

# EXECUTIVE EDUCATION

*OPEN PROGRAMS FOR INDIVIDUALS*

# 2019

# ADVANCED MANAGEMENT PROGRAMS

■ English □ German

<b>Executive Transition Program</b>			
Module 1	date to be determined	24 days (8 days per module)	€24 900
Module 2	date to be determined		
Module 3	date to be determined		
<b>General Management Seminar</b>			
Module 1	1 – 7 Sep 2019	18 days (6 days per module)	€18 500
Module 2	7 – 12 Oct 2019		
Module 3	11 – 16 Nov 2019		
<b>Der Aufsichtsrat</b>			
<i>Modules can be booked individually / Module sind einzeln buchbar</i>			
Module 1: Anforderungen an das Aufsichtsratsmandat	16 – 17 May 2019	6 days (2 days per module)	€3 000
Module 2: Finanz- und Prüfungskompetenz	4 – 5 Jul 2019		€3 000
Module 3: Organisations- und Reportingkompetenz	24 – 25 Oct 2019		€3 000

## General Terms and Conditions

<sup>1</sup> Program prices are net prices. Value-added tax will be added where it is legally required. Deductions for items such as banking fees, withholding taxes, or cash discounts for prompt payment are not possible. According to Art. 132 (1) i of the Council Directive 2006/112/EC of 28 November 2006 on the common system of value added tax, this service is exempt from VAT. For general terms and conditions go to: [www.esmt.org/gtc](http://www.esmt.org/gtc).

<sup>2</sup> Applicable tax law for module 1: According to Art. 132 (1) i of the Council Directive 2006/112/EC of 28 November 2006 on the common system of value added tax, this service is exempt from VAT. Applicable tax law for module 2: This service is not subject to VAT in Germany.

<sup>3</sup> Applicable tax law for module 1: According to Art. 132 (1) i of the Council Directive 2006/112/EC of 28 November 2006 on the common system of value added tax, this service is exempt from VAT. Applicable tax law for module 2 and module 3: This service is not subject to VAT in Germany.

## Allgemeine Geschäftsbedingungen

<sup>1</sup> Die Seminarpreise sind Nettopreise und verstehen sich zuzüglich jeweils gültiger gesetzlicher Umsatzsteuer. Die Seminare, die in Deutschland durchgeführt werden, sind zum Zeitpunkt der Drucklegung gemäß §4 Nr. 22a UStG von der Umsatzsteuer befreit. Die AGB finden Sie unter: [www.esmt.org/agb](http://www.esmt.org/agb).

<sup>2</sup> Das in Athen stattfindende Modul 2 des Emerging Leaders Program unterliegt nicht der Umsatzsteuer in Deutschland.

<sup>3</sup> Die im Ausland stattfindenden Module 2 und 3 des Bringing Technology to Market unterliegen nicht der Umsatzsteuer in Deutschland.

# LEADERSHIP AND SOCIAL RESPONSIBILITY

■ English □ German

	Leading People and Teams	7 – 10 May 2019	4 days	€4 900
	Leading People and Teams	12 – 15 Nov 2019	4 days	€5 300
	<b>Führung von Mitarbeitern und Teams</b>			
	Module 1	1 – 4 Jul 2019	7 days (4 and 3 days per module)	€7 800
	Module 2	7 – 9 Oct 2019		
	<b>Führung von Mitarbeitern und Teams</b>			
	Module 1	4 – 7 Nov 2019	7 days (4 and 3 days per module)	€7 800
	Module 2	17 – 19 Feb 2020		
	<b>Understanding and Leading Change</b>	11 – 13 Sep 2019	3 days	€3 900
	<b>Change Management Seminar: erfolgreich führen und verändern</b>	24 – 27 Jun 2019	4 days	€4 600
	<b>Change Management Seminar: erfolgreich führen und verändern</b>	25 – 28 Nov 2019	4 days	€4 900
	<b>Leading with Psychological Intelligence</b>	18 – 21 Jun 2019	4 days	€5 300
	<b>Leading with Psychological Intelligence</b>	26 – 29 Nov 2019	4 days	€5 500
	<b>Leadership under Pressure</b>	13 – 15 Nov 2019	3 days	€5 400
	<b>Leadership in Action</b>	18 – 20 Sep 2019	3 days	€4 500
	<b>Women's Leadership Excellence</b>	3 – 5 Dec 2019	3 days	€3 800
	<b>Leading Digital Transformation</b>	25 – 27 Jun 2019	3 days	€3 800
	<b>Leading Digital Transformation</b>	4 – 6 Dec 2019	3 days	€4 200
<b>NEW</b>	<b>Inclusive Leadership</b>	3 – 5 Sep 2019	3 days	€3 900
	<b>Die Führungskraft als Coach</b>	6 – 8 Nov 2019	3 days	€3 700
<b>NEW</b>	<b>Leader as a Coach</b>	30 Sep – 2 Oct 2019	3 days	€3 800
<b>NEW</b>	<b>Führen in kritischen Situationen</b>	26 – 28 Jun 2019	3 days	€4 900
	<b>Leistungsmanagement</b>	1 – 3 Apr 2019	3 days	€3 700
		16 – 18 Sept 2019	3 days	€3 700
<b>NEW</b>	<b>Entrepreneurial Leadership Program</b>			
	Module 1	13 – 17 May 2019	5 days	€9 900
	Module 2	23 – 27 Sep 2019	5 days	
	<b>Emerging Leaders Program</b>			
	Module 1	24 – 27 Sep 2019	7 days (4 and 3 days per module)	€7 400 <sup>2</sup>
	Module 2	29 – 31 Jan 2020		
	<b>Management für jüngere Führungskräfte</b>			
	Module 1	25 – 29 Nov 2019	10 days (5 days per module)	€7 900
	Module 2	10 – 14 Feb 2020		
	<b>Führung für jüngere Führungskräfte</b>	3 – 7 Jun 2019	5 days	€4 900

# MANAGING TECHNOLOGY AND STRATEGY

■ English □ German

	<b>Bringing Technology to Market</b>			
	Module 1	18 – 21 Jun 2019	<i>12 days (4 days per module)</i>	€12 400 <sup>3</sup>
	Module 2	10 – 13 Sep 2019		
	Module 3	12 – 15 Nov 2019		
	<b>Management 2030: Digitalisierung, Trends und Herausforderungen</b>			
	Module 1	2 – 4 Sep 2019	<i>6 days (3days per module)</i>	€6 900
	Module 2	20 – 22 Jan 2020		
	<b>Decoding Digital: Building a Digital Strategy</b>	1 – 2 Jul 2019	<i>2 days</i>	€2 600
	<b>Delivering on Digital: Successfully Implementing Digital Transformation Projects</b>	4 – 5 Jul 2019	<i>2 days</i>	€2 600
	<b>Innovation as a Corporate Model</b>	20 – 22 Nov 2019	<i>3 days</i>	€3 900
<b>NEW</b>	<b>DIGITAL GROUND: Baue deine digitale Zukunftsstrategie</b>	13 – 16 May 2019	<i>4 days</i>	€4 500
	<b>Corporate Entrepreneurship</b>	24 – 27 Sep 2019	<i>4 days</i>	€4 900
	<b>Blockchain – Using Its Potential to Benefit Your Business</b>	2 – 3 Dec 2019	<i>2 days</i>	€2 600
	<b>Winning with Business Strategies</b>	23 – 25 Oct 2019	<i>3 days</i>	€3 900
	<b>Erfolgreich Geschäftsstrategien entwickeln</b>	27 – 29 May 2019	<i>3 days</i>	€3 900
	<b>Corporate Strategy</b>	9 – 10 Dec 2019	<i>2 days</i>	€2 600
	<b>Digital Transformation of Sales Management</b>	11 – 13 Dec 2019	<i>3 days</i>	€3 800
	<b>Instandhaltungsmanagement</b>			
	Module 1	18 – 22 Feb 2019	<i>11 days (5 days per module and one colloquium)</i>	€7 200
	Module 2	3 – 7 Jun 2019		
	Colloquium	2 Sep 2019		
<b>NEW</b>	<b>Understanding Data Analytics</b>	4 – 5 Jun 2019	<i>2 days</i>	€2 600
	<b>Booster Program: Business Models for a Sustainable Energy Future</b>	9 – 10 Sep 2019	<i>1 day</i>	€1 200

# CORE COMPETENCIES

■ English □ German

	Finance for the Non-finance Executive	4 – 7 Nov 2019	4 days	€4 900
	Betriebswirtschaft für Führungskräfte Module 1	20 – 24 May 2019	10 days (5 days per module)	€9 800
	Module 2	26 – 30 Aug 2019		
	The Art of Decision Making	3 – 4 Jul 2019	2 days	€2 600
	Die Kunst der Entscheidungsfindung	26 – 27 Sep 2019	2 days	€2 600
	Negotiation Mastery	22 – 24 May 2019	3 days	€3 800
	Negotiation Mastery	20 – 22 Nov 2019	3 days	€3 800
	The High-Impact Negotiator	11 – 12 Dec 2019	2 days	€2 900
	Professionelles Verhandeln	26 – 28 Jun 2019	3 days	€3 800
	Verhandlungsführung – Intensivseminar	29 – 30 Oct 2019	2 days	€2 900
	Booster Program: Fraud and Corruption	19 – 20 Sep 2019	1 day	€1 200
<b>NEW</b>	Talent Trailblazer	1 – 3 Jul 2019	3 days	€2 900
<b>NEW</b>	Business success in the new Chinese era Module 1	3 – 5 Jul 2019	3 days	€3 900
	Module 2	14 – 18 Oct 2019	5 days	€6 500

\* Brochure content as of February 2019

Programs are subject to change. For up to date information, visit our website:

[www.esmt.org/executive-education/executive-development-programs](http://www.esmt.org/executive-education/executive-development-programs)

## ESMT BERLIN EVENTS

Annual Forum	6 Jun 2019
Annual Alumni Network Meeting	7 Jun 2019