

Business Analytics: The New Competitive Advantage <i>Sue Abdinnour, PhD</i>	Sept. 20
Business Modeling and Data Analysis: Using Data to Make Better Decisions <i>Sue Abdinnour, PhD</i>	Nov. 14-15
Forecasting and Capacity Planning <i>Sue Abdinnour, PhD</i>	June 5, 2020
Inventory and Supply Chain Management <i>Sue Abdinnour, PhD</i>	April 10, 2020
Lean Principles <i>Sue Abdinnour, PhD</i>	March 17, 2020
Leveraging Excel to Support Business Decisions <i>Sue Abdinnour, PhD</i>	Feb. 4, 2020
Operations Management Strategy <i>Sue Abdinnour, PhD</i>	Oct. 4
Solving Problems with Root Cause Analysis <i>Anita Barrett, PMP</i>	Feb. 5, 2020

CERTIFICATE PROGRAMS

SuperVision 10 sessions • Tues. 4:30-7:30 p.m.	Sept. 17-Nov. 19, 2019
Manager's Toolbox 7 sessions • Wed. 4:30-7:30 p.m.	March 4-April 22, 2020
Leadership Elite 8 sessions • Mon. 8-11 a.m.	Sept. 16-Nov. 4, 2019
Mini MBA® 10 sessions • Mon. 1-4:30 p.m.	Sept. 9-Nov. 18, 2019
Market-Based Management® 3 sessions • Mon. 8 a.m.-12 p.m.	March 9-March 30, 2020



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Substitutions/Cancellations/Reschedules: Substitutions are free and must be done prior to the start of the class or program. Cancellations or rescheduling must be received in writing and full refunds will be given up to four business days prior to the start of class. Any cancellation or reschedule submitted with three or less business days' notice is subject to a \$35 charge on 1- or 2-day classes, and a \$75 charge on Certificate programs. No refunds after the first day of the class or program.

2019 CMD PLANNER

INVEST IN TOMORROW BY PREPARING TODAY

Increase the influence and success of your career by developing and fine-tuning your professional skills at CMD. Learn the proven business practices needed to be a strong leader and develop teams committed to excellence.

PROJECT MANAGEMENT

Project Management Essentials <i>DeAnn Sullivan, PMP</i>	Sept. 26-27
Agile Project Management for Today's Project Leader <i>Anita Barrett, PMP</i>	July 22-23
Increasing Influence for Project Managers <i>Gerald Graham, PhD</i>	Sept. 12-13
Managing Project Teams <i>DeAnn Sullivan, PMP</i>	Oct. 9-10
Microsoft® Project for Project Managers <i>Michael Green, DRS, PMP</i>	May 27-28, 2020
Project Leadership and Communication <i>Gerald Graham, PhD</i>	Nov. 5-6
Project Management: Start Strong, Finish Strong <i>Anita Barrett, PMP</i>	Oct. 22-23
Project Scheduling and Cost Management <i>DeAnn Sullivan, PMP</i>	March 26-27, 2020
Project Scope and Requirements Management <i>DeAnn Sullivan, PMP</i>	Dec. 12-13
Risk Management <i>Michael Green, DRS, PMP</i>	Aug. 5

📍 **QUESTIONS?** See cmd.wichita.edu for details.

MANAGEMENT



Basic Writing and Grammar Skills for Business <i>Lee Schmucker, MBA</i>	Sept. 19
Communication Skills for Supervisors <i>Donald Hackett, DBA</i>	July 18
Dealing Effectively with Workplace Conflict <i>Lee Schmucker, MBA</i>	June 16, 2020
Emotional Intelligence <i>Dotty Harpool, MBA</i>	Dec. 10
Enhancing Your Customer Service Skills <i>Donald Hackett, DBA</i>	Feb. 18, 2020
How to Become a Better Team Member <i>Donald Hackett, DBA</i>	Aug. 14
How to Criticize; How to Praise <i>John Belt, PhD</i>	Aug. 21
How to Delegate and Empower Your Employees <i>Donald Hackett, DBA</i>	Nov. 19
Improving Supervisory Skills <i>Gerald Graham, PhD</i>	Aug. 26
Increasing Your Sales through Persuasive Selling <i>Donald Hackett, DBA</i>	Oct. 24
Leading Teams to High Performance <i>Donald Hackett, DBA</i>	Dec. 11
Managerial Psychology <i>John Belt, PhD</i>	July 19
Managing Change in the Workplace <i>Darian Bebout, MBA</i>	Sept. 9
Managing Time and Multiple Priorities <i>Donald Hackett, DBA</i>	Sept. 11
Overcoming Negativity in the Workplace <i>Dotty Harpool, MBA</i>	Jan. 24, 2020
Strategies for Effective Presentations <i>Donald Hackett, DBA</i>	June 11, 2020
The 10 Biggest Mistakes Managers Make (and How to Avoid Them) <i>John Belt, PhD</i>	Oct. 11
Utilizing LinkedIn to Grow Your Network and Your Business <i>Lindsay Young, MBA CPSM</i>	Sept. 6

LEADERSHIP

Assertive Leadership Techniques <i>Gerald Graham, PhD</i>	Oct. 31
Assertiveness Training for Women: Increasing Your Influence & Credibility <i>Lee Schmucker, MBA</i>	Dec. 4
Coaching Your Employees to Greatness <i>Tammy Fellers, CPC ELI-MR</i>	Jan. 23, 2020
Communicating for Results <i>Dotty Harpool, MBA</i>	Oct. 15
Essential Skills for Effective Leaders <i>Gerald Graham, PhD</i>	July 16-17
Influencing without Authority <i>Gerald Graham, PhD</i>	Aug. 20
Leadership and Communication Skills for Women <i>Esther Headley, MBA</i>	Aug. 15
Mastering the Art of Critical Conversations <i>Darian Bebout, MBA</i>	Nov. 8
Powerful Business Writing Skills <i>Lee Schmucker, MBA</i>	Feb. 25, 2020
Strengths-Based Leadership <i>Gerald Graham, PhD</i>	Nov. 20
Strategic Negotiations: Critical Skills for High Stake Agreements <i>Gerald Graham, PhD</i>	Online
Thinking Strategically in Your Leadership Role <i>Brian Rawson, MBA</i>	March 6, 2020
Understanding Human Behavior <i>Gerald Graham, PhD</i>	Nov. 13

On-site Programming Whether you need 3 hours or a comprehensive program, let CMD come to you. On-site training is cost effective, team building, customized and convenient to your schedule. Contact Ann Buckendahl at 316-978-6152 for more information.

STRATEGIC PLANNING with CMD

Are your departments working in different directions? Are your numbers going from bad to worse? CMD has the facilitation expertise to help your executive team create a strategic plan that can change your organization into a market powerhouse.