

M | MICHIGAN ROSS

EXECUTIVE PROGRAMS

THE BEST LEADERS NEVER STOP LEARNING.

2016
Top 5 Open
Enrollment

FINANCIAL TIMES

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Advance your career – Transform your organization

BECOMING A POSITIVE LEADER

Senior
Leaders

Gain cutting-edge tools to invigorate your leadership style by focusing on what works. You will learn techniques to leverage your unique leadership strengths and stimulate performance gains in others. Learn powerful tools to increase employee engagement, transform your organization's culture, drive innovation and change, and improve your bottom line.

ENTERPRISE EXECUTIVE

Senior
Leaders

The business model is a critical success element of successful organizations. But, few review and update them with regularity and new perspective. Creating a deep understanding of the current business model provides a starting point for evaluating and uncovering both its strengths & shortcomings, revealing business opportunities. Develop the business case that will justify your proposed business model changes to capture these opportunities and describe your path toward successful implementation.

STRATEGIC LEADERS

Strategic
Leaders

You will be challenged to adopt new ways of thinking that increase your effectiveness as a leader. Learn to make better decisions under pressure, lead through complexity and ambiguity, develop talent, embrace risk, manage scale and scope, and lead with energy, agility, and intensity.

CREATING IMPACT THROUGH INNOVATION

Strategic
Leaders

As the designers and builders of teams, units and organizations, you have the obligation and opportunity to employ design principles in your leadership. As you widen the scope of design conversations you will provide everyone the opportunity to use a design approach adding the rich diversity of perspectives based on unique experiences. This program provides evidence-based strategies for effectively leading teams to creative and innovative solutions.

EMERGING LEADERS

New & Mid-level
Leaders

In this sabbatical for new & mid-level managers, you will learn to set the right vision, build and inspire teams, and drive change. As you reflect on your leadership approach you will better understand how others perceive you. Examine multiple leadership practices and choose how to integrate them to achieve career and organizational goals.

NEGOTIATING FOR POSITIVE RESULTS

Managers &
Professionals

Develop a personalized approach for your negotiating leadership, leveraging your best self, navigating cross-cultural dynamics, and managing emotional factors that can derail otherwise economically viable deals. In the process you'll learn to recognize and manage pervasive social psychological biases and nonverbal cues to develop trust swiftly, even with the most difficult people. You will emerge with new skills, insight, and tools to take to your next negotiation.

LEADING HIGH PERFORMING TEAMS

Managers &
Professionals

Unleash the power of your most talented teams globally, locally, or virtually. Learn best practices to motivate and enable them to achieve sustainable high performance with fewer resources. Explore key things you can do in the critical roles you play as a team leader: visionary, designer, coach, coalition builder, and ambassador. Interaction with faculty and program participants will help you realize which behaviors do and do not lead to high-performing teams.

Join peers from top companies and learn to lead your organization, drive innovation, create lasting change, and improve your bottom line with:

OPEN ENROLLMENT PROGRAMS

“The best way to **PREDICT** the future
is to **CREATE** it”

Peter Drucker

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Discover Michigan Ross OPEN ENROLLMENT PROGRAMS

FOCUSED PROGRAMS

GLOBAL SUPPLY CHAIN INNOVATION IN A CHANGING ENVIRONMENT

Managers &
Professionals

The program focus is on value creating operations. It incorporates simulated activities to build highly effective operations and supply chain capability, with innovation, flexibility and strategic insights into world class best and future practices. Build your personal and organizational capability in strategic operations management. Drive technical excellence in your systems and processes through innovative and adaptive practices.

STRATEGIC MARKETING FOR THE DIGITAL AGE

Managers &
Professionals

The fundamental shift in both the marketplace and marketing is explored in this program. An in-depth look is taken at the new 'digital consumers,' and examines how companies can harness the opportunities which the digital age creates.

STRATEGIC GROWTH FROM THE BASE OF THE PYRAMID

Managers &
Professionals

The base of the pyramid (BoP) represents perhaps the last great untapped market. Share key strategies, frameworks and processes necessary for success. Lessons have been learned from 25 yrs. of experience helping companies build sustainable and scalable businesses in the Base of the Pyramid markets. Aspiring enterprise leaders and their stakeholders will come away ready to succeed in the unique and opportunity-rich BoP.

HUMAN CAPITAL LEADERSHIP

ADVANCED HUMAN RESOURCES EXECUTIVE PROGRAM

Senior HR
Executives

Join the Human Resources guru, Dave Ulrich, global HR thought leaders, and top-level HR executives for the world's preeminent HR executive development program. You will learn to better link and lead your HR operations to advance overall business strategy, deliver value to investors, customers, and employees, and set a new, strategic vision for your HR operations world-wide.

STRATEGIC HR PLANNING

Strategic HR
Executives

Map your HR operations to the organization's overall strategic goals and explore how you can impact the bottom line as a leader in your HR role. Special focus is paid towards implementing strategic plans in global environments. Transition from operationally reactive to strategically proactive through exploring your business strategy and examining cultural, capability, and talent requirements necessary to make your strategy a reality.

FOR REGISTRATION & INFORMATION VISIT
michiganross.umich.edu/execed

Additional Open Enrollment Programs
offered in
Hong Kong – Singapore – India

email: rossexeced@umich.edu
call: 734-763-1000

“An INVESTMENT in knowledge always **PAYS** the best interest.”
Benjamin Franklin

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Transform your organization with **CUSTOMIZED SOLUTIONS**.

Whether it's a "lunch and learn," one-day, one-week, or year-long program, our Michigan Ross faculty are ready to develop your team. We will come on site, or host you in Ann Arbor. We tailor the topics and faculty to your unique needs. Here are some recent Michigan Ross **custom program topics**.

"We need leaders with a **global enterprise perspective**, who break down silos."

"We need leaders for a **high-velocity work environment** to compete in non-conventional markets."

"We need **strategic** decision makers with **business acumen**."

"We want to know future trends to help us build a **strategic HR** function aligned to the business."

"We need to be more **agile** to deal with all this **change**."

"We need to **accelerate development** of the next generation of leaders."

"We need executive insights that create **breakthrough strategies**."

"We need leaders who know how to attract, retain and **engage diverse talent**."

"How do we **grow**?"

"We need more **innovative ideas** to drive growth and profitability."

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"**LIVE** as if you were to die tomorrow. **LEARN** as if you were to live forever." *Mahatma Gandhi*