

EXECUTIVE EDUCATION

OPEN PROGRAMS FOR INDIVIDUALS

2019 – 2021

ADVANCED MANAGEMENT PROGRAMS

■ English □ German

Der Aufsichtsrat

Modules can be booked individually / Module sind einzeln buchbar

Module 3: Organisations- und Reportingkompetenz	24 – 25 Oct 2019	2 days	€3 000
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Der Aufsichtsrat

Modules can be booked individually / Module sind einzeln buchbar

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

NEW Aufsichts- und Beiräte in Familienunternehmen	2 – 3 Jul 2020	2 days	€3 000
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NEW C-Level Program **

Module 1	1 – 3 Jul 2020	6 days (2.5 days per module)	€9 500
Module 2	25 – 27 Nov 2020		

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

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		

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		

General Terms and Conditions

* 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

* 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.

LEADERSHIP AND SOCIAL RESPONSIBILITY

■ English □ German

Leading People and Teams	12 – 15 Nov 2019	4 days	€5 300
Leading People and Teams	5 – 8 May 2020	4 days	€4 900
Leading People and Teams	3 – 6 Nov 2020	4 days	€5 300
Leading People and Teams	1 – 4 Dec 2020	4 days	€5 300
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		
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		
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		
Understanding and Leading Change	11 – 13 Sep 2019	3 days	€3 900
Understanding and Leading Change	29 Sep – 1 Oct 2020	3 days	€3 900
Change Management Seminar: erfolgreich führen und verändern	18 – 21 Nov 2019	4 days	€4 900
Change Management Seminar: erfolgreich führen und verändern	17 – 19 Jun 2020	3 days	€3 900
Change Management Seminar: erfolgreich führen und verändern	1 – 3 Dec 2020	3 days	€3 900
Leading with Psychological Intelligence	26 – 29 Nov 2019	4 days	€5 500
Leading with Psychological Intelligence	2 – 5 Jun 2020	4 days	€5 300
Leading with Psychological Intelligence	17 – 20 Nov 2020	4 days	€5 500
Leadership under Pressure	13 – 15 Nov 2019	3 days	€5 400
Leadership under Pressure	11 – 13 Nov 2020	3 days	€5 850
Leadership in Action	18 – 20 Sep 2019	3 days	€4 500
Leadership in Action	16 – 18 Sep 2020	3 days	€4 500
Women's Leadership Excellence	3 – 5 Dec 2019	3 days	€3 800
Women's Leadership Excellence	9 – 11 Dec 2020	3 days	€3 800
Leading Digital Transformation	4 – 6 Dec 2019	3 days	€4 200
Leading Digital Transformation	28 – 30 Oct 2020	3 days	€4 200
Die Führungskraft als Coach	6 – 8 Nov 2019	3 days	€3 700
Die Führungskraft als Coach	11 – 13 Nov 2020	3 days	€3 700

LEADERSHIP AND SOCIAL RESPONSIBILITY

■ English □ German

NEW	Leader as a Coach	30 Sep – 2 Oct 2019	3 days	€3 800
	Leader as a Coach	30 Sep – 2 Oct 2020	3 days	€3 800
	Führen in kritischen Situationen	1 – 3 Jul 2020	3 days	€5 850
	Leistungsmanagement	16 – 18 Sep 2019	3 days	€3 700
	Leistungsmanagement	7 – 9 Sep 2020	3 days	€3 700
	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		
	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			
Management für jüngere Führungskräfte				
Module 1	25 – 29 Nov 2019	10 days (5 days per module)	€7 900	
Module 2	3 – 7 Feb 2020			
Führung für jüngere Führungskräfte	25 – 29 May 2020	5 days	€4 900	

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.

MANAGING TECHNOLOGY AND STRATEGY

■ English □ German

Bringing Technology to Market			
Module 1	23 – 26 Jun 2020	<i>12 days (4 days per module)</i>	€12 400 ³
Module 2	8 – 11 Sep 2020		
Module 3	10 – 13 Nov 2020		
Management Update			
Module 1	31 Aug – 2 Sep 2020	<i>6 days (3days per module)</i>	€6 900
Module 2	18 – 20 Jan 2021		
Decoding Digital: Building a Digital Strategy	29 – 30 Jun 2020	<i>2 days</i>	€2 600
Delivering on Digital: Successfully Implementing Digital Transformation Projects	2 – 3 Jul 2020	<i>2 days</i>	€2 600
Innovation as a Corporate Model	20 – 22 Nov 2019	<i>3 days</i>	€3 900
Innovation as a Corporate Model	1 – 3 Dec 2020	<i>3 days</i>	€3 900
Corporate Entrepreneurship	24 – 27 Sep 2019	<i>4 days</i>	€4 900
Corporate Entrepreneurship	31 Aug – 2 Sep 2020	<i>3 days</i>	€3 900
Booster Program: Blockchain – How can we use Blockchain to foster our business?	22 Apr 2020	<i>1 day</i>	€1 200
Winning with Business Strategies	23 – 25 Oct 2019	<i>3 days</i>	€3 900
Winning with Business Strategies	21 – 23 Oct 2020	<i>3 days</i>	€3 900
Corporate Strategy	9 – 10 Dec 2019	<i>2 days</i>	€2 600
Corporate Strategy	7 – 8 Dec 2020	<i>2 days</i>	€2 600
Digital Transformation of Sales Management	11 – 13 Dec 2019	<i>3 days</i>	€3 800
Customer Centric Sales Management	14 – 16 Dec 2020	<i>3 days</i>	€3 800
Instandhaltungsmanagement			
Module 1	3 – 7 Feb 2020	<i>11 days (5 days per module and one colloquium)</i>	€7 500
Module 2	15 – 19 Jun 2020		
Colloquium	7 Sep 2020		
Understanding Data Analytics	8 – 9 Jun 2020	<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
Booster Program: Business Models for a Sustainable Energy Future	14 – 15 Sep 2020	<i>1 day</i>	€1 200

CORE COMPETENCIES

■ English □ German

	Finance for the Non-finance Executive	4 – 7 Nov 2019	4 days	€4 900
	Finance for the Non-finance Executive	2 – 5 Nov 2020	4 days	€4 900
	Betriebswirtschaft für Führungskräfte			
	Module 1	2 – 6 Dec 2019	10 days (5 days	€9 800
	Module 2	3 – 7 Feb 2020	per module)	
	Betriebswirtschaft für Führungskräfte			
	Module 1	30 Nov – 4 Dec 2020	10 days (5 days	€9 800
	Module 2	8 – 12 Feb 2021	per module)	
NEW	Finanzen für Manager	19 – 21 Aug 2020	3 days	€3 800
	The Art of Decision Making	28 – 29 Sep 2020	2 days	€2 600
	Die Kunst der Entscheidungsfindung	26 – 27 Sep 2019	2 days	€2 600
	Die Kunst der Entscheidungsfindung	24 – 25 Sep 2020	2 days	€2 600
	Negotiation Mastery	20 – 22 Nov 2019	3 days	€3 800
	Negotiation Mastery	27 – 29 May 2020	3 days	€3 800
	Negotiation Mastery	11 – 13 Nov 2020	3 days	€3 800
	The High-Impact Negotiator	11 – 12 Dec 2019	2 days	€2 900
	The High-Impact Negotiator	30 Nov – 1 Dec 2020	2 days	€2 900
	Professionelles Verhandeln	28 – 30 Sep 2020	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

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