


# CMED 2019 Pre-Conference Workshops, Certifications and Deep Dive Sessions

Tuesday, Nov 12, 2019	Wednesday, Nov 13, 2019	Thursday, Nov 14, 2019	Friday, Nov 15, 2019	Year 2020
	Leadership Development Experience*			CMED 2019 Conference Begins 
		PC-2: Director's Forum (Parts A&B)	DD-1: Finance for Directors	
Certificate 1: Certified Trainer in Workplace Conflict Resolution**		Certificate 2: Conflict Dynamics Profile	Certificate 3: Entrepreneurial Mindset Profile	
	Sales Institute			
		PC-1: Online Marketing for Open Enrollment	DD-4: Building a Foundation for Innovation	
		PC-3: Business Simulation	DD-3: Financial Statements – Just a Game?	
		PC-4: Customer Experience	DD-2: Developing a leadership development program	6 Webinars, Presentations, Closing – 11/23/20

\* **Leadership Development Experience (LDE)** starts on Wednesday, Nov 13<sup>th</sup> and includes Director's Forum on Thursday and Advanced Finance for Center Directors on Friday morning. In 2020 LDE participants will take part in 6 webinars, develop presentations, and participate in the closing ceremony on Nov 23, 2020.

\*\* Registration for the **Certified Trainer in Workplace Conflict Resolution** includes registration for the Conflict Dynamics Profile as one of the requirements.