

PROGRAMS SEMINARS

2018-19

ADVANCED MANAGEMENT PROGRAMS

■ English □ German

Executive Transition Program			
Module 1	19 – 26 Oct 2018	24 days (8 days per module)	€22 900
Module 2	15 – 22 Feb 2019		
Module 3	10 – 17 May 2019		
General Management Seminar			
Module 1	09 – 14 Sep 2018	18 days (6 days per module)	€16 900
Module 2	15 – 20 Oct 2018		
Module 3	19 – 24 Nov 2018		
Der Aufsichtsrat			
<i>Modules can be booked individually / Module sind einzeln buchbar</i>			
Module 1: Anforderungen an das Aufsichtsratsmandat	17 – 18 May 2018	6 days (2 days per module)	€2 600
Module 2: Finanz- und Prüfungskompetenz	05 – 06 Jul 2018		
Module 3: Organisations- und Reportingkompetenz	25 – 26 Oct 2018		

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: www.esmt.org/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.

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: www.esmt.org/agb.

² Das in Athen stattfindende Modul 2 des Emerging Leaders Program unterliegt nicht der Umsatzsteuer in Deutschland.

³ Die im Ausland stattfindenden Module 2 und 3 des Bringing Technology to Market unterliegen nicht der Umsatzsteuer in Deutschland.

LEADERSHIP AND SOCIAL RESPONSIBILITY

■ English □ German

	Leading People and Teams	24 – 27 Apr 2018	4 days	€4 600
	Leading People and Teams	06 – 09 Nov 2018	4 days	€4 600
	Führung von Mitarbeitern und Teams			
	Module 1	02 – 05 Jul 2018	7 days (4 and 3 days per module)	€6 900
	Module 2	10 – 12 Oct 2018		
	Führung von Mitarbeitern und Teams			
	Module 1	12 – 15 Nov 2018	7 days (4 and 3 days per module)	€6 900
	Module 2	04 – 06 Feb 2019		
	Understanding and Leading Change	12 – 14 Sep 2018	3 days	€3 500
	Change Management Seminar: erfolgreich führen und verändern	18 – 21 Jun 2018	4 days	€4 000
	Change Management Seminar: erfolgreich führen und verändern	10 – 13 Dec 2018	4 days	€4 000
	Leading with Psychological Intelligence	27 – 30 Nov 2018	4 days	€4 800
	Leadership under Pressure	14 – 16 Nov 2018	3 days	€4 900
	Leadership in Action	19 – 21 Sep 2018	3 days	€4 000
NEW	Women's Leadership Excellence	04 – 05 Dez 2018	2 days	€2 400
	Leading Digital Transformation	12 – 14 Dez 2018	3 days	€3 500
	Die Führungskraft als Coach	21 – 23 Nov 2018	3 days	€3 300
	Leistungsmanagement: Führung, Resilienz, Stressmanagement	27 – 29 Aug 2018	3 days	€3 300
NEW	Handlungsfähigkeit unter Hochstress	16 – 18 Apr 2018	3 days	€3 300
	Happiness, Purpose, and Resilience at Work	06 Jun 2018	1 day	€1 200
	Emerging Leaders Program			
	Module 1	15 – 18 May 2018	7 days (4 and 3 days per module)	€6 500 ²
	Module 2	20 – 22 Jun 2018		
	Emerging Leaders Program			
	Module 1	18 – 21 Sep 2018	7 days (4 and 3 days per module)	€6 500 ²
	Module 2	23 – 25 Jan 2019		
	Management für jüngere Führungskräfte			
	Module 1	26 – 30 Nov 2018	10 days (5 days per module)	€7 200
	Module 2	18 – 22 Feb 2019		
	Führung für jüngere Führungskräfte	04 – 08 Jun 2018	5 days	€4 500
	IT Leadership Program			
	Module 1	20 – 23 Nov 2018	9 days (4, 3 and 2 days per module)	€9 500
	Module 2	22 – 24 Jan 2019		
	Module 3	26 – 27 Feb 2019		
	Booster Program: Business Ethics	tbd	1 day	€1 200

MANAGING TECHNOLOGY AND STRATEGY

■ English □ German

	Bringing Technology to Market			
	Module 1	19 – 22 Jun 2018	<i>12 days (4 days per module)</i>	€11 900 ³
	Module 2	04 – 07 Sep 2018		
	Module 3	06 – 09 Nov 2018		
	Management 2030: Digitalisierung, Trends und Herausforderungen			
	Module 1	03 – 06 Sep 2018	<i>8 days (4 days per module)</i>	€7 900
	Module 2	21 – 24 Jan 2019		
	Decoding Digital: Building a Digital Strategy	02 – 03 Jul 2018	<i>2 days</i>	€2 400
	Delivering on Digital: Successfully Implementing Digital Transformation Projects	05 – 06 Jul 2018	<i>2 days</i>	€2 400
	Innovation as a Corporate Model	03 – 05 Dec 2018	<i>3 days</i>	€3 500
	Being agile: Application workshop Design Thinking and Scrum	14 – 16 Nov 2018	<i>2 days</i>	€2 400
NEW	Corporate Entrepreneurship	25 – 28 Sep 2018	<i>4 days</i>	€4 500
	Blockchain – Using Its Potential to Benefit Your Business	13 – 14 Dec 2018	<i>2 days</i>	€2 400
	Winning with Business Strategies	03 – 05 Dec 2018	<i>3 days</i>	€3 500
	Erfolgreich Geschäftsstrategien entwickeln	28 – 30 May 2018	<i>3 days</i>	€3 500
NEW	Corporate Strategy	29 – 30 Nov 2018	<i>2 days</i>	€2 400
	Modern Sales Management	11 – 13 Dec 2018	<i>3 days</i>	€3 500
	Business Development: neue Konzepte für digitale Märkte	29 – 31 Oct 2018	<i>3 days</i>	€3 300
	Instandhaltungsmanagement			
	Module 1	19 – 23 Feb 2018	<i>11 days (5 days per module and one colloquium)</i>	€7 200
	Module 2	04 – 08 Jun 2018		
	Kolloquium	03 Sep 2018		
	Booster Program: Cybersecurity	tbd	<i>1 day</i>	€1 200
	Booster Program: Business Models for a Sustainable Energy Future	tbd	<i>1 day</i>	€1 200
	Booster Program: Business Experiments	tbd	<i>1 day</i>	€1 200

CORE COMPETENCIES

■ English □ German

Finance for the Non-finance Executive	05 – 09 Nov 2018	5 days	€5 700
Booster Program: International Financial Markets	tbd	1 day	€1 200
Betriebswirtschaft für Führungskräfte			
Module 1	11 – 15 Jun 2018	10 days (5 days per module)	€8 900
Module 2	27 – 31 Aug 2018		
Betriebswirtschaft für Führungskräfte			
Module 1	03 – 07 Dec 2018	10 days (5 days per module)	€8 900
Module 2	21 – 25 Jan 2019		
Mergers & Acquisitions			
Module 1	19 – 21 Sep 2018	6 days (3 days per module)	€5 900
Module 2	07 – 09 Nov 2018		
Booster Program: Fraud and Corruption	tbd	1 day	€1 200
Booster Program: Compliance with Competition and Consumer Policies	tbd	1 day	€1 200
Controlling für Führungskräfte	24 – 26 Sep 2018	3 days	€3 300
The Art of Decision Making	27 – 28 Jun 2018	2 days	€2 400
Die Kunst der Entscheidungsfindung	20 – 21 Sep 2018	2 days	€2 400
NEW Big Data in Decision-Making Processes	29 Jun 2018	1 day	€1 200
Negotiation Mastery	25 – 27 Apr 2018	3 days	€3 500
Negotiation Mastery	26 – 28 Nov 2018	3 days	€3 500
Negotiation Excellence	29 – 30 Nov 2018	2 days	€3 500
Professionelles Verhandeln	13 – 15 Jun 2018	3 days	€3 300
Verhandlungsführung – Intensivseminar	29 – 30 Oct 2018	2 days	€2 400

ESMT BERLIN EVENTS

Annual Forum	07 Jun 2018
Annual Alumni Network Meeting	08 Jun 2018
Netzwerk-Tag	27 Sep 2018
Coaching Colloquium	14 – 15 Dec 2018