

THE
CARLSON
SCHOOL

100

YEARS



CARLSON SCHOOL
OF MANAGEMENT

UNIVERSITY OF MINNESOTA

Why Salesforce

Request Information: Emerging Leaders Bootcamp

FIRST NAME*

PLEASE COMPLETE THIS
• REQUIRED FIELD.

LAST NAME*

PLEASE COMPLETE THIS
• REQUIRED FIELD.

EMAIL*

• PLEASE COMPLETE THIS REQUIRED FIELD.

PHONE NUMBER

JOB TITLE*

• PLEASE COMPLETE THIS REQUIRED FIELD.

COMPANY NAME*

• PLEASE COMPLETE THIS REQUIRED FIELD.

Request Brochure

HubSpot

Lighting App Page



Executive Education



Tasks

Exec Ed Form Submissions Past 30 Days

15+ items • Sorted by Due Date • Filtered by all tasks - Subject, Due Date • Updated 20 minutes ago

	Due Date ↓	Subject
1	2/25/2020	Submitted Form 'General Request Course Catalog (Hubspot)'
2	2/24/2020	Submitted Form 'General Request Course Catalog (Web)'
3	2/24/2020	Submitted Form 'MBA Essentials (Hubspot)'
4	2/24/2020	Submitted Form 'Pop-up form: WIL- Info'
5	2/24/2020	Submitted Form 'Digital Marketing - Strategy, Analytics, and AI (Web)'
6	2/24/2020	Submitted Form 'Digital Marketing - Strategy, Analytics, and AI (Web)'
7	2/24/2020	Submitted Form 'General Request Course Catalog (Web)'
8	2/24/2020	Submitted Form 'General Request Course Catalog (Hubspot)'
9	2/24/2020	Submitted Form 'Pop-up form: MBA Essentials- Info'
10	2/24/2020	Submitted Form 'Pop-up form: DMKT- Info'
11	2/24/2020	Submitted Form 'Digital Marketing - Strategy, Analytics, and AI (Web)'
12	2/24/2020	Submitted Form 'Pop-up form: LTC- Info'
13	2/24/2020	Submitted Form 'Leading Transformational Change (Web)'
14	2/24/2020	Submitted Form 'Leading Transformational Change (Web)'
15	2/24/2020	Submitted Form 'Pricing for Profitable Decision Making (Web)'

Lighting App Page Part 2

Leads All Open Leads

10+ items • Sorted by Hubspot Score • Filtered by all leads - Lead Status, Converted • Updated 20 minutes ago

Search this list...

<input type="checkbox"/>	Name	Company Name	Title	Phone	Email	Hubspot Score ↓	Created Date	
1	<input type="checkbox"/>	University of Minnesota	HR Director			11	10/18/2018, 11:52 ...	▼
2	<input type="checkbox"/>	Target	VP Sourcing			9	8/6/2019, 6:20 PM	▼
3	<input type="checkbox"/>	University of Minnesota	Administrative Director			8	12/11/2017, 3:37 AM	▼
4	<input type="checkbox"/>	Illume	Vice President - Creative			8	10/18/2018, 11:52 ...	▼
5	<input type="checkbox"/>	Kraus-Anderson	Director Of Development			8	6/20/2019, 11:57 PM	▼
6	<input type="checkbox"/>	University of Minnesota	Associate Director of Enr...			8	11/26/2019, 8:53 PM	▼
7	<input type="checkbox"/>	Winslow Capital Manage...	Director, Investment Op...			8	2/21/2020, 11:14 AM	▼
8	<input type="checkbox"/>	Nuvaira, Inc.	Marketing Associate			8	2/21/2020, 1:27 PM	▼
9	<input type="checkbox"/>	Carlson Wagonlit Travel	Director, Client Service C...			7	12/11/2017, 2:57 AM	▼
10	<input type="checkbox"/>	Minneapolis College of A...	Director of Student Acco...			7	3/15/2018, 2:10 PM	▼

Leads New Leads This Week

10 items • Sorted by Hubspot Score • Filtered by all leads - Created Date, Lead Status, Converted • Updated 20 minutes ago

<input type="checkbox"/>	Name	Company Name	Title	Phone	Email	Hubspot Score ↓	Created Date	
1	<input type="checkbox"/>	United Properties	Director of Marketing- Senior Liv...			7	2/24/2020, 11:52 AM	▼
2	<input type="checkbox"/>	Canadian Pacific	Finance Business Partners			7	2/24/2020, 3:17 PM	▼
3	<input type="checkbox"/>	Cantel	Product Manager			6	2/24/2020, 2:54 PM	▼
4	<input type="checkbox"/>	Target	Director-Merchandising Operati...			5	2/24/2020, 8:14 AM	▼
5	<input type="checkbox"/>	All American Foods, Inc.	President			5	2/24/2020, 8:21 AM	▼
6	<input type="checkbox"/>	King & Prince Seafood	VP Human Resources			5	2/24/2020, 1:55 PM	▼



Integration with Salesforce

Course Connections

Exec Ed Open Enrollments Last Week

23 items • Sorted by Course Connection ID • Filtered by all course connections - Record Type, Section Number, Date of Transaction • Updated 22 minutes ago

Search this list...

	<input type="checkbox"/>	Cour... ↑	Course Name	Contact	Company Name	Job Title	Date of Tr...	Revenu...	Payment...	Course Discount	Status
1	<input type="checkbox"/>	CC-5122	05 - 20 WIL		Optum	Portfolio Director	2/17/2020				Enrolled
2	<input type="checkbox"/>	CC-5125	04 - 20 PEOPLE				2/18/2020				Enrolled
3	<input type="checkbox"/>	CC-5127	04 - 20 PEOPLE				2/18/2020				Enrolled
4	<input type="checkbox"/>	CC-5129	03 - 20 ELB				2/18/2020			CSOM NatureWorks...	Transfer
5	<input type="checkbox"/>	CC-5130	03 - 20 ELB				2/18/2020			CSOM NatureWorks...	Transfer
6	<input type="checkbox"/>	CC-5131	01 - 20 ELB				2/18/2020			CSOM NatureWorks...	Enrolled
7	<input type="checkbox"/>	CC-5132	01 - 20 ELB				2/18/2020			CSOM NatureWorks...	Enrolled
8	<input type="checkbox"/>	CC-5133	03 - 20 ELB		Keyot	Delivery Manager	2/18/2020			CSOM Keyot partner...	Enrolled
9	<input type="checkbox"/>	CC-5134	03 - 20 ELB		Keyot	Delivery Manager	2/18/2020			CSOM Keyot partner...	Enrolled
10	<input type="checkbox"/>	CC-5135	03 - 20 STRAT		Platinum Bank	Controller	2/18/2020			CSOM Final Course ...	Enrolled
11	<input type="checkbox"/>	CC-5136	03 - 20 ELB		Frauenschuh, Inc.	Associate Director of Fa...	2/18/2020				Enrolled
12	<input type="checkbox"/>	CC-5137	05 - 20 WIL		MinnPost	Audience Engagement ...	2/18/2020				Enrolled
13	<input type="checkbox"/>	CC-5144	04 - 20 Design Thinking			User Experience Desig...	2/19/2020			CSOM U of M Alum	Enrolled
14	<input type="checkbox"/>	CC-5145	04 - 20 PI		Upsher-Smith Laborato...	Associate Director - Qu...	2/19/2020				Enrolled
15	<input type="checkbox"/>	CC-5153	04 - 20 PEOPLE			Director of HR	2/20/2020				Enrolled
16	<input type="checkbox"/>	CC-5154	04 - 20 PEOPLE				2/20/2020				Enrolled
17	<input type="checkbox"/>	CC-5155	04 - 20 PI		Winnebago	Marketing Manager	2/21/2020				Enrolled
18	<input type="checkbox"/>	CC-5157	05 - 20 FNON		Amplifon	HR Manager	2/21/2020				Enrolled
19	<input type="checkbox"/>	CC-5158	05 - 20 FNON		Amplifon	Sr Manager HRBP	2/21/2020				Enrolled
20	<input type="checkbox"/>	CC-5159	04 - 20 NEGO		Kerry Taste & Nutrition	Account Manager	2/21/2020				Enrolled



Course Offering
Emerging Leaders Bootcamp

+ Follow

New Note

Change Record Type

Delete



Section Title	Section Number	Start Date	End Date	Capacity	Tuition Amount
Emerging Leaders Bootcamp	March 2020	3/3/2020	3/5/2020	40	\$3,500.00

Details Related Tutorials

Related List Quick Links ⓘ

- [Course Connection \(10+\)](#)
- [Opportunities \(10+\)](#)
- [Course Offering Discount \(10+\)](#)

Course	Emerging Leaders Bootcamp	System ⓘ	Destiny One (DORS)
Course Offering ID	EXEC X1067 003	Term	CY20
Section Title	Emerging Leaders Bootcamp	Approval Status	Final Approval
Section ID	003	Start Date	3/3/2020
Section Number	March 2020	End Date	3/5/2020

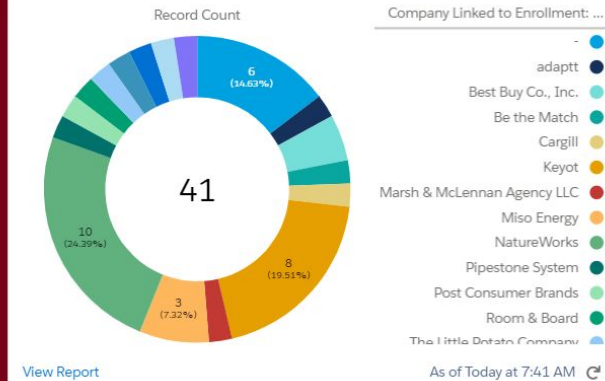
▼ Analysis

Total Enrollments ⓘ	41	Forecasted Seats ⓘ	25
Full Price Enrollments ⓘ	12	Pace Goal Seats ⓘ	24
Discounted Enrollments ⓘ	27	Pace Goal % ⓘ	94%
		Direct Expenses ⓘ	

▼ DORS Details

Tuition Amount ⓘ	\$3,500.00	Applicability	Public
Capacity	40	LMS Section ID	

Enrollment Report



Activity Chatter

New Task

Log a Call

Create a task... [Add](#)

Filters: All time • All activities • All types

Charts and Graphs

