

To register, either complete the form below and fax it to our office at +1.607.255.8749 or mail it to:  
Office of Executive Education, School of Hotel Administration, Cornell University, 149 Statler Hall, Ithaca, NY 14853-6902 USA.  
Or apply online at <http://hotelschool.cornell.edu/execed/online/application>

**Biographical Information** Please print clearly.

Name  Mr.  Ms.

First \_\_\_\_\_ Middle \_\_\_\_\_ Last \_\_\_\_\_

Job Title \_\_\_\_\_ Company \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_

State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Email \_\_\_\_\_ Business Tel \_\_\_\_\_ Business Fax \_\_\_\_\_

**Enroll in a Certificate Program** (See <http://www.hotelschool.cornell.edu/industry/executive/online/cert/>)

To earn one of the Hotel School's ten online certificates, take a focused course series in a particular discipline. Component courses are indicated in the course list below. Select a certificate or skip to the next section to choose individual courses. The Certificate sequences include incentive pricing. Contact us for payment plans.

Cornell Certificates	Price	Preferred Start Mo/Yr
<input type="checkbox"/> (MH): Master Certificate in Essentials of Hospitality Management (six 15-hr courses)	\$5,153 total	_____
<input type="checkbox"/> (MF): Master Certificate in Foodservice Management (eight 15-hr courses)	\$6,870 total	_____
<input type="checkbox"/> (CL): Executive Leadership: Preparing for an Uncertain Future (four 6-hr courses)	\$2,250 total	_____
<input type="checkbox"/> (CB): Financial Management for Making Business Decisions (two 12-hr courses)	\$2,156 total	_____
<input type="checkbox"/> (CF): Foodservice Management (four 15-hr courses)	\$3,893 total	_____
<input type="checkbox"/> (CT): Leading Management Teams (six 6-hr courses)	\$3,138 total	_____
<input type="checkbox"/> (CM): Hospitality Marketing (two 15-hr courses, two 6-hr courses)	\$3,139 total	_____
<input type="checkbox"/> (RE): Hotel Real Estate Investments & Asset Management (six 6-hr courses)	\$3,375 total	_____
<input type="checkbox"/> (RM): Hotel Revenue Management (five 6-hr courses)	\$2,546 total	_____
<input type="checkbox"/> (SM): Strategic Hospitality Management (five 6-hr courses)	\$2,789 total	_____

If you enroll in a certificate series, an enrollment counselor will contact you to help you arrange your course schedule.

**Enroll in Individual Courses** (See <http://www.hotelschool.cornell.edu/industry/executive/online/courses.html>)

Individual Online Courses	Related Certificate(s)	Price	Preferred Start Mo/Yr
<b>Finance &amp; Accounting</b>			
<input type="checkbox"/> Principles of Financial Accounting in the Hospitality Industry	MH option, MF option	\$1,145	_____
<input type="checkbox"/> Managerial Accounting in Action	MH option	\$1,145	_____
<input type="checkbox"/> Thinking like a Financial Manager	CB, MH option	\$1,198	_____
<input type="checkbox"/> Understanding & Analyzing Financial Statements	CB, MH option, MF option	\$1,198	_____
<b>Foodservice Management</b>			
<input type="checkbox"/> Developing a Baseline for Restaurant Revenue Management	MF, CF	\$1,145	_____
<input type="checkbox"/> Developing & Implementing a Strategy for Restaurant Rev Mgm't	MF, CF	\$1,145	_____
<input type="checkbox"/> Foodservice Management Systems: Issues and Concepts	MF, CF	\$1,145	_____
<input type="checkbox"/> Foodservice Management Systems: Operations	MF, CF	\$1,145	_____
<b>General &amp; Strategic Management</b>			
<input type="checkbox"/> Creating Service Cultures		\$ 599	_____
<input type="checkbox"/> Managing Dynamic Teams	MH	\$1,145	_____
<input type="checkbox"/> Managing People More Effectively	MH, MF	\$1,145	_____
<input type="checkbox"/> Secrets of Phenomenal Customer Service		\$ 599	_____
<input type="checkbox"/> Understanding Team Dynamics	CT	\$ 599	_____

