

# Learning designed to enhance your decision-making.

WashU Olin's executive education gives you clarity and leadership skills to tackle today's greatest business challenges. Taught by renowned experts at WashU, every course broadens your perspective and deepens your skill set.

## WASHU OLIN EXECUTIVE DEVELOPMENT COURSES | MARCH 2022–FEBRUARY 2023

### Finance for Nonfinancial Managers **STARTS MAR 29, 2022 | Live Virtual** **1 unit | \$995**

*Todd Gormley, PhD*

Learn how to speak finance language and gain the skillset to understand performance metrics, capital allocation and strategic decision-making.

**Format and dates:** Two 3-hour digital sessions on March 29 and 30, 2022, from 8:30 to 11:30 a.m. CT each day

### Resolving and Transforming Workplace Conflict **STARTS MAR 31, 2022 | Live Virtual** **2.5 units | \$2,495**

*Paul Paese, PhD*

Gain a better understanding of disagreement and conflict throughout your organization, and develop the know-how and skills for resolving disruptive conflicts and transforming them into productive action.

**Format and dates:** Four 2-hour digital sessions on March 31 and April 7, 14 and 21, 2022, from 8:30 to 10:30 a.m. CT

### Strategy, Planning and Execution **STARTS APR 12, 2022 | Live Virtual** **3 units | \$3,300**

*Seth Carnahan, PhD, Lamar Pierce, PhD, and Samuel Chun, PhD*  
Gain a solid understanding of strategy, its application and the impact it can have on an organization. The course addresses strategy, strategic thinking, planning and execution as staple elements of leadership, management and governance.

**Format and dates:** Six 3-hour digital sessions on April 12, 13, 19, 20, 26 and April 27, 2022, from 8:30 to 11:30 a.m. CT each day

### Disrupted Workplace and Change Agility **STARTS MAY 10, 2022 | Live Virtual** **2 units | \$1,995**

*Paul Paese, PhD, and Rik Nemanick, PhD*

Learn to navigate disruption and manage disagreements between advocates and resisters to move your enterprise with agility toward smart reinvention and away from the status quo.

**Format and dates:** Four 3-hour digital sessions on May 10, 11, 17 and 18, 2022, from 8:30 to 11:30 a.m. CT each day

### Supply Chain and Risk Management **STARTS SEP 7, 2022 | Live Virtual** **5 units | \$5,500**

*Panos Kouvelis, PhD, and Lingxiu Dong, PhD*

Dive deep into supply chain and the impact it has on business. You'll learn how efficiency, cost, customer satisfaction and, ultimately, competitive advantage are at their optimum when operational excellence is achieved.

**Format and dates:** Ten 3-hour classes on September 7, 8, 14, 15, 20, 22, 28 and 29, and October 3 and Oct. 4, 2022, from 8:30 to 11:30 a.m. CT each day

### Difficult Conversations **SEP 21, 2022 | In Person** **1 unit | \$995**

*Rik Nemanick, PhD*

Explore the ways we respond in difficult situations and how our responses work for and against us. You'll learn techniques to create psychological safety to turn impasses and stalemates into cooperation and collaboration.

**Format and dates:** Full-day seminar on September 21, 2022, from 8:00 a.m. to 4:00 p.m. CT at the Knight Center on WashU's campus

### Inclusive Leadership **OCT 10, 2022 | In Person** **1 unit | \$995**

*Michelle Duguid, PhD*

Learn how to assess stereotypes and prejudices that may influence the way that people perceive, evaluate and react to others. You'll also identify interventions to help override errors in judgement and decision-making.

**Format and dates:** Full-day seminar on October 10, 2022, from 8:00 a.m. to 4:00 p.m. CT at the Knight Center on WashU's campus

### Women's Leadership Forum **STARTS OCT 11, 2022 | Hybrid** **6 units | \$7,700**

*Michelle Duguid, PhD, Rebecca Hollander-Blumoff, JD, PhD, Catherine Dunkin, PhD, Trish Gorman, PhD, and Paul Paese, PhD*  
Working in partnership with female executives, learn how to make decisions, exert power and influence, negotiate, and manage change confidently and effectively. Cohort-based, hybrid sessions (in person and live virtual) now forming.

**Format and dates:** Four all-day sessions at the Knight Center on WashU's campus and four 3-hour digital sessions

October 11, 2022 | 8:00 a.m. to 4:00 p.m. CT (in person)  
November 16, 2022 | 8:00 a.m. to 4:00 p.m. CT (in person)  
January 4 and 5, 2023 | 8:30 a.m. to 11:30 a.m. CT (live virtual)  
February 7 and 8, 2023 | 8:30 a.m. to 11:30 a.m. CT (live virtual)  
March 8, 2023 | 8:00 a.m. to 4:00 p.m. CT (in person)  
April 7, 2023 | 8:00 a.m. to 4:00 p.m. CT (in person)

### Data, Analytics and Interpretation **STARTS OCT 25, 2022 | Live Virtual** **4 units | \$4,400**

*Liberty Vittert, PhD, and Samuel Chun, PhD*

Gain a better understanding of modern data science and the potential implications for your organization's business strategy. You'll learn to think strategically about data and build a practice around using analytics to make better decisions and avoid pitfalls.

**Format and dates:** Eight 3-hour digital sessions on October 25 and 26, November 1, 2, 8, 9, 15 and 16, 2022, from 8:30 to 11:30 a.m. CT each day

### Strategic Thinking: Perception, Context and Focus **OCT 26, 2022 | In Person** **2 units | \$1,995**

*Trish Gorman, PhD*

Learn and implement a disciplined approach to analyzing complex problems, envisioning the best solutions and making good choices about what to do next, even in the face of uncertainty.

**Format and dates:** Two-day seminar will be held on October 26 and 27, 2022, from 8:00 a.m. to 4:00 p.m. each day at the Knight Center on WashU's campus

### Leadership and Resilience **JAN 18, 2023 | In Person** **1 unit | \$995**

*Dan Coughlin*

Develop techniques to enhance resilience and optimism in leadership and focus on positive framing to drive collaboration, teamwork and organizational impact.

**Format and dates:** Full-day seminar on January 18, 2023, from 8:00 a.m. to 4:00 p.m. CT at the Knight Center on WashU's campus

### Innovation **FEB 8, 2023 | In Person** **1 unit | \$995**

*Peter Boumgarden, PhD*

Learn how to cultivate insight about what's changing in the world and how to design solutions and strategies to meet these changes, even in the face of uncertainty.

**Format and dates:** Full-day seminar on February 8, 2023, from 8:00 a.m. to 4:00 p.m. CT at the Knight Center on WashU's campus

Units from these courses can be applied to Olin's Advanced Management Certificate. The AMC links strategy and leadership with executional skills to give you an integrated view of business functions. Earn the AMC by completing 15 course units in three years. To find out more, go to [olin.wustl.edu/certificates](http://olin.wustl.edu/certificates).

To register, go to  
[Olin.wustl.edu/seminars](http://Olin.wustl.edu/seminars).



WashU Olin  
Business School

#### REGISTRATION

We reserve the right to limit the number of session participants to ensure optimum classroom engagement, to change course dates and instructors, and to cancel courses due to low enrollment. In the event of changes, you will be given appropriate notice. For the most current schedule information, please visit our website at [Olin.wustl.edu/seminars](http://Olin.wustl.edu/seminars).

#### CANCELLATION AND SUBSTITUTION POLICY

If you can no longer attend a course, notify us via email at [ExecEd@wustl.edu](mailto:ExecEd@wustl.edu). Cancellations received with more than five business days' notice are eligible for transfer, credit or refund. Cancellations received within five days of the course are eligible for participant substitution but are otherwise nonrefundable. Any seminar credit issued by WashU Olin Executive Development must be used within one year of the originally scheduled seminar date.

#### CONTINUING EDUCATION UNITS

Washington University is among many colleges and universities that award Continuing Education Units (CEUs) to participants of approved, noncredit courses or programs. If you require proof of participation, please email your request to [ExecEd@wustl.edu](mailto:ExecEd@wustl.edu). We will provide you with a letter of completion.