

SAMPLE

EMERGING LEADERS PROGRAM

1

Quarter

General Management & Leadership Skills

Month 1

Sales & Management Overview

CMR eModules

Sales and Management Competencies

A Profile of Management and Leadership

Month 2

Communication Skills

CMR eModules

Effective Communication for Managers

Managing by Communicating

Month 3

Managing & Leading Teams

CMR eModules

How Managers Lead Teams

Team Development and Management

Each month included a related article, TED Talk, reflection activity and a cohort call

Quarter 2

Driving Performance

Quarter 3

Coaching & Motivating

Quarter 4

Leadership & Self-Development

Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Solving Problems	Group Collaboration	Measuring & Driving Performance	Coaching Skills	Motivational Management	Managing Change	Theories of Leadership	Decision – Making Skills	Self-Management for Managers

CMR eModules

How Managers Solve Problems	Collaborating with Other Groups and Divisions	Measuring Performance	Coaching Employees	Motivating Healthcare Sales Professionals	Managing and Advocating Change	Theories and Principles of Leadership	Decision Making as a Function of Leadership	Self-Management for Managers
Conducting Team Meetings and Managing Conflict	Communicating Within Teams	Supervising for Performance	Training, Coaching, and Mentoring	Valuing Diversity in the Workforce	Managing Change in Today's Healthcare Environment	Leadership: The Most Important Manager Competency	How Managers Optimize Their Human Resources	

In addition to completing the two eModules, learners also:

- Read a related article or watched a related TED Talk
- Completed a reflection entry in their learning workbook
- Participated in a live cohort call/webinar led by a cohort leader

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