

# LEADING THROUGH CHALLENGE - GRADUATE CERTIFICATE

**Ambassador Crawford College of Business and Entrepreneurship**  
 Department of Management  
[www.kent.edu/business](http://www.kent.edu/business)

## About This Program

The Leading Through Challenge graduate certificate provides skill development useful to managers who seek to rise to higher levels of leadership. High-level leaders typically encounter challenging situations that require skills in negotiation and mediation, as well as how to manage change and conflict.

## Contact Information

- Graduate Programs Office: [crawfordgrad@kent.edu](mailto:crawfordgrad@kent.edu) | 330-672-2282
- Program Coordinator: **Felecia Urbanek** | [furbanek@kent.edu](mailto:furbanek@kent.edu) | 330-672-1236
- Connect with an Admissions Counselor: U.S. Student | International Student

## Program Delivery

- **Delivery:**
  - In person
- **Location:**
  - Kent Campus

## Examples of Possible Careers and Salaries\*

### General and operations managers

- 5.8% faster than the average
- 2,486,400 number of jobs
- \$103,650 potential earnings

## Accreditation

AACSB, International - The Association to Advance Collegiate Schools of Business

\* Source of occupation titles and labor data comes from the U.S. Bureau of Labor Statistics'

Occupational Outlook Handbook. Data comprises projected percent change in employment over the next 10 years; nation-wide employment numbers; and the yearly median wage at which half of the workers in the occupation earned more than that amount and half earned less.

- Graduate Programs Admissions Coordinator: **Mason McLeod** | [crawfordgrad@kent.edu](mailto:crawfordgrad@kent.edu) | 330-672-1280
- Program Coordinator: **Felecia Urbanek** | [furbanek@kent.edu](mailto:furbanek@kent.edu) | 330-672-1236
- Connect with an Admissions Counselor: U.S. Student | International Student

For more information about graduate admissions, visit the graduate admission website. For more information on international admissions, visit the international admission website.

## Admission Requirements

- Bachelor's degree from an accredited college or university
- Minimum 2.750 undergraduate GPA on a 4.000-point scale
- Official transcript(s)
- Résumé
- English language proficiency - all international students must provide proof of English language proficiency (unless they meet specific exceptions) by earning one of the following:
  - Minimum 550 TOEFL PBT score
  - Minimum 79 TOEFL IBT score
  - Minimum 77 MELAB score
  - Minimum 6.5 IELTS score
  - Minimum 58 PTE score
  - Minimum 110 Duolingo English score

## Application Deadlines

- **Fall Semester**
  - Rolling admissions
- **Spring Semester**
  - Rolling admissions
- **Summer Term**
  - Rolling admissions

## Program Requirements

### Certificate Requirements

Code	Title	Credit Hours
<b>Certificate Requirements</b>		
MGMT 64158	LEADERSHIP AND MANAGERIAL ASSESSMENT	2
MGMT 64160	LEADERSHIP AND ORGANIZATIONAL CHANGE	3
PACS 54040	NEGOTIATION	3
PACS 58080	MEDIATION: THEORY AND TRAINING	3
PACS 60004	ORGANIZATIONAL CONFLICT AND COOPERATION	3

**Minimum Total Credit Hours: 14**

## Graduation Requirements

Minimum Major GPA	Minimum Overall GPA
3.000	3.000

## Program Learning Outcomes

Graduates of this program will be able to:

1. Explain growth in self-awareness from completed managerial assessments.
2. Describe how to lead positive organizational change.
3. Demonstrate successful negotiation skills.
4. Demonstrate successful mediation skills.
5. Describe organizational conflict, organizational culture and collaboration, power dynamics, decision making and problem-solving in organizations.