LEADING THROUGH
CHALLENGE - GRADUATE CERTIFICATE

Ambassador Crawford College of Business and Entrepreneurship
Department of Management
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 | 330-672-2282
• Program Coordinator: Felecia Urbanek | 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.

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

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>MGMT 64158</td>
<td>LEADERSHIP AND MANAGERIAL ASSESSMENT</td>
<td>2</td>
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<tr>
<td>MGMT 64160</td>
<td>LEADERSHIP AND ORGANIZATIONAL CHANGE</td>
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<td>PACS 54040</td>
<td>NEGOTIATION</td>
<td>3</td>
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<td>PACS 58080</td>
<td>MEDIATION: THEORY AND TRAINING</td>
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<tr>
<td>PACS 60004</td>
<td>ORGANIZATIONAL CONFLICT AND COOPERATION</td>
<td>3</td>
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Minimum Total Credit Hours: 14

Graduation Requirements
Minimum Major GPA: 3.000
Minimum Overall GPA: 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.