

EXECUTIVE EDUCATION

OPEN PROGRAMS FOR INDIVIDUALS

2019

ADVANCED MANAGEMENT PROGRAMS

■ English □ German

Executive Transition Program

Module 1	22 – 29 Nov 2019	<i>24 days (8 days per module)</i>	€24 900
Module 2	14 – 21 Feb 2020		
Module 3	8 – 15 May 2010		

General Management Seminar

Module 1	1 – 7 Sep 2019	<i>18 days (6 days per module)</i>	€18 500
Module 2	7 – 12 Oct 2019		
Module 3	11 – 16 Nov 2019		

Der Aufsichtsrat

Modules can be booked individually / Module sind einzeln buchbar

Module 1: Anforderungen an das Aufsichtsratsmandat	16 – 17 May 2019	<i>6 days (2 days per module)</i>	€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

¹ 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.

² 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.

³ 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

¹ 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.

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

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

MANAGING TECHNOLOGY AND STRATEGY

■ English □ German

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

ESMT BERLIN EVENTS

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