

Build Your Own Program



Gain the Business Knowledge You Need

Olin Executive Education Courses

Whether you're looking to renew core competencies or broaden knowledge in a new area, these leading-edge, highly interactive courses catalyze new thinking and deliver tools that will help you tackle tough business challenges. And they are taught by renowned executive education experts at Olin Business School.

Take a Course: Stay sharp, one day at a time, with sessions that pique your curiosity and help you better address new challenges and opportunities. Learn it today; apply it tomorrow.

Pursue a Concentration: Take a deeper dive into a business area by pursuing a concentration. Take four sessions in a concentration within two years to earn the Concentration Award.

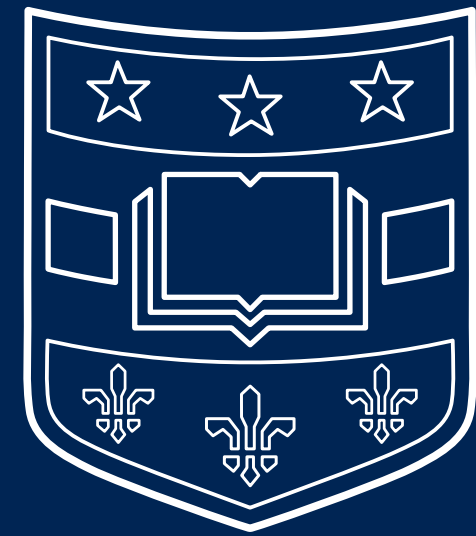
Earn the Advanced Management Certificate: Build an executive certificate tailored to your interests, goals, and constraints. When you complete four concentrations within three years, you'll be awarded the Advanced Management Certificate. (16 total accumulated days)

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Executive Programs
Olin Business School
Washington University in St. Louis
Campus Box 1158
One Brookings Drive
St. Louis, MO 63130



WashU's Executive Education courses offer learning for a lifetime of achievement.
Register online at olin.wustl.edu/seminars.



DESIGNED LEARNING

2018 Executive Education Courses

The WashU Advanced Management Certificate



WashU Advanced Management Certificate

Complete **four** concentrations to earn an Advanced Management Certificate.

Whether you take one course or choose the Advanced Management Certificate, you will find that WashU's Executive Education provides **FOCUSED, FLEXIBLE LEARNING.**

STRATEGIC THINKING CONCENTRATION

Market Strategy & Value Creation March 7, 2018

Sam Chun, PhD

Gain a systems-wide view of strategy, execution, and leadership, and learn to swiftly identify and address challenges you face in your organization.

Strategic Thinking April 23-24, 2018

Jackson Nickerson, PhD

Learn the concepts, frameworks, and tools for management decision making that help grow your organization and build its competitive advantage.

Executing Financial Strategy October 24, 2018

Anjan Thakor, PhD

Understand how financial decisions link to overall growth strategy and culture. Learn to integrate value creation into everyday decision making.

Predict, Test, Create: Innovating through the Fog November 7, 2018

Peter Boumgarden, PhD

Learn how to cultivate insight about what is changing in the world and how to design solutions and strategy to meet these changes even in the face of uncertainty.

Strategy & Alignment November 13, 2018

Lamar Pierce, PhD

Learn to successfully align employees and resources to support corporate goals and directives, and to identify conflicts between strategy and internal processes.

Strategy Execution November 14, 2018

Jackson Nickerson, PhD

What does it take to turn a plan into results? This program explores several approaches for choosing the best path from strategy to action as well as some of the common obstacles that arise along the way.

BUSINESS EXECUTION CONCENTRATION

High-Impact Productivity February 21, 2018

Peter Boumgarden, PhD

Drive greater career performance by understanding the constraints executives face and applying the best tools and practices of highly productive executives.

Negotiation Workshop September 28, 2018

John Horn, PhD

Learn the key elements of a negotiation position and best practices to effectively advocate for the needs of your company.

Lean Thinking for All October 3, 2018

Panos Kouvelis, PhD

Use the principles of "lean" to get things done better, faster, and more efficiently. Learn how leaders across a variety of industries use lean thinking to add value and create better processes for their firms.

Modern Data Science: The Big Picture October 4, 2018

Siddhartha Chib, PhD

Learn how to think strategically about the insights modern data sciences provide business leaders. Explore the tools data scientists use to solve real-world problems.

FINANCIAL MANAGEMENT CONCENTRATION

Project Valuation & Capital Budgeting April 3, 2018

Todd Milbourn, PhD

Gain the financial, budgeting, and forecasting tools that help you win support for projects that create value for your organization.

Management Foundations: Financial Statements May 9, 2018

Tom Fields, PhD

Make better fiscal decisions with an improved understanding of the different types of financial documents and the information each contains.

Finance for Nonfinancial Managers September 12, 2018

Todd Milbourn, PhD

Demystify corporate finance and gain a big-picture understanding of how the capital market system fits together. The course focuses on performance metrics, capital allocation, and value creation.

Mergers & Acquisitions December 4-5, 2018

Anjan Thakor, PhD, and Todd Milbourn, PhD

Examine the latest M&A research and trends; discuss common pitfalls; and develop best practices for target identification, deal valuation, and post-deal integration.

LEADERSHIP CONCENTRATION

Leading through Influence February 6-7, 2018

Stuart Bunderson, PhD

Develop the three critical skills of informal leadership: navigating politics, understanding power, and exercising influence.

Emotional Intelligence March 6, 2018

Hillary Anger Elfenbein, PhD

Learn how to facilitate workplace relationships through self-awareness, self-mastery, social awareness, and relational management.

Cornerstones of Leadership May 2, 2018

Dan Coughlin

Bring out the best in yourself and others through optimized personal effectiveness, greater resilience, and improved leadership and communication with others.

Leading a Culture of Excellence August 29, 2018

Robert Mixon, Major General (retired)

Learn the "Big 6" Leadership Principles that enable leaders to drive change through trust, excellence, and empowerment.

Leading & Managing Change September 18-19, 2018

Lee J. Konczak, PhD

Effective change management is critical to your organization's growth and profitability. Explore the best practices, models, methods, and tools that help you successfully lead change.

Difficult Conversations October 23, 2018

Ann Garrido, DMin

Designed by members of the Harvard Negotiation Project, this session teaches you how to handle conflict, talk through differences, and promote positive work relationships.

TALENT MGT/ORG DEV CONCENTRATION

Building Brand through Workforce Engagement February 9, 2018

Fred Bendaña and Steve Friedman

Explore the top workforce engagement and experiential strategies for building alignment between your brand and your people.

Managing the Millennial Wave February 27, 2018

Andrew Knight, PhD

Gain greater insight into the factors that shape the millennial generation's perspective, and learn how best to engage and motivate millennials to success.

Motivating People May 16, 2018

Markus Baer, PhD

Identify the misconceptions surrounding human motivation by recognizing key motivational principles. Also, discover scientifically proven ways to boost motivation.

Mentorship & Leader Development November 6, 2018

Rik Nemanick, PhD

Improve your capacity to mentor the best emerging talent in your firm. Learn the mindset and mentoring skills necessary to effectively bring out the best in others.

Leading & Growing Highly Effective Teams November 27-28, 2018

Kurt T. Dirks, PhD, and Paul Paese, PhD

Apply the principles of values-centered leadership to activate your team's true potential. Learn how teams built on a foundation of trust create value, and leverage the basics of team design to lead your team to maximum effectiveness.

WHERE: The Charles F. Knight Executive Education & Conference Center on Washington University's Danforth Campus

WHEN: All courses are held from 8 a.m. to 4 p.m.

COST: \$880 per day

Register today at:

olin.wustl.edu/seminars

For more information, call **314-935-9494** or send an email to ExecEd@wustl.edu.

WE ENCOURAGE EARLY REGISTRATION

Olin Business School reserves the right to limit the number of participants in sessions in order to ensure optimum classroom engagement; change course dates and instructors when necessary; and cancel courses due to low enrollment. In the event of changes, participants will be given appropriate notice. For the most current schedule information, please visit our website at olin.wustl.edu/seminars.

PARTICIPANT CANCELLATION AND SUBSTITUTION POLICY

If you can no longer attend a course for which you are registered, notify Executive Programs via email at 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.

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 make your request in writing to ExecEd@wustl.edu, and we will provide a letter of completion.