A. Course Description
   - Credits: 1.00
   - Lecture Hours/Week: 1.00
   - Lab Hours/Week: 0.00
   - OJT Hours/Week: 0
   - Prerequisites: None
   - Corequisites: None
   - MnTC Goals: None

This course will introduce you to the requirements of leaders and assist you in developing the skills and characteristics needed for effective leadership. Effective leadership is developed by a thorough understanding of the competencies of leaders. Individuals who complete the course are eligible to earn certification as a Sales Professional by passing an international certification exam. Prerequisites: None.

B. Course Effective Dates: 1/8/07 – Present

C. Outline of Major Content Areas
   - As noted on course syllabus

D. Learning Outcomes
   1. apply coaching strategies
   2. assess leadership on motivation
   3. build trust in teams
   4. cite a leadership vision and mission
   5. define effective leadership
   6. examine the characteristics and skills of effective leaders
   7. explore leadership styles
   8. illustrate leadership in decision making

E. Minnesota Transfer Curriculum Goal Area(s) and Competencies

F. Learner Outcomes Assessment
   - As noted on course syllabus
G. Special Information

None noted