**Leading and Motivating People** explores the theories, models, and research findings concerned with human motivation and behavior most relevant to the task of leading people to achieve positive and timely results. It includes an introduction to leadership theory, cognitive development and human motivation theories. The course then applies this knowledge to the development of self-mastery and interpersonal skills, the enhancement of employee morale, and the building of healthy and effective teams.

**Financial Information for Managers** presents the principal concepts in public financial management - focusing on the national, state and local levels of government. The course examines how budgeting is a process whereby various competing interests and programs are reconciled through a series of analytic discussions, detailed program analyses, as well as political compromise.

**Managing Public Organizations** begins with a discussion on the nature of public administration and moves to organization theory and the effect of structure on organizational behavior. The course is designed to go beyond a conceptual framework of public management by helping students develop the insights and skills necessary to manage daily and to lead government organizations. Case studies are examined to provide real life context for the course content.

**Information Policy and Technology** examines the policy challenges posed by the “Information Revolution,” focusing on the growth of the global Internet and the digital economy. The course explores the evolving public policies regarding information and information technology especially as they are used in the public sector. Emphasis is on U.S. Federal policies although comparisons and contrasts to other nations as well as state and local government are discussed. In addition, contrasts and similarities are drawn between public and private sector strategic information management.
Executive Master of Public Management
UNIVERSITY of MARYLAND
SCHOOL of PUBLIC POLICY

FALL 2017
August 25 – December 16

*Moral and Ethical Dimensions of Public Management and Leadership* explores the moral issues involved in public policy and management questions. These issues include: the limits and usefulness of decision-making tools; problems of choosing and using criteria to judge a program’s success; ethical issues involving income distribution; and possible obligations beyond one’s political community. Case studies emphasize the dilemmas that managers face in making and communicating decisions.

*Managing Across Sectors: Public, Private and Not-For-Profit* reviews the concept of cross-sector governance and provides both theoretical understanding and practical grounding. The course focuses on the roles and relationships of institutions in each of these sectors in pursuing public purposes such as emergency management, economic development, environmental protection, transportation, education, and human investment.

*Policy Analysis for Managers* develops skills in the use of data and data presentation that are valuable in the everyday work of public managers. The course emphasizes the underlying themes and trends behind information and how to persuasively present arguments using data.

SPRING 2018
January 5 – May 5

*Leadership in Groups and Organizations* emphasizes how an understanding of group and organizational life is a critical leadership competency. Through interactive dialogue, this course offers a strategic understanding of group relations associated with the exercise of leadership and authority in group, inter-group, networked, and organizational settings.

*Tactics and Principles of Negotiations* introduces the concepts of interest based negotiations and equips students to conduct negotiations successfully. Domestic and foreign policy examples are used to demonstrate how to analyze the negotiating techniques of others. The course blends skill-building exercises, theory discussions, and dialogue.

*21st Century Policy Challenges* provides an overview of the policy development process in the context of a number of key areas: defense policy, social policy, America’s role in the world, and environmental policy. The course focuses on how managers must lead within a larger policy context and how knowledge of broader agency issues impacts management.
This is the default tuition plan if you follow the advertised curriculum schedule. If you participate in coursework at a different pace, you will be billed $4,725 per course.

January 6, 2017  $14,175
June 2, 2017    $4,725
August 25, 2017 $14,175
January 5, 2018 $14,175

The entire program fee for the class starting in January of 2017 is $47,250.

The School of Public Policy is eager to assist you with tuition and financial aid questions. It is the responsibility of the participant, however, to ensure that employer sponsored payment and reimbursement plans, financial aid forms, and fellowship requests have been activated and approved by the due dates listed above.

Please visit http://www.financialaid.umd.edu/ for detailed financial aid information or call for an appointment at 301.314.9000.