

EXECUTIVE EDUCATION
OPEN PROGRAMS FOR INDIVIDUALS

CALENDAR

2020 – 2021



Executive Education
Ranking 2020

AUG	● General Management Seminar			
	Modul 1	30 Aug – 5 Sep 2020	18 days (6 days per module)	€18 500
	Modul 2	5 – 10 Oct 2020		
Modul 3	9 – 14 Nov 2020			
SEP	● 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)	€8 900 ²
	Module 2	27 – 29 Jan 2021		
	● Leadership in Action	16 – 18 Sep 2020	3 days	€4 500
	● The Art of Decision Making	28 – 29 Sep 2020	2 days	€2 600
	● Professionelles Verhandeln – Live online program	24 – 30 Sep 2020	3 days	€3 800
	● Understanding and Leading Change – The Change Clinic	29 Sep – 1 Oct 2020	3 days	€3 900
	● Leader as a Coach	30 Sep – 2 Oct 2020	3 days	€3 800
	● Analytics for Decision Makers – Individual learning, selected online live-sessions			1 module €750
Modul 1	28 Sep – 9 Oct 2020	6 – 8 hours each module	2 modules €1 400	
Modul 2	12 – 23 Oct 2020		3 modules €2 000	
Modul 3	26 Oct – 6 Nov 2020		all 4 modules €2 400	
Modul 4	9 – 20 Nov 2020			
OCT	● Innovation Sprint – Blended Program			
	Online Module	12 Oct – 6 Nov 2020	(2 days on-campus, 5 weeks online)	€3 900
	On Campus Module	9 – 10 Nov 2020		
	Online Module	16 – 23 Nov 2020		
	● Design Thinking and Organizational Implementation	14 – 16 Oct 2020	3 days	€3 500 + 16% VAT
	● Winning with Business Strategies – Live online program	21 – 23 Oct 2020	3 days	€2 600
	● Der Aufsichtsrat			
Modul 3: Organisations- und Reportingkompetenz	22 – 23 Oct 2020	2 days	€3 000	
● Führung von Mitarbeitern und Teams				
Modul 1	26 – 29 Oct 2020	7 days (4 and 3 days per module)	€7 800	
Modul 2	24 – 26 Feb 2021			
● Leading Digital Transformation	27 – 30 Oct 2020	3.5 days	€4 200	
NOV	● Managing and Leading for Innovation – Online program	2 Nov – 13 Dec 2020	6 weeks, 18 hours	€1 800
	● Finance for the Non-finance Executive	3 – 5 Nov 2020	3 days	€3 900
	● 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 – Live online program	11 – 17 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	

NOV	● Führen in kritischen Situationen	25 – 27 Nov 2020	3 days	€5 850
	● The High-Impact Negotiator	30 Nov – 1 Dec 2020	2 days	€2 900
DEC	● Change Management Seminar – Die Change-Klinik	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
MAR 2021	● Managing and Leading for Innovation – Online Program	1 Mar – 11 Apr 2021	6 weeks, 18 hours	€1 800
	● Leading Digital Transformation	16 – 19 Mar 2021	3.5 Days	€4 200
APR 2021	● Führung von Mitarbeitern und Teams	26 – 29 Apr 2021	4 days	€4 900
	● Understanding and Leading Change – The Change Clinic	27 – 29 Apr 2021	3 Days	€3 900
MAY 2021	● Managing and Leading for Innovation	3 May – 13 Jun 2021	6 weeks, 18 hours	€1 800
	● Leading People and Teams	4 – 7 May 2021	4 Days	€4 900
	● Der Aufsichtsrat	<i>Modules can be booked individually / Module sind einzeln buchbar</i>		
	Modul 1: Anforderungen an das Aufsichtsratsmandat	6 – 7 May 2021	6 days (2 days per module)	€3 000
	Modul 2: Finanz- und Prüfungskompetenz	8 – 9 Jul 2021		€3 000
Modul 3: Organisations- und Reportingkompetenz	21 – 22 Oct 2021	€3 000		
● Führung für jüngere Führungskräfte	17 – 21 May 2021	5 days	€4 900	
JUN 2021	● Bringing Technology to Market	Module 1: 1 – 4 Jun 2021		
	Module 2	7 – 10 Sep 2021	12 days (4 days per module)	€12 400 ³
	Module 3	9 – 12 Nov 2021		
	● Leading with Psychological Intelligence	7 – 10 Jun 2021		
	● Negotiation Mastery	14 – 16 Jun 2021	3 days	€3 800
	● Aufsichts- und Beiräte in Familienunternehmen	17 – 18 Jun 2021	2 days	€3 000
	● Decoding Digital: Building a Digital Strategy – Live online program	28 – 29 Jun 2021	2 days	€2 860
	● Führen in kritischen Situationen	30 Jun – 2 Jul 2021	3 days	€5 850
	● C-Level Programm **	Module 1: 30 Jun – 2 Jul 2021		
	Module 2	24 – 26 Nov 2021	5 days (2.5 days per module)	€9 500
JUL 2021	● Delivering on Digital: Successfully Implementing Digital Transformation Projects – Live online program	1 – 2 Jul 2021	2 days	€2 600
	● Der Aufsichtsrat	Modul 2: Finanz- und Prüfungskompetenz		
AUG 2021	● Finanzen für Manager	25 – 27 Aug 2021	3 days	€3 800
	● General Management Seminar	Modul 1: 29 Aug – 4 Sep 2021		
	Modul 2	4 – 9 Oct 2021	18 days (6 days per module)	€18 500
Modul 3	8 – 13 Nov 2021			
	● ADVANCED MANAGEMENT PROGRAMS	● MANAGING TECHNOLOGY AND STRATEGY		
	● LEADERSHIP AND SOCIAL RESPONSIBILITY	● CORE COMPETENCIES		

AUG 2021	● Management Update: Neue Technologien. Impulse für Unternehmen und Führungskräfte			
	Modul 1	30 Aug – 1 Sep 2021	6 days (3 days per module)	€6 900
	Modul 2	19 – 21 Jan 2022		
SEP 2021	● Bewusst führen	6 – 8 Sep 2021	3 days	€3 700
	● Managing and Leading for Innovation – Online Program	6 Sep – 17 Oct, 2021	6 weeks, 18 hours	€1 800
	● Emerging Leaders Program			
	Module 1	14 – 17 Sep 2021	7 days (4 and 3 days per module)	€8 900 ²
	Module 2	15 – 17 Dec 2021		
	● Leadership in Action	15 – 17 Sep 2021	3 days	€4 500
	● Understanding and Leading Change – The Change Clinic	22 – 24 Sep 2021	3 days	€3 900
	● The Art of Decision Making	23 – 24 Sep 2021	2 days	€2 600
OCT 2021	● Professionelles Verhandeln	27 – 29 Sep 2021	3 days	€3 800
	● Leading Digital Transformation	19 – 22 Oct 2021	3.5 days	€4 200
	● Winning with Business Strategies	20 – 22 Oct 2021	3 days	€3 900
	● Der Aufsichtsrat			
	Modul 3: Organisations- und Reportingkompetenz	21 – 22 Oct 2021	2 days	€3 000
	● Führung von Mitarbeitern und Teams	25 – 28 Oct 2021	4 days	€4 900
	● Innovation Sprint – Blended Program			
Online Module	25 Oct – 19 Nov 2021	(2 days on-campus, 5 weeks online)	€3 900	
On Campus Module	24 – 25 Nov 2021			
Online Module	6 – 10 Dec 2021			
NOV 2021	● Managing and Leading for Innovation – Online Program	1 Nov – 12 Dec 2021	6 weeks, 18 hours	€1 800
	● Negotiation Mastery	3 – 5 Nov 2021	3 days	€3 800
	● Leadership under Pressure	10 – 12 Nov 2021	3 days	€5 850
	● Executive Transition Program			
	Module 1	12 – 19 Nov 2021	24 days (8 days per module)	€24 900
	Module 2 *	11 – 18 Feb 2022		
	Module 3	13 – 20 May 2022		
	● Führung für jüngere Führungskräfte	15 – 19 Nov 2021	5 days	€4 900
● Leading with Psychological Intelligence	16 – 19 Nov 2021	4 days	€5 500	
● Leading People and Teams	30 Nov – 3 Dec 2021	4 days	€5 300	
DEC 2021	● Change Management Seminar – Die Change-Klinik	1 – 3 Dec 2021	3 days	€3 900
	● Corporate Strategy	6 – 7 Dec 2021	2 days	€2 600
	● Women's Leadership Excellence	8 – 10 Dec 2021	3 days	€3 800
	● The High-Impact Negotiator	13 – 14 Dec 2021	2 days	€2 900
	● Customer Centric Sales Management	13 – 15 Dec 2021	3 days	€3 800

Brochure content as of July 2020.

Programs are subject to change. For up to date information, please visit our website:
execed.esmt.berlin/open-programs-individuals

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: execed.esmt.berlin/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 and 3: 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 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: 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: execed.esmt.berlin/de/agb.

² Das im Ausland stattfindende Modul 2 des Emerging Leaders Programs unterliegt nicht der Umsatzsteuer in Deutschland.

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

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

** Das im Ausland stattfindende Modul 1 des C-Level Programms unterliegt nicht der Umsatzsteuer in Deutschland.