



Name of the HEI	Tel Hai College Professional completion School and Dean of Students Affairs
Name of the course:	<b>Galil Up-Grow New Social and Financial Leadership in the Upper Galilee</b>
Level (Professional certificate, Bachelor, Master, Doctorate)	, Bachelor
Number of ECTS credits	NON PA Credit
Type of degree (from 1 HEI, Multiple degree, joint degree)	Outside Stakeholders from the local community
Short brief the Aims of the Course?	<p>This Course intended for people on the Upper Galilee area, young people how want to build their future, have motivation and skills to be a economic or Social leaders in their firms, villages and communities. This program combines between Models, Theoretical knowledge, Skills and mentoring to get each students all the option to build his potential to be a leader. the students will build a personal project, enjoy mentoring and supporting and will buils their project in their community.</p> <p>We believe that this course will give the students all the tools, professionalism and networking with different stakeholders, all of that promote a good experience and work on their motivation for their project successful.</p>
What are the learning Products for the Students?	
Meeting no.	Subjects
1	Locating problems and defining the need
2	'Kanvas' Modell
3	Project budget plan
4	Budget building
5	Management and leadership models, Management strategies that motivate managers



6	Reading financial report, profit and loss reports, balance sheets
7	Team work and managing conflicts
8	Integrated Governance: how to create partnerships between sectors and manage a project in which a variety of stakeholders with different interests- A
9	Integrated Governance: how to create partnerships between sectors and manage a project in which a variety of stakeholders with different interests-B
10	Community Development: Methods and Skills
11	Community Development: Methods and Skills
12	Leadership and stakeholder communications
13	Leadership and stakeholder communications
14	Developing connections with governmental, business and third sector organizations
Bibliography and Reference	<p>Cuperman, R., &amp; Ickes, W. (2009). Big Five predictors of behavior and perceptions in initial dyadic interactions: Personality similarity helps extraverts and introverts, but hurts “disagreeables”. <i>Journal of personality and social psychology</i>, 97(4), 667.</p> <p>Meertens, L. O., Iacob, M. E., Nieuwenhuis, L. J., van Sinderen, M. J., Jonkers, H., &amp; Quartel, D. (2012, March). Mapping the business model canvas to ArchiMate. In Proceedings of the 27th annual ACM symposium on applied computing (pp. 1694-1701). ACM.</p> <p>Osterwalder, A., Pigneur, Y., Oliveira, M. A. Y., &amp; Ferreira, J. J. P. (2011). Business Model Generation: A handbook for visionaries, game changers and challengers. <i>African journal of business management</i>, 5(7), 22-30.</p> <p>Cuperman, R., &amp; Ickes, W. (2009). Big Five predictors of behavior and perceptions in initial dyadic interactions: Personality similarity helps extraverts and introverts, but hurts “disagreeables”. <i>Journal of personality and social psychology</i>, 97(4), 667.</p>



	<p>Rousseau, D. M. (2004). Psychological contracts in the workplace: Understanding the ties that motivate. <i>Academy of Management Perspectives</i>, 18(1), 120-127.</p> <p>Park, S. M., &amp; Rainey, H. G. (2008). Leadership and public service motivation in US federal agencies. <i>International public management journal</i>, 11(1), 109-142.</p> <p>Park, S. M., &amp; Rainey, H. G. (2008). Leadership and public service motivation in US federal agencies. <i>International public management journal</i>, 11(1), 109-142.</p> <p>Babcock, M. J., Ta, V. P., &amp; Ickes, W. (2014). Latent semantic similarity and language style matching in initial dyadic interactions. <i>Journal of Language and Social Psychology</i>, 33(1), 78-88.</p> <p>Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., &amp; Schatzberg, J. (2005). <i>Introduction to management accounting</i>. Upper Saddle River, NJ: Pearson Prentice Hall.</p> <p>O'Connor, N. G., Chow, C. W., &amp; Wu, A. (2004). The adoption of "Western" management accounting/controls in China's state-owned enterprises during economic transition. <i>Accounting, Organizations and Society</i>, 29(3-4), 349-375.</p>