Management Essentials for Engineers and Scientists is an intensive 4-day workshop that provides relevant and powerful business and management tools for engineers and scientists. Topics include management and leadership, business and finance, project management and product development. The workshop leverages engineering- and science-related case studies and projects to emphasize practical, immediately applicable skills and techniques.

**Who should participate?**
- Managers of engineers and scientists who are looking to hone their business and leadership skills
- Engineers and scientists on a technical management-focused career path
- Cross-functional team leaders who interface with scientists and engineers

**Curriculum**

- **Management and Leadership I: Understanding Individual Behavior**—Personality modeling, attitudes and emotions in organizations, motivating for performance, managerial decision making
- **Management and Leadership II: Interpersonal and Organizational Dynamics**—Team effectiveness, diversity, conflict resolution and negotiation, leading others
- **Business and Finance**—Financial statements, cost analysis, profitability analysis, budgeting, investment and rate of return
- **Project Management**—Project management components and tools, planning a project, executing and controlling a project, closing a project, introduction to Microsoft Project

**Product Development**—Importance of product development, product development stages, Stage-Gate process, idea generation, design and development, product launch

**Schedule**
April 24–27, 2017; Mon.–Thurs., 8:30 a.m.–4:30 p.m.

**Location**
University of Delaware Newark Campus
Professional Engineering Outreach Classroom
111 South Main St., Newark, DE
(Note: This program can be customized and taught at your location to meet your organization’s management training needs. For more information, contact Donna Molinda at dmolinda@udel.edu.)

**Cost and Available Discounts**
$2,495. Various discounts are available, including military/veterans discount, UD student/alumni discount, group discount for two or more registrations from the same organization and an early-bird discount through April 3, 2017. Please call 302-831-7600 for details.

**For more information**
Please call 302-831-7600, email continuing-ed@udel.edu or visit pcs.udel.edu/engineering-management.