

THE OFFICE OF PROFESSIONAL ADVANCEMENT
UNIVERSITY OF MIAMI

HOW CAN A PARTNERSHIP WITH OPA HELP YOUR BUSINESS SUCCEED?



UNIVERSITY OF MIAMI
DIVISION of CONTINUING
& INTERNATIONAL
EDUCATION



THE PITCH

With skill-based programs, OPA is the perfect way to sharpen specific capabilities within your organization and offer professional development opportunities to your employees. From business communications to project management to executive leadership certificates, we can help employees at every stage of their career lifecycle.

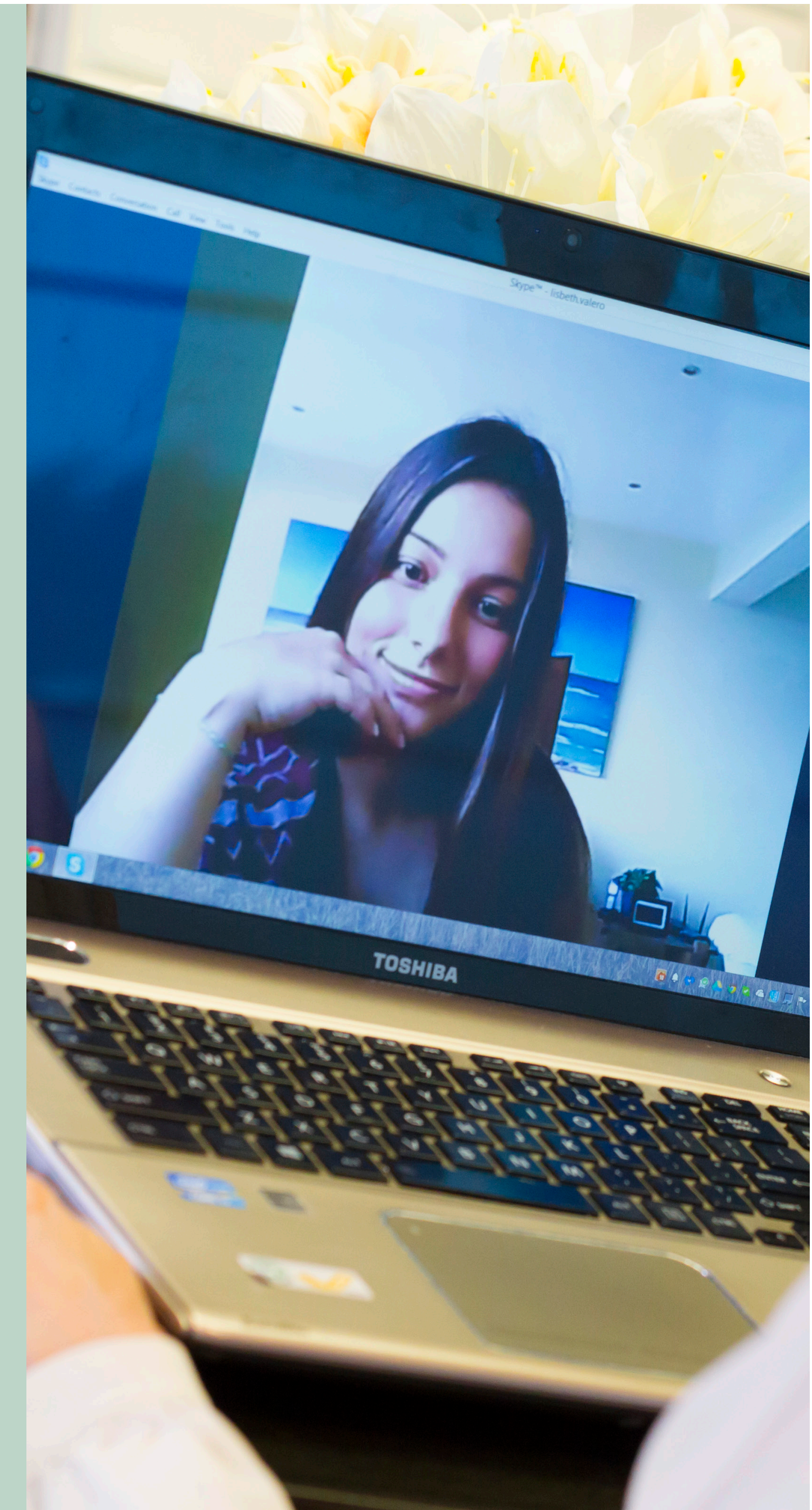
In a hybrid and remote workforce, employee engagement and professional development are more important than ever. To reduce turnover and boost retention, your employees need your investment in their long-term success. OPA provides the opportunity for your employees to build critical skills and bolster their business confidence with your commitment.

With the credibility of the University of Miami brand, a certificate course from the Office of Professional Advancement is led by one of our university instructors and is completed on your own time. Let the flexibility of online learning at the University of Miami transform your workforce.



HOW CAN OPA HELP MY ORGANIZATION REACH OUR BUSINESS GOALS?

The Office of Professional Advancement at the University of Miami provides credit and non-credit academic courses and certificates to a wide of variety of students, including businesses and corporations. **A partnership with OPA allows your organization access to thought leadership across the entire Division of Continuing and International Education (DCIE) and the University of Miami as a whole.** In addition to these certificate programs, DCIE is also home to departments that specialize in subjects like instructional design, distance learning, medical Spanish, and English for Law, among others.



WHAT CAN MY EMPLOYEES LEARN WITH OPA?

The Office of Professional Advancement is the future of continuing education. With skill-based certificate programs, OPA empowers students to build deep competencies that make them critical to employers without having to leave the workforce for a long-term learning institution. Boost your reputation with a strategic partnership with the University of Miami.

OPA provides over 50 certificates and courses in a wide range of sectors and industries such as Data Management, Education, Healthcare, Human Resources, Interior Design, Marketing, and more. A sample of our most popular certificate programs follows.

INDUSTRY SKILLS	LEADERSHIP SKILLS	GROWTH SKILLS	MANAGEMENT SKILLS	FOUNDATIONAL SKILLS
Interior Design	Ethical Business Decision-Making	Executive Certified Financial Planner Certificate Program	Group Facilitation	Business Communication
Allergy Diagnostics and Allergen Immunotherapy Training	Managing Organizational Change	Problem Solving and Decision-Making Strategies	Instructional Design and Technology	Fundamentals of Leadership
Electronic Medical Records	Executive Leadership	Conflict Resolution	Fundamentals of Delivering Training	Digital Marketing Bootcamp
Medical Billing and Coding	Organizational Leadership	Management and Supervision	Human Resource Management	Fundamentals of Philanthropy
Patient Advocacy	Alternative Methods of Problem Solving	Managing Cross-Functional Teams	Society for Human Resource Management Certification	Fundamentals of Meeting Planning and Event Development
Paralegal		Project Leadership	Organizational Consulting	Cyber Security Professional Program
Green Professional Building Skills Training (GPRO)		Project Management Professional (PMP)		Innovation
Certified Professional Coach		Data Analytics		Nonprofit Fundraising and Development
Coding Boot Camp		Strategies for Successful Negotiation		Financial Plan Presentation Course
Negotiation Skills for the Event Planner		Grant Writing		
Building Expertise in Administration and Management (Public Health)		Nonprofit Operational Management		

CAN I CUSTOMIZE A CERTIFICATE FOR MY TEAM?

Yes! **When there is a unique combination of skills your team wants to build, our world-class instructors can design a program that is specific to your needs.** As a department within the Division of Continuing and International Education, we have access to instructional design experts and academic innovators that are constantly updating our programs to keep our student experience ahead of the curve. Whether you want to combine facets of our existing programs or design a new curriculum from scratch, we have in-house experts who specialize in creating custom continuing education programs you won't find anywhere else.

HOW MUCH DOES IT COST?

Tuition for our certificate programs varies by course and can be found online. Enrolling in bulk? We offer discounted pricing for groups as well as a non-profit rate for organizations that need financial flexibility. **OPA is committed to accessibility and can work with you on making the most of your budget.**

STUDENT SUCCESS STORIES

“My experience was extraordinary and there is not a day at work that I don’t apply or receive the fruits acquired from the University of Miami Human Resources Management certificate. I use my knowledge daily assisting people with their job search, during conferences, and as a writer and speaker in both the US and abroad.”

- **Hada Maria Morales**, Job Counselor,
Florida Department of Economic Opportunity

“Two years ago, I was facing a professional challenge: I was leading complex projects but did not feel confident to express my point of view [regarding] interior design, space planning, and technical drawings. Thanks to the Interior Design Program at the University of Miami, I was able to quickly learn the foundations of the discipline and more importantly, the overall processes from start to finish of a project. At the end of the program, I was able to transpose my ideas in floorplans, design briefs, and even 3D models... I highly recommend this program for whoever is interested in Interior Design but does not know how to get started! A lot of work, but worth it!”

- **Adrien Ganassin**, Director,
Project Management and Continent
Lodging Services, Marriot International



MAKING THE CONNECTION – ANA PRICE

Meet Ana Price, your personal connection to the Office of Professional Advancement. Ana is Assistant Director of Professional Certificate Programs and your comprehensive expert on all programs and offerings available through OPA. **As liaison to your company, she provides expert insight on how you can make the most of your partnership with OPA and create an optimal experience for you employees.** Email Ana at axp1984@miami.edu to get started.

WHAT'S NEXT?

Contact us today to learn more about how we can expand your talent development initiatives and customize specific courses for the unique needs of your organization. The Office of Professional Advancement looks forward to working with you. **Welcome to the 'Canes family!**

