

EXECUTIVE EDUCATION

OPEN PROGRAMS FOR INDIVIDUALS

2019 – 2021

CALENDAR

2019 May – Sep

■ English □ German

MAY ● Der Aufsichtsrat

Modules can be booked individually / Module sind einzeln buchbar

Module 1: Anforderungen an das Aufsichtsratsmandat	14 – 15 May 2020	<i>6 days (2 days per module)</i>	€3 000
Module 2: Finanz- und Prüfungskompetenz	9 – 10 Jul 2020		€3 000
Module 3: Organisations- und Reportingkompetenz	22 – 23 Oct 2020		€3 000

SEP ●

● Booster Program: Business Models for a Sustainable Energy Future	9 – 10 Sep 2019	<i>1 day</i>	€1 200
● Understanding and Leading Change	11 – 13 Sep 2019	<i>3 days</i>	€3 900
● Leistungsmanagement	16 – 18 Sep 2019	<i>3 days</i>	€3 700
● Leadership in Action	18 – 20 Sep 2019	<i>3 days</i>	€4 500
● Booster Program: Fraud and Corruption	19 – 20 Sep 2019	<i>1 day</i>	€1 200
● Corporate Entrepreneurship	24 – 27 Sep 2019	<i>4 days</i>	€4 900
● Emerging Leaders Program			
Module 1	24 – 27 Sep 2019	<i>7 days (4 and 3 days per module)</i>	€7 400 ²
Module 2	29 – 31 Jan 2020		
● Die Kunst der Entscheidungsfindung	26 – 27 Sep 2019	<i>2 days</i>	€2 600
● Leader as a Coach	30 Sep – 2 Oct 2019	<i>3 days</i>	€3 800

- **ADVANCED MANAGEMENT PROGRAMS**
- **LEADERSHIP AND SOCIAL RESPONSIBILITY**
- **MANAGING TECHNOLOGY AND STRATEGY**
- **CORE COMPETENCIES**

2019 Oct – Dec

■ English □ German

OCT	● Winning with Business Strategies	23 – 25 Oct 2019	3 days	€3 900
	● Der Aufsichtsrat <i>Modules can be booked individually / Module sind einzeln buchbar</i>			
	Module 3: Organisations- und Reportingkompetenz	24 – 25 Oct 2019	2 days	€3 000
	● Verhandlungsführung – Intensivseminar	29 – 30 Oct 2019	2 days	€2 900
NOV	● 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		
	● Finance for the Non-finance Executive	4 – 7 Nov 2019	4 days	€4 900
	● Die Führungskraft als Coach	6 – 8 Nov 2019	3 days	€3 700
	● Leading People and Teams	12 – 15 Nov 2019	4 days	€5 300
	● Leadership under Pressure	13 – 15 Nov 2019	3 days	€5 400
	● Change Management Seminar: erfolgreich führen und verändern	18 – 21 Nov 2019	4 days	€4 900
	● Innovation as a Corporate Model	20 – 22 Nov 2019	3 days	€3 900
	● Negotiation Mastery	20 – 22 Nov 2019	3 days	€3 800
	● Executive Transition Program			
	Module 1	22 – 29 Nov 2019	24 days (8 days per module)	€24 900
	Module 2	14 – 21 Feb 2020		
	Module 3	8 – 15 May 2020		
	ETP Salon (for ETP Alumni)	4 – 6 June 2020	3 days	€500
● Leading with Psychological Intelligence	26 – 29 Nov 2019	4 days	€5 500	
● Management für jüngere Führungskräfte				
Module 1	25 – 29 Nov 2019	10 days (5 days per module)	€7 900	
Module 2	3 – 7 Feb 2020			
DEZ	● Betriebswirtschaft für Führungskräfte			
	Module 1	2 – 6 Dec 2019	10 days (5 days per module)	€9 800
	Module 2	3 – 7 Feb 2020		
	● Women's Leadership Excellence	3 – 5 Dec 2019	3 days	€3 800
	● Leading Digital Transformation	4 – 6 Dec 2019	3 days	€4 200
	● Corporate Strategy	9 – 10 Dec 2019	2 days	€2 600
	● The High-Impact Negotiator	11 – 12 Dec 2019	2 days	€2 900
● Digital Transformation of Sales Management	11 – 13 Dec 2019	3 days	€3 800	

2020 Feb – Jun

■ English □ German

FEB	● Instandhaltungsmanagement				
	Module 1	3 – 7 Feb 2020	11 days (5 days per module and one colloquium)	€7 500	
	Module 2	15 – 19 Jun 2020			
	Colloquium	7 Sep 2020			
APR	● Booster Program: Blockchain – How can we use Blockchain to foster our business?	22 Apr 2020	1 day	€1 200	
MAY	● Leading People and Teams	5 – 8 May 2020	4 days	€4 900	
	● Führung von Mitarbeitern und Teams				
	Module 1	11 – 14 May 2020	7 days (4 and 3 days per module)	€7 800	
	Module 2	5 – 7 Oct 2020			
	● Der Aufsichtsrat				
	<i>Modules can be booked individually / Module sind einzeln buchbar</i>				
	Module 1: Anforderungen an das Aufsichtsratsmandat	14 – 15 May 2020	6 days (2 days per module)	€3 000	
	Module 2: Finanz- und Prüfungskompetenz	9 – 10 Jul 2020		€3 000	
	Module 3: Organisations- und Reportingkompetenz	22 – 23 Oct 2020		€3 000	
	● Führung für jüngere Führungskräfte	25 – 29 May 2020	5 days	€4 900	
● Finanzen für Manager	19 – 21 Aug 2020	3 days	€3 800		
● Negotiation Mastery	27 – 29 May 2020	3 days	€3 800		
JUN	● Leading with Psychological Intelligence	2 – 5 Jun 2020	4 days	€5 300	
	● Executive Transition Program				
	ETP Salon (for ETP Alumni)	4 – 6 June 2020	3 days	€500	
	● Understanding Data Analytics	8 – 9 Jun 2020	2 days	€2 600	
	● Change Management Seminar: erfolgreich führen und verändern	17 – 19 Jun 2020	3 days	€3 900	
	● Bringing Technology to Market				
	Module 1	23 – 26 Jun 2020	12 days (4 days per module)	€12 400 ³	
	Module 2	8 – 11 Sep 2020			
Module 3	10 – 13 Nov 2020				
● Decoding Digital: Building a Digital Strategy	29 – 30 Jun 2020	2 days	€2 600		

2020 Jul – Sep

■ English □ German

JUL	● Führen in kritischen Situationen	1 – 3 Jul 2020	3 days	€5 850
	● C-Level Program **			
	Module 1	1 – 3 Jul 2020	6 days (2.5 days per module)	€9 500
	Module 2	25 – 27 Nov 2020		
	● Delivering on Digital: Successfully Implementing Digital Transformation Projects	2 – 3 Jul 2020	2 days	€2 600
	● Aufsichts- und Beiräte in Familienunternehmen	2 – 3 Jul 2020	2 days	€3 000
● Der Aufsichtsrat				
	Module 2: Finanz- und Prüfungskompetenz	9 – 10 Jul 2020	2 days	€3 000
AUG	● Management Update			
	Module 1	31 Aug – 2 Sep 2020	6 days (3 days per module)	€6 900
	Module 2	18 – 20 Jan 2021		
	● Corporate Entrepreneurship	31 Aug – 2 Sep 2020	3 days	€3 900
	● General Management Seminar			
	Module 1	30 Aug – 5 Sep 2020	18 days (6 days per module)	€18 500
	Module 2	5 – 10 Oct 2020		
	Module 3	9 – 14 Nov 2020		
SEP	● Leistungsmanagement	7 – 9 Sep 2020	3 days	€3 700
	● Booster Program: Business Models for a Sustainable Energy Future	14 – 15 Sep 2020	1 day	€1 200
	● Emerging Leaders Program			
	Module 1	15 – 18 Sep 2020	7 days (4 and 3 days per module)	€7 400 ²
	Module 2	27 – 29 Jan 2021		
	● Leadership in Action	16 – 18 Sep 2020	3 days	€4 500
	● Die Kunst der Entscheidungsfindung	24 – 25 Sep 2020	2 days	€2 600
	● The Art of Decision Making	28 – 29 Sep 2020	2 days	€2 600
	● Professionelles Verhandeln	28 – 30 Sep 2020	3 days	€3 800
	● Understanding and Leading Change	29 Sep – 1 Oct 2020	3 days	€3 900
	● Leader as a Coach	30 Sep – 2 Oct 2020	3 days	€3 800

2020 Oct – Dec

■ English □ German

OCT	● Winning with Business Strategies	21 – 23 Oct 2020	3 days	€3 900
	● Der Aufsichtsrat Module 3: Organisations- und Reportingkompetenz	22 – 23 Oct 2020	2 days	€3 000
	● Führung von Mitarbeitern und Teams Module 1	26 – 29 Oct 2020	7 days (4 and 3 days per module)	€7 800
	Module 2	24 – 26 Feb 2021		
● Leading Digital Transformation	28 – 30 Oct 2020	3 days	€4 200	
NOV	● Finance for the Non-finance Executive	2 – 5 Nov 2020	4 days	€4 900
	● Leading People and Teams	3 – 6 Nov 2020	4 days	€5 300
	● Leadership under Pressure	11 – 13 Nov 2020	3 days	€5 850
	● Die Führungskraft als Coach	11 – 13 Nov 2020	3 days	€3 700
	● Negotiation Mastery	11 – 13 Nov 2020	3 days	€3 800
	● Executive Transition Program Module 1	13 – 20 Nov 2020	24 days (8 days per module)	€24 900
	Module 2 *	12 – 19 Feb 2021		
	Module 3	14 – 21 May 2021		
	● Leading with Psychological Intelligence	17 – 20 Nov 2020	4 days	€5 500
	● The High-Impact Negotiator	30 Nov – 1 Dec 2020	2 days	€2 900
● Betriebswirtschaft für Führungskräfte Module 1	30 Nov – 4 Dec 2020	10 days (5 days per module)	€9 800	
Module 2	8 – 12 Feb 2021			
DEC	● Change Management Seminar: erfolgreich führen und verändern	1 – 3 Dec 2020	3 days	€3 900
	● Innovation as a Corporate Model	1 – 3 Dec 2020	3 days	€3 900
	● Leading People and Teams	1 – 4 Dec 2020	4 days	€5 300
	● Corporate Strategy	7 – 8 Dec 2020	2 days	€2 600
	● Women's Leadership Excellence	9 – 11 Dec 2020	3 days	€3 800
	● Customer Centric Sales Management	14 – 16 Dec 2020	3 days	€3 800

Legend

Brochure content as of August 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

ESMT Leadership Day	14 Nov 2019
Annual Forum	18 Jun 2020
Annual Alumni Network Meeting	Jun 2020

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.

* 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.

** Applicable tax law for module 1 and 2: 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 1 and module 2: 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.

* Das im Ausland stattfindende Modul 2 des Executive Transition Program unterliegt nicht der Umsatzsteuer in Deutschland.

** Die im Ausland stattfindenden Module 1 und 2 des C-Level Programs unterliegen nicht der Umsatzsteuer in Deutschland.