



2015 FALL & 2016 SPRING

Professional Development Center

We are Cleveland's competency-based Professional Development Center offering digital credentials that help prepare YOU for success.

- **Competency-Based Professional Development:** Our programs increase learner retention through application, which results in a more productive workforce. Students demonstrate their competence by successfully completing a course assessment.
- **Digital Credentials:** Give employers, clients and colleagues the ability to instantly verify student mastery of learning and see what the earned credential qualifies the student to do as a result of course completion.
- **All-Inclusive:** Each course includes materials, course assessments, coffee, snacks, lunch and on-site parking.
- **Educated and Experienced Instructors:** Our instructors are PhDs, MBAs, CPAs, CFAs, SHRM-certified and offer real world business experience and acumen. Many hold leadership positions in Northeast Ohio organizations and have taught at the graduate and undergraduate levels.
- **Convenient Hours:** Flexible schedules are an attractive option for busy professionals.
- **Cost-Effective:** Designed to minimize travel expenses and time away from work.
- **Networking Opportunities:** Learn from instructors and colleagues with a variety of industry experiences.
- **Customized Corporate Training:** Call us at 216-687-6957 to learn more.

Course Schedule Inside

- ▶ ACCOUNTING & FINANCE
- ▶ BUSINESS MANAGEMENT
- ▶ HR & ORGANIZATIONAL DEVELOPMENT
- ▶ INFORMATION TECHNOLOGY
- ▶ LEADERSHIP
- ▶ SALES & MARKETING
- ▶ WEBINARS



csuohio.edu/ProDev



216-687-6957

Course Schedule Key

DAYS

M=Monday / T=Tuesday / W=Wednesday R = Thursday / F=Friday / S=Saturday

CAMPUS

D=Downtown / W=Westlake

ACCOUNTING & FINANCE

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
Certified Internal Auditor 1 (CIA)Exam Prep	9/8/15	9/17/15	TR	6:00 p.m.	9:00 p.m.	D	\$895	12
Certified Internal Auditor 2 (CIA)Exam Prep	10/20/15	10/29/15	TR	6:00 p.m.	9:00 p.m.	D	\$895	12
Detection and Prevention of Organizational Fraud	10/30/15	10/30/15	F	8:00 a.m.	5:00 p.m.	D	\$695	8
Certified Internal Auditor 3 (CIA) Exam Prep	11/17/15	12/15/15	TR	6:00 p.m.	9:00 p.m.	D	\$1,395	24
Preparing a 1040 Tax Form	1/30/16	1/30/16	S	8:30 a.m.	4:30 p.m.	D	\$299	7
Certified Management Accountant (CMA) Exam Prep Part 2	2/20/16	3/26/16	S	9:00 a.m.	4:00 p.m.	D	\$1,995	36
Finance and Accounting for the Non-Finance Manager	3/11/16	3/11/16	F	8:30 a.m.	4:30 p.m.	D	\$299	7

BUSINESS MANAGEMENT

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
Six Sigma Green Belt Certification	9/12/15	11/21/15	S	9:00 a.m.	4:00 p.m.	W	\$1,695	36
Six Sigma Yellow Belt Certification	9/14/15	9/22/15	MT	6:00 p.m.	9:30 p.m.	W	\$695	14
Securing Your Business Documents	9/14/15	9/23/15	MW	6:00 p.m.	9:30 p.m.	W	\$695	14
Project Management Essentials	9/21/15	9/23/15	MTW	8:30 a.m.	4:30 p.m.	D	\$1,140	21
Effective Writing For Business	10/1/15	10/1/15	R	8:30 a.m.	4:30 p.m.	D	\$325	7
Critical Thinking and Problem Solving	10/2/15	10/16/15	F	8:30 a.m.	4:30 p.m.	D	\$695	14
Certified Business Analyst (CBAP)	10/5/15	10/21/15	MW	6:00 p.m.	9:30 p.m.	D	\$1,695	21
Leading Engaging Meetings	10/5/15	10/5/15	M	8:30 a.m.	4:30 p.m.	D	\$325	7
Effective Business Communication & Presentation Skills	10/6/15	10/15/15	TR	6:00 p.m.	9:30 p.m.	D	\$695	14
Listening & Asking Clarifying Questions	10/6/15	10/8/15	TR	6:00 p.m.	9:30 p.m.	D	\$325	7
Document & Content Management Foundations	10/19/15	10/28/15	MW	6:00 p.m.	9:30 p.m.	W	\$695	14
Editing Strategies for Success	10/23/15	10/23/15	F	8:30 a.m.	4:30 p.m.	D	\$325	7
Mastering the Requirements Process	10/26/15	11/4/15	MW	6:00 p.m.	9:30 p.m.	D	\$695	14
Project Management Professional (PMP) Prep	11/4/15	11/6/15	WRF	8:30 a.m.	4:30 p.m.	D	\$1,795	36
Developing Use Cases	11/9/15	11/23/15	MW	6:00 p.m.	9:30 p.m.	D	\$695	14
PMI Agile Certified Practitioner (PMI-ACP)Exam Prep	12/16/15	12/18/15	WRF	8:30 a.m.	4:30 p.m.	W	\$1,795	36
Project Management Professional (PMP) Prep	1/18/16	1/20/16	MTW	8:30 a.m.	4:30 p.m.	D	\$1,795	36
Crafting Policies and Procedures	2/19/16	2/19/16	F	8:30 a.m.	4:30 p.m.	D	\$325	7
Project Management Essentials	3/2/16	3/4/16	WRF	8:30 a.m.	4:30 p.m.	D	\$1,140	21
Bid, Grant and Proposal Writing	3/24/16	3/25/16	RF	8:30 a.m.	4:30 p.m.	D	\$695	14

HR & ORGANIZATIONAL DEVELOPMENT

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
SHRM-CP/SCP Certification Prep	8/22/15	10/24/15	S	8:30 a.m.	4:30 p.m.	W	\$1,695	42
SHRM Essentials of Human Resources Management	9/12/15	9/19/15	S	8:30 a.m.	4:30 p.m.	D	\$795	14
Customer Service Essentials	10/9/15	10/9/15	F	8:30 a.m.	4:30 p.m.	D	\$325	7
SHRM-CP and SHRM-SCP Test Prep Review	10/19/15	12/23/15	MR	6:00 p.m.	9:30 p.m.	D	\$1,695	42
SHRM-CP/SCP Certification Prep Online	11/2/15	12/11/15	n/a	n/a	n/a	Online	\$1,595	2.4
Crucial Conversations	11/13/15	11/20/15	F	8:30 a.m.	4:30 p.m.	D	\$695	14
SHRM-CP and SHRM-SCP Test Prep Review	1/30/16	4/9/16	S	9:00 a.m.	4:30 p.m.	D	\$1,695	42
Improving Cross-Cultural Communication	2/26/16	2/26/16	F	8:30 a.m.	4:30 p.m.	D	\$325	7
Time Management	3/5/16	3/12/16	S	9:00 a.m.	1:00 p.m.	D	\$325	7
Professional Ethics	3/11/16	3/11/16	F	8:30 a.m.	4:30 p.m.	D	\$325	7
SHRM-CP and SHRM-SCP Test Prep Review	3/21/16	6/2/16	MR	6:00 p.m.	9:30 p.m.	W	\$1,695	42
Creating a High Performance Team	3/23/16	4/6/16	W	6:00 p.m.	9:30 p.m.	W	\$695	10.5
Working with 4 Generations	4/8/16	4/8/16	F	8:30 a.m.	4:30 p.m.	D	\$325	7
Executive Support Professional	5/9/16	5/25/16	MW	6:00 p.m.	9:30 p.m.	W	\$995	21

INFORMATION TECHNOLOGY

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
HTML 5 & CSS	9/21/15	9/30/15	MW	6:00 p.m.	9:30 p.m.	W	\$695	14
Microsoft Office 2013 Basics	9/24/15	11/19/15	R	6:00 p.m.	9:30 p.m.	D	\$995	28
Crystal Reports XI Essentials	10/3/15	10/17/15	S	8:30 a.m.	4:30 p.m.	D	\$695	14
JavaScript & JQuery	10/5/15	10/21/15	MW	6:00 p.m.	9:30 p.m.	W	\$995	21
Python Training	10/5/15	12/2/15	MW	6:00 p.m.	9:30 p.m.	D	\$1,595	35
Everyday Excel	10/6/15	10/6/15	T	8:30 a.m.	4:30 p.m.	W	\$325	7
InDesign Complete	10/10/15	11/21/15	S	8:30 a.m.	4:30 p.m.	D	\$1,295	28
Mastering Excel Formulas & Functions	10/20/15	10/20/15	T	8:30 a.m.	4:30 p.m.	W	\$325	7
SQL I	10/20/15	10/29/15	TR	6:00 p.m.	9:30 p.m.	D	\$695	14
C-Suite Information Security	10/22/15	10/29/15	R	8:30 a.m.	4:30 p.m.	D	\$695	14
Mastering Excel Power Pivot Tables	10/27/15	10/27/15	T	8:30 a.m.	4:30 p.m.	W	\$325	7
Mastering Mail Merges in Word	10/27/15	10/29/15	TR	6:00 p.m.	9:30 p.m.	D	\$325	7
Intro to Node	10/28/15	11/4/15	W	6:00 p.m.	9:30 p.m.	D	\$325	7
Mastering Excel Formatting & Printing	11/3/15	11/3/15	T	8:30 a.m.	4:30 p.m.	W	\$325	7
Using Excel for Data Analysis	11/3/15	11/12/15	T	8:30 a.m.	4:30 p.m.	W	\$695	14
Producing Videos for the Web	11/3/15	11/19/15	TR	6:00 p.m.	9:30 p.m.	D	\$925	21
Object Oriented Programming	11/16/15	11/25/15	MW	6:00 p.m.	9:30 p.m.	W	\$695	14
Mastering Excel Visuals (Charts & Graphs)	11/17/15	11/17/15	T	8:30 a.m.	4:30 p.m.	W	\$325	7
SQL II	11/17/15	11/19/15	TR	6:00 p.m.	9:30 p.m.	D	\$325	7

INFORMATION TECHNOLOGY - CON'T

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
Ruby Programming	1/23/16	3/19/16	S	8:30 a.m.	4:30 p.m.	D	\$1,595	35
Introduction to Java Programming using Eclipse	2/9/16	3/16/16	TR	6:00 p.m.	9:30 p.m.	W	\$1,595	35
Microsoft Project Complete	2/9/16	2/18/16	TR	6:00 p.m.	9:30 p.m.	W	\$695	14
Everyday Excel	2/22/16	2/24/16	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
Mastering Excel Formulas & Functions	2/29/16	3/2/16	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
Illustrator Complete	3/5/16	4/16/16	S	8:30 a.m.	4:30 p.m.	D	\$1,295	28
Mastering Excel Formatting & Printing	3/7/16	3/9/16	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
Big Data Management Systems Overview	3/13/16	3/20/16	MTWRF	8:30 a.m.	4:30 p.m.	D	\$1,995	35
Producing Videos for the Web	3/14/16	3/30/16	MW	6:00 p.m.	9:30 p.m.	D	\$925	21
User Experience (UX) Design Essentials	3/21/16	3/30/16	MW	6:00 p.m.	9:30 p.m.	D	\$695	14
SQL I	3/24/16	3/31/16	R	8:30 a.m.	4:30 p.m.	W	\$695	14
Ruby with Rails	4/2/16	5/28/16	S	8:30 a.m.	4:30 p.m.	D	\$1,595	35
Mastering Excel Visuals (Charts & Graphs)	4/4/16	4/6/16	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
Introduction to PHP & MySQL	4/4/16	5/11/16	MW	6:00 p.m.	9:30 p.m.	W	\$1,595	42
The Java Programming Language	4/5/16	5/5/16	TR	6:00 p.m.	9:30 p.m.	W	\$1,595	35
Mastering Excel Power Pivot Tables	4/18/16	4/20/16	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
SQL II	4/21/16	4/21/16	R	8:30 a.m.	4:30 p.m.	W	\$325	7
Using Excel for Data Analysis	5/2/16	5/11/16	MW	6:00 p.m.	9:30 p.m.	D	\$695	14
Java SE Certification Prep	5/24/16	6/23/16	TR	6:00 p.m.	9:30 p.m.	W	\$1,595	35
Photoshop	6/6/16	6/15/16	MW	6:00 p.m.	9:30 p.m.	W	\$695	14

LEADERSHIP

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
Monte Ahuja Certificate of Leadership Excellence	9/11/15	6/17/16	F	8:30 a.m.	4:30 p.m.	D	\$5,995	80
The Emotionally Intelligent Leader	10/9/15	10/9/15	F	8:30 a.m.	4:30 p.m.	D	\$350	7
The New Supervisor: Leadership Training	11/10/15	11/17/15	T	8:30 a.m.	4:30 p.m.	D	\$695	14
Be an Influencer: Leading Change	11/13/15	11/13/15	F	8:30 a.m.	4:30 p.m.	D	\$350	7
5 Languages of Appreciation	11/19/15	11/19/15	T	8:30 a.m.	4:30 p.m.	D	\$350	7
Developing Individuals and Teams	1/15/16	1/15/16	F	8:30 a.m.	4:30 p.m.	D	\$350	7
Motivation – Applications of Dan Pink's Drive	2/11/16	2/12/16	RF	8:30 a.m.	4:30 p.m.	D	\$695	14
Mindful Leader and Stress Reduction	2/29/16	3/1/16	M	8:30 a.m.	4:30 p.m.	D	\$695	14
The New Supervisor: Leadership Training	3/14/16	3/15/16	MT	8:30 a.m.	4:30 p.m.	D	\$695	14
Crucial Accountability	3/18/16	3/18/16	F	8:30 a.m.	4:30 p.m.	D	\$350	7
Board Governance Excellence Part I	4/1/16	4/1/16	F	8:30 a.m.	4:30 p.m.	D	\$350	7
Thinking Lean	4/15/16	4/15/16	F	8:30 a.m.	4:30 p.m.	D	\$350	7
Professional Interactions in the Workplace	5/13/16	5/13/16	F	8:30 a.m.	4:30 p.m.	D	\$350	7

SALES & MARKETING DEVELOPMENT

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
Solution Selling I: Connecting with Customers	9/11/15	10/16/15	MW	9:00 a.m.	11:30 a.m.	W	\$695	14
Building Your Brand	9/21/15	9/23/15	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
Digital Marketing Strategies	9/28/15	10/7/15	MW	6:00 p.m.	9:30 p.m.	D	\$695	14
Sales and Marketing for the Small Business	10/15/15	10/22/15	R	8:30 a.m.	4:30 p.m.	W	\$695	14
Solution Selling I: Connecting with Customers	10/30/15	12/11/15	F	9:00 a.m.	11:30 a.m.	W	\$695	14
Solution Selling II: Business Development Strategy	10/30/15	12/11/15	F	9:00 a.m.	11:30 a.m.	W	\$695	14
Social Media for Business	11/2/15	11/10/15	MW	6:00 p.m.	9:30 p.m.	D	\$695	14
Search Engine Optimization	11/30/15	12/9/15	MW	6:00 p.m.	9:30 p.m.	D	\$695	14
Solution Selling III: Executing the Sales Process	1/22/16	2/26/16	F	9:00 a.m.	11:30 a.m.	W	\$695	14
Solution Selling II: Business Development Strategy	1/22/16	2/26/16	F	12:30pm	3:00 p.m.	W	\$695	14
Getting the most out of Google Analytics	2/22/16	2/24/16	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
Presentation Skills for Perfect Pitching	3/3/16	3/10/16	R	8:30 a.m.	4:30 p.m.	W	\$695	14
Content Marketing Strategies	3/7/16	3/9/15	MW	6:00 p.m.	9:30 p.m.	D	\$325	7
Solution Selling I: Connecting with Customers	3/25/16	4/29/16	F	9:00 a.m.	11:30 a.m.	W	\$695	14
Solution Selling III: Executing the Sales Process	3/25/16	4/29/16	F	12:30pm	3:00 p.m.	W	\$695	14
Writing & Editing for the Web	4/4/16	4/6/16	MW	6:00 p.m.	9:30 p.m.	D	\$325	7

WEBINARS – FREE!

Course Description	Start Date	End Date	Days	Start Time	End Time	Campus	Cost	Hours
Internet Security: Are hidden enemies lurking in your computer?	10/21/15	10/21/15	W	12:00 p.m.	1:00 p.m.	Online	FREE	1
Powerful Presentations	11/18/15	11/18/15	W	12:00 p.m.	1:00 p.m.	Online	FREE	1
Password Management Tips	2/17/16	2/17/16	W	12:00 p.m.	1:00 p.m.	Online	FREE	1
Everyday Data Protection: Backing up Simplified	3/16/16	3/16/16	W	12:00 p.m.	1:00 p.m.	Online	FREE	1
Are you LinkedIn?	4/20/16	4/20/16	W	12:00 p.m.	1:00 p.m.	Online	FREE	1
What's new in Windows 10 & Office 2016	5/18/16	5/18/16	W	12:00 p.m.	1:00 p.m.	Online	FREE	1
21st Century Etiquette	6/15/16	6/15/16	W	12:00 p.m.	1:00 p.m.	Online	FREE	1

► Professional Development Certificates



- Digital Marketing Professional Certificate
- Jr. Java Developer Certificate
- Monte Ahuja Certificate of Leadership Excellence
- Sales Professional Certificate
- UI Web Designer Certificate

► Share your achievement through Digital Credentials



**COURSE
BADGES**



**CERTIFICATE
BADGES**

Share your professional achievements and skills with earned professional digital credentials, also known as online badges. By clicking on the digital credential, viewers are brought to a 3rd party verification page which confirms and provides detailed information.

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Competency-based professional development that gets recognized®



Our online courses are affordable, fun, fast, convenient, and geared just for you.

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Enjoy the greatest commute to class possible with the mobility of Online Learning. Experience the value of taking courses on your own time with **more than 300 courses offered** year round. Seize the opportunity to prepare for employment in progressive industries and for professional certification exams in highly-desired fields such as Project Management, Accounting, Web Design, Computer Programming, Business and Marketing.

We offer a wide range of highly interactive courses that you can take entirely online. All of our courses are led by expert instructors, many of whom are nationally known authors. Our online courses are affordable, fun, fast, convenient and geared just for you.

OFFERED MONTHLY | 6-WEEKS LONG | INSTRUCTOR AVAILABLE

Whether you're looking for professional development or personal enrichment, these six-week online courses are the perfect way to learn a new skill or enhance your existing ones. You'll spend roughly two to four hours each week completing two engaging lessons in an enjoyable, interactive learning environment. Expert instructors develop and lead every course, and you'll be able to interact with them and with fellow students in lively online discussion areas. New sessions start every month, so you can sign up anytime. Upon completing a course with a passing score, you'll get an award of completion.

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Training is targeted, in-time, and relevant.

Corporate Training

Our corporate training solutions are designed to make a difference in your bottom line. With our team of learning experts, we create:

CUSTOMIZED CURRICULUM | INTERACTIVE LEARNING SOLUTIONS
TARGET LESSON PLANS | COMPETENCY-BASED LEARNING ASSESSMENTS

We design unique, context-based training solutions specific to your company needs. Training is targeted, in-time and relevant. The content designed will be customized to use industry-specific examples. The customized training we design strives to increase learner retention which results in a more productive workforce. We offer a proven design process that is repeatable and ensures the development of high-quality learning solutions including classroom, lab, on-the-job training and online hybrid interactive programs.

Discounts

- Register 4+ students in the same course save 10%
- Register the same group in an additional course save 15%
- Current CSU Students save 20%
- CSU Alumni save 10%
- Organization Members save 5%

ADDITIONAL DISCOUNTS are available for corporate training

DESIGN YOUR CORPORATE TRAINING TODAY | 216-687-6957

To initiate the design and development of your customized training plan we will meet with you to conduct a needs assessment to determine the learning outcomes required. We then collaborate on an instruction method tailored to your needs. Corporations can choose from our current open enrollment offerings or we can customize the content as well.

The Professional Development Center is part of the Centers for Outreach and Engagement.



Monte Ahuja College of Business

**CENTERS FOR
OUTREACH & ENGAGEMENT**



The Centers for Outreach & Engagement

CLEVELAND'S CONNECTION BETWEEN ACADEMIA AND THE MARKETPLACE.

Offering business resources and support, the Centers provide innovative programming and help to craft curriculum, propel businesses forward and foster strong partnerships within the Cleveland area business community.

THE CENTERS, HOUSED WITHIN THE MONTE AHUJA COLLEGE OF BUSINESS, INCLUDE:



► **Professional Development Center**

The Professional Development Center in the Monte Ahuja College of Business at Cleveland State University prepares Cleveland's professionals for growth in their careers. Offering competency-based curriculum, digital credentials and an overall quality education, instructors are some of the strongest minds in the industry – many of them are College of Business faculty dedicated to working with individuals to deliver the skills and education needed, while offering flexible hours to work within your busy schedule.



► **Center for Innovation and Entrepreneurship**

The Center for Innovation and Entrepreneurship provides an engaged learning experience for students by carefully planning key events that inspire, instill and incentivize the spirit of innovation. For the Northeast Ohio business community, the Center provides valuable insights, research and connection touchpoints with Cleveland State University alumni, students, faculty and staff. The Center includes the Cleveland State University Small Business Development Center (SBDC), which was honored by the U.S. Small Business Administration with the Ohio Small Business Development Center Excellence and Innovation award.



► **Center for Sustainable Business Practices**

The Center for Sustainable Business Practices at the Monte Ahuja College of Business offers current and future business leaders a multidisciplinary approach to learning and implementing sustainability initiatives. Real and immediate value is added for Northeast Ohio business through connections to cutting-edge research and service-learning projects with our business students. The Center focuses on businesses, faculty and students using best practices to integrate sustainability initiatives to create a triple impact socially, environmentally and financially.



► **Global Business Center**

The Monte Ahuja College of Business and its Global Business Center, both integral parts of the global emphasis at Cleveland State University, fundamentally elevate Northeast Ohio global success by providing expert service through extensive collaboration with global business faculty and applied research, delivery of international business-focused academic programs, expert counseling services through our International Trade Assistance Center (ITAC) and superior training programs such as GlobalTarget. The Global Business Center also partners with the Cleveland USEAC and others to deliver quality programming designed to support Northeast Ohio businesses as they approach international business challenges.



Visit us on social media



Monte Ahuja
College of Business

PROFESSIONAL DEVELOPMENT CENTER

csuohio.edu/ProDev / 216-687-6957

Professional Development Center

We are Cleveland's competency-based Professional Development Center offering digital credentials that help prepare YOU for success.

Credits

- CEUs
- CPEs = CEU x10
- PDUs = CEU x10
- SHRM
- BELTSS
- HRCI

Certificates

- Digital Marketing Professional Certificate
- Jr. Java Developer Certificate
- Monte Ahuja Certificate of Leadership Excellence
- Sales Professional Certificate
- UI Web Designer Certificate

Discounts

- Corporate Discounts:
Register 4+ students in the same course save 10%.
Register the same group in an additional course save 15%
- Current CSU Students save 20%
- CSU Alumni & SBDC members save 10%
- Organization Members save 5%

New

PROFESSIONAL DEVELOPMENT BUSINESS BOOK SERIES

Dates	Books
9/4/15 & 10/16/15	<i>Intentional Leadership</i> by Jane A. G. Kise
11/6/15 & 12/18/15	<i>The Advantage: Why Organizational Health Trumps Everything Else In Business</i> by Patrick M. Lencioni
1/22/16 & 3/4/16	<i>The Mindful Leader: Awakening Your Natural Management Skills</i> by Michael Carroll
4/1/16 & 5/27/16	<i>Human Capital Management: Leveraging Your Workforce for a Competitive Advantage</i> by Mark Salsbury

- Join us for breakfast! We will read and discuss leading business books. Each session meets twice for two hours. Fee includes the book, breakfast, parking and networking. \$59 each or \$225 when you register in all 4.