



CALENDAR

2020 May – Oct

■ English □ German

MAY	● Führung für jüngere Führungskräfte	25 – 29 May 2020	5 days	€4 900
	● Delivering on Digital – Online program	2 – 3 Jul 2020	2 days	€2 600
AUG	● Management Update Modul 1	31 Aug – 2 Sep 2020	6 days (3 days per module)	€6 900
	Modul 2	18 – 20 Jan 2021		
	● 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	● Bewusst führen	7 – 9 Sep 2020	3 days	€3 700
	● 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
	● 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 – 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
	● Understanding Data Analytics – Online program	Autumn 2020	5 days	€2 600
OCT	● General Management Seminar Modul 2	5 – 10 Oct 2020	6 days	
	● Innovation Sprint 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 plus VAT
	● Winning with Business Strategies	21 – 23 Oct 2020	3 days	€3 900
	● 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
● Executive Transition Program (2019 cycle) Module 3	30 Oct – 6 Nov 2020	8 days		

● ADVANCED MANAGEMENT PROGRAMS
● LEADERSHIP AND SOCIAL RESPONSIBILITY

● MANAGING TECHNOLOGY AND STRATEGY
● CORE COMPETENCIES

2020 Nov – Dec

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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
	● Innovation Sprint On Campus Module	9 – 10 Nov 2020	2 days	
	● General Management Seminar Modul 3	9 – 14 Nov 2020	6 days	
	● 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 Module 2 * Module 3	13 – 20 Nov 2020 12 – 19 Feb 2021 14 – 21 May 2021	24 days (8 days per module)	€24 900
	● Innovation Sprint Online Module	16 – 23 Nov 2020	1 week	
	● Leading with Psychological Intelligence	17 – 20 Nov 2020	4 days	€5 500
	● Führen in kritischen Situationen	25 – 27 Nov 2020	3 days	€5 850
	● C-Level Programm ** Module 1 Module 2	25 – 27 Nov 2020 24 – 26 Feb 2021	5 days (2.5 days per module)	€9 500
	● The High-Impact Negotiator	30 Nov – 1 Dec 2020	2 days	€2 900
	● Betriebswirtschaft für Führungskräfte Modul 1 Modul 2	30 Nov – 4 Dec 2020 8 – 12 Feb 2021	10 days (5 days per module)	€9 800
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

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2021 Jan – Nov

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JAN 2021	● Management Update Modul 2	18 – 20 Jan 2021	3 days	
	● Emerging Leaders Program Module 2	27 – 29 Jan 2021	3 days	
FEB 2021	● Instandhaltungsmanagement Modul 2	1 – 5 Feb 2021	5 days	
	● Betriebswirtschaft für Führungskräfte Modul 2	8 – 12 Feb 2021	5 days	
	● Executive Transition Program Module 2 *	12 – 19 Feb 2021	8 days	
	● Führung von Mitarbeitern und Teams Modul 2	24 – 26 Feb 2021	3 days	
	● C-Level Programm ** Module 2	24 – 26 Feb 2021	2.5 days	
MAR 2021	● Instandhaltungsmanagement Kolloquium	29 Mar 2021	1 day	
MAY 2021	● Executive Transition Program Module 3	14 – 21 May 2021	8 days	
	● 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
JUN 2021	● Leading with Psychological Intelligence	7 – 10 Jun 2021	4 days	€5 300
	● Aufsichts- und Beiräte in Familienunternehmen	17 – 18 Jun 2021	2 days	€3 000
	● Bringing Technology to Market Module 1 Module 2 Module 3	22 – 25 Jun 2021 7 – 10 Sep 2021 9 – 12 Nov 2021	12 days (4 days per module)	€12 400 ³
JUL 2021	● Der Aufsichtsrat Modul 2: Finanz- und Prüfungskompetenz	8 – 9 Jul 2021	2 days	€3 000
AUG 2021	● Finanzen für Manager	25 – 27 Aug 2021	3 days	€3 800
SEP 2021	● Bringing Technology to Market Module 2	7 – 10 Sep 2021	4 days	
OCT 2021	● Der Aufsichtsrat Modul 3: Organisations- und Reportingkompetenz	21 – 22 Oct 2021	2 days	€3 000
NOV 2021	● Negotiation Mastery	3 – 5 Nov 2021	3 days	€3 800
	● Bringing Technology to Market Module 3	9 – 12 Nov 2021	4 days	

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Brochure content as of April 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.