

EXECUTIVE EDUCATION  
OPEN PROGRAMS FOR INDIVIDUALS

# CALENDAR

2020 – 2021



Executive Education  
Ranking 2020

# 2020 Oct – 2021 Mar

■ English □ German

|  |   |                      |                                    |                         |
|--|---|----------------------|------------------------------------|-------------------------|
| <b>OCT</b>   | ● <b>Winning with Business Strategies – Live online program</b>                             | 21 – 23 Oct 2020     | 3 days                             | €2 600                  |
|  | ● <b>Führung von Mitarbeitern und Teams – Hybride Unterrichtsform</b>                       | 26 – 29 Oct 2020     | 7 days (4 and 3 days per module)   | €7 800                  |
|  | Modul 1   | 24 – 26 Feb 2021     |                                    |                         |
|  | ● <b>Leading Digital Transformation – Hybrid classroom</b>                                  | 27 – 30 Oct 2020     | 3.5 days                           | €4 200                  |
| <b>NOV</b>   | ● <b>Finance for the Non-finance Executive – Hybrid classroom</b>                           | 3 – 5 Nov 2020       | 3 days                             | €3 900                  |
|  | ● <b>Negotiation Mastery – Live online program</b>  | 11 – 17 Nov 2020     | 3 days                             | €3 800                  |
|  | ● <b>Leading with Psychological Intelligence</b>  | 17 – 20 Nov 2020     | 4 days                             | €5 500                  |
|  | ● <b>The High-Impact Negotiator</b>   | 30 Nov – 1 Dec 2020  | 2 days                             | €2 900                  |
| <b>DEC</b>   | ● <b>Change Management Seminar – Hybride Unterrichtsform</b>                                | 1 – 3 Dec 2020       | 3 days                             | €3 900                  |
|  | ● <b>Leading People and Teams</b>   | 1 – 4 Dec 2020       | 4 days                             | €5 300                  |
|  | ● <b>Women's Leadership Excellence – Hybrid classroom</b>                                   | 9 – 11 Dec 2020      | 3 days                             | €3 800                  |
|  | ● <b>Customer Centric Sales Management</b>  | 14 – 16 Dec 2020     | 3 days                             | €3 800                  |
| <b>FEB</b>   | ● <b>Analytics for Decision Makers – Individual learning, selected online live-sessions</b> |                      |                                    | 1 module<br>€750        |
|  | Modul 1   | 1 – 12 Feb 2021      |                                    | 2 modules<br>€1 400     |
|  | Modul 2   | 15 – 26 Feb 2021     | 6 – 8 hours each module            | 3 modules<br>€2 000     |
|  | Modul 3   | 1 – 12 Mar 2021      |                                    | all 4 modules<br>€2 400 |
|  | Modul 4   | 15 – 26 Mar 2021     |                                    |                         |
| <b>MAR 2021</b>  | ● <b>Managing and Leading for Innovation – Online Program</b>                               | 1 Mar – 11 Apr 2021  | 6 weeks, 18 hours                  | €1 800                  |
|  | ● <b>Innovation Sprint – Blended Program</b>  |                      |                                    |                         |
|  | Online Module   | 15 Mar – 11 Apr 2021 | (2 days on-campus, 5 weeks online) | €3 900                  |
|  | On Campus Module  | 15 – 16 Apr 2021     |                                    |                         |
|  | Online Module   | 19 – 25 Apr 2021     |                                    |                         |
| ● <b>Leading Digital Transformation</b>                    | 16 – 19 Mar 2021  | 3.5 Days             | €4 200                             |                         |
| ● <b>Design Thinking and Organizational Implementation</b> | 17 – 19 Mar 2021  | 3 days               | €3 500<br>+ 16% VAT                |                         |

- ADVANCED MANAGEMENT PROGRAMS
- LEADERSHIP AND SOCIAL RESPONSIBILITY

- MANAGING TECHNOLOGY AND STRATEGY
- CORE COMPETENCIES

# 2021 Apr – Sep

■ English □ German

|                                |  |   |                             |                                  |                      |
|--------------------------------|--|---|-----------------------------|----------------------------------|----------------------|
| <b>APR 2021</b>                | ● Führung von Mitarbeitern und Teams                   | 26 – 29 Apr 2021  | 4 days                      | €4 900                           |                      |
|                                | ● The Change Clinic – Leading change initiatives       | 28 – 30 Apr 2021  | 3 Days                      | €3 900                           |                      |
| <b>MAY 2021</b>                | ● Managing and Leading for Innovation – Online Program | 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                           |                      |
| ● Executive Transition Program | Module 1 – Hybrid classroom                            | 14 – 21 May 2021  | 24 days (8 days per module) | €24 900                          |                      |
|                                | Module 2 *   | t.b.a.  |                             |                                  |                      |
|                                | Module 3   | t.b.a.  |                             |                                  |                      |
|                                | ● Führung für jüngere Führungskräfte                   | 17 – 21 May 2021  | 5 days                      | €4 900                           |                      |
| <b>JUN 2021</b>                | ● Bringing Technology to Market                        | Module 1  | 1 – 4 Jun 2021              | 12 days (4 days per module)      | €12 400 <sup>3</sup> |
|                                |  | Module 2  | 7 – 10 Sep 2021             |                                  |                      |
|                                |  | Module 3  | 9 – 12 Nov 2021             |                                  |                      |
|                                | ● Leading with Psychological Intelligence              | 7 – 10 Jun 2021   | 4 days                      | €5 300                           |                      |
|                                | ● Mastering Negotiations                               | 14 – 16 Jun 2021  | 3 days                      | €3 800                           |                      |
|                                | ● Aufsichts- und Beiräte in Familienunternehmen        | 17 – 18 Jun 2021  | 2 days                      | €3 000                           |                      |
| ● Building a Digital Strategy  | 28 – 29 Jun 2021                                       | 2 days  | €2 600                      |                                  |                      |
| <b>JUL 2021</b>                | ● Implementing Digital Transformation Initiatives      | 1 – 2 Jul 2021  | 2 days                      | €2 600                           |                      |
|                                | ● Der Aufsichtsrat                                     | Modul 2: Finanz- und Prüfungskompetenz                                  | 8 – 9 Jul 2021              | 2 days                           | €3 000               |
| <b>AUG 2021</b>                | ● Finanzen für Manager                                 | 25 – 27 Aug 2021  | 3 days                      | €3 800                           |                      |
|                                | ● 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   |                             |                                  |                      |
| <b>SEP 2021</b>                | ● 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 <sup>2</sup>  |
|                                | Module 2   | 15 – 17 Dec 2021  |                             |                                  |                      |

● ADVANCED MANAGEMENT PROGRAMS  
● LEADERSHIP AND SOCIAL RESPONSIBILITY

● MANAGING TECHNOLOGY AND STRATEGY  
● CORE COMPETENCIES

# 2021 Sep – Dec

■ English □ German

|                                 |   |   |   |                     |
|---------------------------------|---|---|---|---------------------|
| <b>SEP 2021</b>                 | ● Leadership in Action  | 15 – 17 Sep 2021  | 3 days                                      | €4 500              |
|                                 | ● The Change Clinic – Leading change initiatives  | 22 – 24 Sep 2021  | 3 days                                      | €3 900              |
|                                 | ● The Art of Decision Making  | 23 – 24 Sep 2021  | 2 days                                      | €2 600              |
|                                 | ● Professionelles Verhandeln  | 27 – 29 Sep 2021  | 3 days                                      | €3 800              |
| <b>OCT 2021</b>                 | ● Leading Digital Transformation  | 19 – 22 Oct 2021  | 3.5 days                                    | €4 200              |
|                                 | ● Competitive Strategies for Solid Growth   | 20 – 22 Oct 2021  | 3 days                                      | €3 900              |
|                                 | ● Design Thinking and Organizational Implementation   | 20 – 22 Oct 2021  | 3 days                                      | €3 500<br>+ 16% VAT |
|                                 | ● Der Aufsichtsrat<br>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<br>Online Module<br>On Campus Module<br>Online Module | 25 Oct – 19 Nov 2021<br>24 – 25 Nov 2021<br>6 – 10 Dec 2021 | (2 days<br>on-campus,<br>5 weeks<br>online) | €3 900              |
| <b>NOV 2021</b>                 | ● Managing and Leading for Innovation – Online Program                                      | 1 Nov – 12 Dec 2021   | 6 weeks, 18<br>hours                        | €1 800              |
|                                 | ● Mastering Negotiations  | 3 – 5 Nov 2021  | 3 days                                      | €3 800              |
|                                 | ● Finance for Managers  | 3 – 5 Nov 2020  | 3 days                                      | €3 900              |
|                                 | ● Leadership under Pressure   | 10 – 12 Nov 2021  | 3 days                                      | €5 850              |
|                                 | ● Executive Transition Program<br>Module 1<br>Module 2 *<br>Module 3                        | 12 – 19 Nov 2021<br>11 – 18 Feb 2022<br>13 – 20 May 2022    | 24 days (8<br>days per<br>module)           | €24 900             |
|                                 | ● 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              |
|                                 | <b>DEC 2021</b>   | ● Die Change-Klinik – Veränderungsinitiativen führen        | 1 – 3 Dec 2021                              | 3 days              |
| ● Women's Leadership Excellence |   | 8 – 10 Dec 2021   | 3 days                                      | €3 800              |
| ● The High-Impact Negotiator    |   | 13 – 14 Dec 2021  | 2 days                                      | €2 900              |
| ● Managing Sales                |   | 13 – 15 Dec 2021  | 3 days                                      | €3 800              |

● ADVANCED MANAGEMENT PROGRAMS  
● LEADERSHIP AND SOCIAL RESPONSIBILITY

● MANAGING TECHNOLOGY AND STRATEGY  
● CORE COMPETENCIES

Brochure content as of October 2020.

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

---

## General Terms and Conditions

<sup>1</sup> 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](https://execed.esmt.berlin/gtc).

<sup>2</sup> 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.

<sup>3</sup> 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.

## Allgemeine Geschäftsbedingungen

<sup>1</sup> 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](https://execed.esmt.berlin/de/agb).

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

<sup>3</sup> 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.