

## eCornell-CSC All Courses

<b>COURSE ID</b>	<b>Data Science - COURSE TITLE</b>
SHA571	Understanding and Visualizing Data
SHA572	Implementing Scientific Decision Making
SHA573	Using Predictive Data Analysis
SHA574	Modeling Uncertainty and Risk
SHA575	Optimization and Modeling Simultaneous Decisions
DYS541	Getting Started with Spreadsheet Modeling and Business Analytics
DYS542	Harvesting Spreadsheet Data
DYS543	Visualizing and communicating Insights in Excel
DYS546	Creating and Sharing Interactive Data Models

<b>COURSE ID</b>	<b>Technology - COURSE TITLE</b>
CTECH201	Cryptocurrencies and Ledgers
CTECH202	Cryptography Essentials
CTECH203	Blockchain Fundamentals
CTECH204	Applications of Blockchain Technology
CIS531	Problem-Solving with Machine Learning Course
CIS532	Estimating Probability Distributions Course
CIS533	Learning with Linear Classifiers Course
CIS534	Decision Trees and Model Selection Course
CIS535	Debugging and Improving Machine Learning Models Course
CIS536	Learning with Kernel Machines Course
CIS537	Deep Learning and Neural Networks Course

<b>COURSE ID</b>	<b>Leadership and Strategic Management - COURSE TITLE</b>
HAME501	Becoming a Powerful Leader
HAME502	Building High-Performing Teams
LSM531	Choosing the Right Performance Measures for Your Organization
LSM532	Aligning Performance Measures with Business Strategy
LSM533	Measuring and Motivating Performance
LSM601	The Psychology of Getting Things Done
LSM602	Identifying and Managing Emotions
LSM603	Interpreting the Behavior of Others
LSM604	Mastering the Essentials of Influence
LSM605	Applying Strategic Influence
LSM606	Designing an Effective Team Structure
LAW501	Embracing the Basics of Business Law
LAW502	Structuring Business Agreements
LAW503	Exploring Specialty Areas of Business Law
LAW504	Working with Legal Professionals

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ILRDI001	Improving Engagement
ILRDI002	Counteracting Unconscious Bias
ILRDI003	Diversity and Inclusion at Work
ILRDI004	Fostering an Inclusive Climate
ILRSC511	Diagnosing Workplace Conflict
ILRSC512	Applying a Problem-Solving Approach to Conflict
ILRSC513	Leading Challenging Conversations
CEEL501	Strengths-Based Engineering Leadership
CEEL502	Values-Based Engineering Leadership
CEEL503	Decision-Making Skills for Engineering Leaders
CEEL504	Collaborative Communication for Engineering Leaders
CEEL505	Courageous Communication for Engineering Leaders
CEEL506	Influence and Motivation for Engineering Leaders
LSM611	Building High-Performing Virtual Teams
LSM612	Launching Virtual Team Projects
LSM613	Virtual Communication, Constructive Conflict, and Collaboration
LSM614	Decision-Making and Accountability on Virtual Teams
LSM615	Diversity and Cross-Cultural Teams
CTECH301	Creating Advantage Through Entrepreneurial Thinking
LSM641	Building Leadership Character Course
LSM642	Authenticity, Integrity, and Accountability Course
LSM643	Courage, Humility, and Compassion Course
SHA595	Developing a Culture of Empowerment Course
LSM586	Leading With Credibility Course
LSM631	Leading in a VUCA World Course
LSM632	Developing and Communicating Vision and Strategy Course
LSM633	Building Great Teams Course
LSM634	Setting Internal and External Conditions for Success Course
LSM635	Preparing for the Future Course
LSM534	Measuring and Improving Margins
LSM535	Managing Business Capacity with Activity-Based Costing
LSM536	Measuring and Improving Efficiency
LSM541	Competitive Advantage and Profitability
LSM542	Strategic Positioning in Markets
LSM543	The Strategy of Mergers and Acquisitions
LSM544	Managing Supply Chain Threats and Opportunities
LSM545	The Application of Game Theory to Business Strategy
LSM546	Strategic and Tactical Pricing
LSM582	Strategic Decision Making
LSM583	Leading Strategic Change Initiatives
LSM584	Coaching Skills for Leaders

LSM585	Leading Collaborative Teams
LSM586	Leading With Credibility
LSM587	Leading for Creativity and Innovation
LSM588	Planning and Delivering Effective Presentations
LSM589	Negotiation Skills
LSM591	Leading Organizational Change
LSM594	Quality and Service Excellence
LSM595	Leading Across Cultures
LSM596	Motivating People for High-Performance
LSM597	Navigating Power Relationships
ILRME501	Interpersonal Communication Skills
ILRME502	Managing Team Performance
ILRME503	Managing Time and Priorities
ILRME504	Effective Hiring and Interviewing
ILRME505	Addressing Workplace Behaviour Issues

<b>COURSE ID</b>	<b>Human Resources Management - COURSE TITLE</b>
ILRSC521	Employment Law and Policy Issues
ILRSC522	Equal Employment Opportunity and Employee Treatment Issues
ILRSC523	Benefits, Compensation, Safety, and Other Legal Issues
ILRSC524	Employment Laws Around the Globe
ILRSC525	HR Policies in International Contexts
ILRHR581	Essentials of HR Analytics
ILRHR582	Strategic Talent Analytics
ILRHR583	Applied Predictive Analytics in HR
ILRHR584	Valuing HR Initiatives
SHA608	Adding Value with Special Events
ILRHR521	Aligning Employee Performance with Organizational Goals
ILRHR557	Using Design Thinking in HR
ILRHR522	Total Rewards Compensation
ILRHR523	Navigating Labor and Employee Relations
ILRHR524	Facilitating Staffing Decisions
ILRHR525	Driving Engagement
ILRHR526	Employee Training and Development
ILRHR527	Countering Bias in the Workplace
ILRHR528	Fostering a Coaching Culture
ILRHR529	Consulting Skills for Internal HR
ILRHR551	Human Resources Leadership
ILRHR552	Aligning HR Strategy with Organizational Strategy
ILRHR553	Diversity and Inclusion in Practice
ILRHR554	Getting Results Through Talent Management

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ILRHR555	HR Analytics for Business Decisions
ILRHR556	Strategic Engagement
ILRHR561	Designing and Implementing Effective Social Media Policy
ILRHR562	Finding and Managing Talent Through Social Media
ILRHR563	Creating and Sustaining Remote Work Programs
ILRHR571	Measuring and Compensating for Performance
ILRHR572	Attracting and Retaining Talent with Performance Pay
ILRHR573	Assessing the Financial, Strategic, and People-Related Return on Pay for Performance

COURSE ID	Engineering - COURSE TITLE
CESYS511	Identifying and Framing a Challenge
CESYS512	Gathering User Emotions
CESYS513	Crafting User Narratives
CESYS514	Generating User-Centered Solutions
CESYS515	Design Prototyping
CESYS516	Testing and Iteration

COURSE ID	Project Leadership and Systems Design - COURSE TITLE
CEPL501	Leverage Emotional Intelligence for Project Results
CEPL502	Communicate Well to Drive Project Outcomes
CEPL503	Turning Groups into Teams
CEPL504	Leading Project Teams
CEPL505	Managing Conflict on Project Teams
CEPL506	Monitoring and Controlling
CEPM501	Organizing the Project and its Component
CEPM502	Planning and Managing Resources
CEPM503	Assessing, Managing, and Mitigating Project Risk
CEPM504	Using Earned Value Management for Project Managers
CEPM505	Agile Project Management Approaches
CESYS521	Defining Scope
CESYS522	Developing System Requirements
CESYS523	Exploring Your System's Architecture
CESYS524	Assessing Your System's Performance and Value
CESYS525	Implementing the Quality Function Deployment Method
CESYS526	Defining Interfaces
CESYS527	Identifying and Evaluating Risk
CIPA521	Framing Complex Problems with Systems Thinking
CIPA522	Using the Four Simple Rules of Systems Thinking
CIPA523	Visualizing and Modeling Complex Systems
CIPA524	Designing Organizations for Systems Thinking
CIPA525	Designing Organizations for Systems Thinking

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CIPA526	Becoming a Systems Leader
CEPL551	Introduction to Project Leadership
CEPL552	Project Teams: Mining Collective Intelligence
CEPL553	Dealing with Difference
CEPL554	Earned Value Management
CEPL555	Influence Without Authority
CEPL556	Conflict Resolution
CESYS501	Getting Started on Product and Service Design
CESYS502	Targeting Product and Service Designs to Customers'™ Needs
CESYS503	Exploring the Design Space and Optimizing the Design
CESYS504	Thinking Through the Structure of System Design
CESYS505	Ensuring the Success of Product and Service Design
CESYS506	Executing and Improving System Design

COURSE ID	Marketing - COURSE TITLE
LSM515	Understanding the Digital Marketing Landscape and the Customer Funnel
LSM516	Assessing Opportunities in Paid Digital Media
LSM517	Assessing Opportunities in Owned Digital Media
LSM518	Implementing an Integrated Digital Marketing Plan
LSM521	Essentials of Marketing Strategy
LSM522	Applied Marketing Strategy and Decision-Making Tools
LSM523	Marketing Research & Analysis
LSM524	Creating and Communicating the Value of your Brand
LSM525	Introducing New Products: Successes and Failures
LSM526	Distribution Strategy and International Marketing
LSM556	Optimizing Digital Advertising with Analytics
LSM551	Measuring Customer Preferences
LSM552	Analyzing Segmentation and Targeting
LSM553	Using Data for Positioning Brands
LSM554	Predicting and Managing Customers'™ Lifetime Value
LSM555	Market Response Modeling

COURSE ID	Financial Management - COURSE TITLE
HAME509	Risk and Return: How to Identify, Measure and Incorporate into Capital Budgeting Decisions
CORE101	Examining Scarcity and Opportunity Cost
CORE102	Analyzing Price and Equilibrium
CORE103	Conducting Market Analysis and Predicting Price
CORE104	Modeling Perfect Competition
CORE105	Comparing Monopolies and Competition
HAME507	Mastering the Time Value of Money
HAME508	Making Capital Investment Decisions

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HAME510	Raising Capital: The Process, the Players, and the Strategic Considerations
HAME513	Understanding Financial Statements
HAME514	Using Ratio Analysis to Evaluate Financial Performance

COURSE ID	Healthcare - COURSE TITLE
DYS511	Managing People in a Healthcare Setting
DYS512	Assessing Your Organization's Finance
DYS513	Planning Healthcare Investments and Marketing
DYS514	Addressing Healthcare Economics
DYS515	Guiding Your Organization's Costs and Budgets
DYS516	Improving Quality and Performance of Healthcare Services
DYS517	Navigating the Healthcare Regulatory Environment
SLN551	Transformational Excellence: Change Leadership in Healthcare
SLN552	Strategic Planning for Healthcare Organizations
SLN553	Revising and Implementing Your Strategic Plan
SLN561	Planning and Developing a Healing Environment
SLN562	Basic Tools for Facility Planning
SLN563	Practice-Based Research

COURSE ID	Real Estate - COURSE TITLE
SHA581	Introduction to Commercial Real Estate Development
SHA582	Managing Real Estate Development Projects
SHA583	Real Estate Investment Decisions
SHA584	Financing Real Estate Investments
SHA585	Leading Successful Property Management Operations
SHA586	Optimizing Asset Management Strategies