



# CLUSTER OVERVIEW

# ADVANCED MANAGEMENT PROGRAMS

■ English □ German

<b>Executive Transition Program</b>			
	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	
<b>General Management Seminar</b>			
	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	
<b>NEW</b>	<b>C-Level Programm **</b>		
	Modul 1	25 – 27 Nov 2020	5 days (2.5 days per module) €9 500
	Modul 2	24 – 26 Feb 2021	
<b>Der Aufsichtsrat</b>			
<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	€3 000
	Modul 2: Finanz- und Prüfungskompetenz	8 – 9 Jul 2021	6 days (2 days per module) €3 000
	Modul 3: Organisations- und Reportingkompetenz	21 – 22 Oct 2021	€3 000
<b>NEW</b>	<b>Aufsichts- und Beiräte in Familienunternehmen</b>		17 – 18 Jun 2021 2 days €3 000

# LEADERSHIP AND SOCIAL RESPONSIBILITY

■ English □ German

<b>Leading People and Teams</b>	3 – 6 Nov 2020	4 days	€5 300
<b>Leading People and Teams</b>	1 – 4 Dec 2020	4 days	€5 300
<b>Führung von Mitarbeitern und Teams</b>			
Modul 1	26 – 29 Oct 2020	7 days (4 and 3 days per module)	€7 800
Modul 2	24 – 26 Feb 2021		
<b>Understanding and Leading Change – The Change Clinic</b>	29 Sep – 1 Oct 2020	3 days	€3 900
<b>Change Management Seminar – Die Change-Klinik</b>	1 – 3 Dec 2020	3 days	€3 900
<b>Leading with Psychological Intelligence</b>	17 – 20 Nov 2020	4 days	€5 500
<b>Leading with Psychological Intelligence</b>	7 – 10 Jun 2021	4 days	€5 300
<b>Leadership under Pressure</b>	11 – 13 Nov 2020	3 days	€5 850
<b>Führen in kritischen Situationen</b>	25 – 27 Nov 2020	3 days	€5 850
<b>Leadership in Action</b>	16 – 18 Sep 2020	3 days	€4 500
<b>Women's Leadership Excellence</b>	9 – 11 Dec 2020	3 days	€3 800
<b>Leading Digital Transformation</b>	27 – 30 Oct 2020	3.5 days	€4 200
<b>Leader as a Coach</b>	30 Sep – 2 Oct 2020	3 days	€3 800
<b>Die Führungskraft als Coach</b>	11 – 13 Nov 2020	3 days	€3 700
<b>Bewusst führen: Stress managen und Resilienz stärken als Führungsaufgabe</b>	7 – 9 Sep 2020	3 days	€3 700
<b>Emerging Leaders Program</b>			
Module 1	15 – 18 Sep 2020	7 days (4 and 3 days per module)	€8 900 <sup>2</sup>
Module 2	27 – 29 Jan 2021		
<b>Understanding Data Analytics – Online program</b>	Autumn 2020		€2 600
<b>Führung für jüngere Führungskräfte</b>	25 – 29 May 2020	5 days	€4 900

# MANAGING TECHNOLOGY AND STRATEGY

■ English □ German

<b>Bringing Technology to Market</b>				
Module 1	22 – 25 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			
<b>Management Update: Neue Technologien. Impulse für Unternehmen und Führungskräfte</b>				
Modul 1	31 Aug – 2 Sep 2020	6 days (3 days per module)	€6 900	
Modul 2	18 – 20 Jan 2021			
<b>Decoding Digital: Building a Digital Strategy</b>		to be announced	2 days	€2 600
<b>Delivering on Digital: Successfully Implementing Digital Transformation Projects – Online program</b>		2 – 3 Jul 2020	2 days	€2 600
<b>Innovation as a Corporate Model</b>		1 – 3 Dec 2020	3 days	€3 900
<b>NEW</b>	<b>Innovation Sprint (blended program)</b>			
	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		
<b>Design Thinking and Organizational Implementation</b>		14 – 16 Oct 2020	3 days	€3 500 + VAT 19%
<b>Blockchain – How can we use Blockchain to foster our business? Online program</b>		22 Apr 2020	1 day	€1 200
<b>Winning with Business Strategies</b>		21 – 23 Oct 2020	3 days	€3 900
<b>Corporate Strategy</b>		7 – 8 Dec 2020	2 days	€2 600
<b>Customer Centric Sales Management</b>		14 – 16 Dec 2020	3 days	€3 800
<b>Instandhaltungsmanagement</b>				
Modul 1	3 – 7 Feb 2020	11 days (5 days per module and one colloquium)	€7 500	
Modul 2	1 – 5 Feb 2021			
Kolloquium	29 Mar 2021			
<b>Business Models for a Sustainable Energy Future</b>		14 – 15 Sep 2020	1 day	€1 200

# CORE COMPETENCIES

■ English □ German

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

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](https://execed.esmt.berlin/open-programs-individuals)

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## 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.

\*\* 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

<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.

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