

EXECUTIVE EDUCATION
OPEN PROGRAMS FOR INDIVIDUALS

CLUSTER OVERVIEW

2020 – 2021



Executive Education
Ranking 2020

ADVANCED MANAGEMENT PROGRAMS

■ English □ German

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		
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		
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		
General Management Seminar			
Modul 1	29 Aug – 4 Sep 2021	18 days (6 days per module)	€18 500
Modul 2	4 – 9 Oct 2021		
Modul 3	8 – 13 Nov 2021		
NEW	C-Level Programm **		
Modul 1	30 Jun – 2 Jul 2021	5 days (2.5 days per module)	€9 500
Modul 2	24 – 26 Nov 2021		
Der Aufsichtsrat			
<i>Modules can be booked individually / Module sind einzeln buchbar</i>			
Modul 3: Organisations- und Reportingkompetenz	22 – 23 Oct 2020	2 days	€3 000
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
NEW	Aufsichts- und Beiräte in Familienunternehmen		
	17 – 18 Jun 2021	2 days	€3 000

LEADERSHIP AND SOCIAL RESPONSIBILITY

■ English □ German

Leading People and Teams	3 – 6 Nov 2020	4 days	€5 300
Leading People and Teams	1 – 4 Dec 2020	4 days	€5 300
Leading People and Teams	4 – 7 May 2021	4 days	€4 900
Leading People and Teams	30 Nov – 3 Dec 2021	4 days	€5 300
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		
Führung von Mitarbeitern und Teams	26 – 29 Apr 2021	4 days	€4 900
Führung von Mitarbeitern und Teams	25 – 28 Oct 2021	4 days	€4 900
Understanding and Leading Change – The Change Clinic	29 Sep – 1 Oct 2020	3 days	€3 900
Understanding and Leading Change – The Change Clinic	27 – 29 Apr 2021	3 days	€3 900
Understanding and Leading Change – The Change Clinic	22 – 24 Sep 2021	3 days	€3 900
Change Management Seminar – Die Change-Klinik	1 – 3 Dec 2020	3 days	€3 900
Change Management Seminar – Die Change-Klinik	1 – 3 Dec 2021	3 days	€3 900
Leading with Psychological Intelligence	17 – 20 Nov 2020	4 days	€5 500
Leading with Psychological Intelligence	7 – 10 Jun 2021	4 days	€5 300
Leading with Psychological Intelligence	16 – 19 Nov 2021	4 days	€5 500
Leadership under Pressure	11 – 13 Nov 2020	3 days	€5 850
Leadership under Pressure	10 – 12 Nov 2021	3 days	€5 850
Führen in kritischen Situationen	25 – 27 Nov 2020	3 days	€5 850
Führen in kritischen Situationen	30 Jun – 2 Jul 2021	3 days	€5 850
Leadership in Action	16 – 18 Sep 2020	3 days	€4 500
Leadership in Action	15 – 17 Sep 2021	3 days	€4 500
Women's Leadership Excellence	9 – 11 Dec 2020	3 days	€3 800
Women's Leadership Excellence	8 – 10 Dec 2021	3 days	€3 800
Leading Digital Transformation	27 – 30 Oct 2020	3.5 days	€4 200
Leading Digital Transformation	16 – 19 Mar 2021	3.5 days	€4 200
Leading Digital Transformation	19 – 22 Oct 2021	3.5 days	€4 200
Leader as a Coach	30 Sep – 2 Oct 2020	3 days	€3 800
Die Führungskraft als Coach	11 – 13 Nov 2020	3 days	€3 700
Bewusst führen: Stress managen und Resilienz stärken als Führungsaufgabe	6 – 8 Sep 2021	3 days	€3 700
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		
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		
Führung für jüngere Führungskräfte	17 – 21 May 2021	5 days	€4 900
Führung für jüngere Führungskräfte	15 – 19 Nov 2021	5 days	€4 900

MANAGING TECHNOLOGY AND STRATEGY

■ English □ German

Bringing Technology to Market			
Module 1	1 – 4 Jun 2021	12 days (4 days per module)	€12 400 ³
Module 2	7 – 10 Sep 2021		
Module 3	9 – 12 Nov 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		
Decoding Digital: Building a Digital Strategy – Live online program			
	28 – 29 Jun 2021	2 days	€2 600
Delivering on Digital: Successfully Implementing Digital Transformation Projects – Live online program			
	1 – 2 Jul 2021	2 days	€2 600
Innovation as a Corporate Model			
	1 – 3 Dec 2020	3 days	€3 900
NEW	Innovation Sprint – Blended Program		
	Online Module	(2 days on-campus, 5 weeks online)	€3 900
	On Campus Module		
	Online Module		
NEW	Innovation Sprint – Blended Program		
	Online Module	(2 days on-campus, 5 weeks online)	€3 900
	On Campus Module		
	Online Module		
Design Thinking and Organizational Implementation			
	14 – 16 Oct 2020	3 days	€3 500 + 16% VAT
NEW	Analytics for Decision Makers – Individual learning, selected online live-sessions		
	Modul 1	28 Sep – 9 Oct 2020	1 module €750
	Modul 2	12 – 23 Oct 2020	2 modules €1 400
	Modul 3	26 Oct – 6 Nov 2020	3 modules €2 000
	Modul 4	9 – 20 Nov 2020	all 4 modules €2 400
		6 – 8 hours each module	
NEW	Managing and Leading for Innovation – Online Program		
	2 Nov – 13 Dec 2020	(each cycle: 6 weeks, 18 hours)	€1 800
	1 Mar – 11 Apr 2021		
	3 May – 13 Jun 2021		
	6 Sep – 17 Oct 2021		
	1 Nov – 12 Dec 2021		
Winning with Business Strategies – Live online program			
	21 – 23 Oct 2020	3 days	€2 600
Winning with Business Strategies			
	20 – 22 Oct 2021	3 days	€3 900
Corporate Strategy			
	7 – 8 Dec 2020	2 days	€2 600
Corporate Strategy			
	6 – 7 Dec 2021	2 days	€2 600
Customer Centric Sales Management			
	14 – 16 Dec 2020	3 days	€3 800
Customer Centric Sales Management			
	13 – 15 Dec 2021	3 days	€3 800
Business Models for a Sustainable Energy Future			
	14 – 15 Sep 2020	1 day	€1 200

CORE COMPETENCIES

■ English □ German

	Finance for the Non-finance Executive	3 – 5 Nov 2020	3 days	€3 900
NEW	Finanzen für Manager	25 – 27 Aug 2021	3 days	€3 800
	The Art of Decision Making	28 – 29 Sep 2020	2 days	€2 600
	The Art of Decision Making	23 – 24 Sep 2021	2 days	€2 600
	Negotiation Mastery – Live online program	11 – 17 Nov 2020	3 days	€3 800
	Negotiation Mastery	14 – 16 Jun 2021	3 days	€3 800
	Negotiation Mastery	3 – 5 Nov 2021	3 days	€3 800
	The High-Impact Negotiator	30 Nov – 1 Dec 2020	2 days	€2 900
	The High-Impact Negotiator	13 – 14 Dec 2021	2 days	€2 900
	Professionelles Verhandeln – Live online program	24 – 30 Sep 2020	3 days	€3 800
	Professionelles Verhandeln	27 – 29 Sep 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.