

UNIVERSITY OF PITTSBURGH

PITTBUSINESS

Executive MBA Programs
Center for Executive Education

Center for Executive Education Fall 2009 Program Portfolio



Fall 2009 Programs

MBA Essentials

Day Program – September 13-18 and October 19-23, 2009
Individuals with nonbusiness or technical backgrounds can lay a foundation for individual and corporate success by learning essential management skills and business language. This mini-MBA certificate program covers important managerial concepts from each functional area, helping to tie these areas together in order to increase revenue, control expenses, and promote productivity. Use these concepts and an expanded business vocabulary to communicate and work more effectively with specialists in all functional areas as well as senior management.

Developing Leadership Skills

September 17-18, 2009

This is a hands-on program designed to facilitate the development and/or improvement of your leadership skills by practicing effective “influence” behaviors in various contexts such as interpersonal, team, and inter-team situations. These situations will involve your active participation in decision-making, observation and feedback tasks. Participation in this program should be both an enjoyable and learning experience.

Supervising and Managing People

October 5-6, 2008

Managing people is replete with challenges: goal setting, effective communication, conflict resolution—just to name a few. Acquire proven skills for improving one’s ability to accomplish results through people. Participants work with an industrial strength instructor to explore their individual managerial challenges and devise a personal action plan for improvement.

The following three courses can be taken individually or in combination. Take all three and earn a *Certificate in Team Effectiveness and Decision Making*.

Using the Myers-Briggs Type Indicator for Greater Team Effectiveness

October 7, 2009

This program will utilize the Myers Briggs Type Indicator typology and approach to understanding personality types, preferences, and differences within teams to generate team cohesion and change. Learn next steps and initiatives to continue to promote the team building.

Leading Global Teams

October 8, 2009

While global teams are a powerful management tool, research suggests that many falter and most experience a great deal of conflict and miscommunication. Explore the role that culture plays in organizational effectiveness and how to improve team performance and outcomes within a multicultural team.

Decision Making in a Semi Flat World

October 9, 2009

Mid and upper-level executives must be able to think strategically and broadly in order to create success outside their national boards. This program underscores the need to see beyond the balance sheet in international decision making. Develop an understanding of the conflicting pressures of culture, history, and politics on global business strategies. Learn how to discern if successful home strategies can be readily applied abroad. Develop realistic strategies for targeting new, more rewarding markets.

Business Development Innovations For Professional Services Firms

October 14, 2009

This program, designed for senior leaders in professional service firms, offers strategies for developing and managing best practices in business development processes, will enhance the proficiency of staff and partners in developing profitable, long-term client relationships, and instill a culture of client-focused business development across all practice areas.

International Executive Leadership Program (IELP)

October 25-30, 2009

Participants gain a global outlook on markets, consumers, and operations, and are provided with opportunities to build cultural competence in regions where their organizations currently operate or plan to conduct business. Graduates return to their organizations with a deeper awareness of critical business issues and best practices and an increased ability to meet complex business challenges. Courses include: Cross Cultural Communication, Global Human Resources, Effective Global Leadership, Innovation Management, Global Finance, and more.



Process Improvement Through Lean Six Sigma

November 2-3, 2009

Mid-level managers looking to reduce cycle time, production bottlenecks, and process variability while simultaneously improving quality output will benefit from this course, which brings together Lean and Six Sigma methodologies—present in the most successful improvement initiatives of the 21st century. Develop a framework for continuous improvement and realize faster progress and more success in process improvement initiatives.

The following three courses can be taken individually or in combination. Take all three and earn a *Certificate in Coaching, Mentoring, and Managing Diversity*.

Coaching for Top Performance

November 11, 2009

Learn how to apply proven coaching techniques to motivate an individual staff member or a globally dispersed virtual team and maximize performance. Create a framework for managing in today's global workplace. Build an authentic leadership style, which includes an exploration of the hard and soft skills that midcareer professionals need to advance into organizational leaders.

Mentoring for Organizational Effectiveness

November 12, 2009

Learn how to build and maintain an effective corporate mentoring program in order to strengthen organizational intelligence, build enduring communities of knowledge, promote collaboration across differences, and sustain an organization's competitive advantage. Examine the experiences of best practice firms in developing fully integrated and diverse portfolios of mentoring initiatives.

Managing a Diverse Organization

November 13, 2009

Learn the tools and strategies for effectively managing a diverse organization, including employees, partners, suppliers, and other stakeholders. Explore how diversity can be a key driver of important organizational outcomes such as the recruitment and retention of top talent and employee development and leadership succession.

Change Management: Leadership in Turbulent Times

November 17-18, 2009

The world is changing at an ever increasing velocity and no organization can afford to stand still. Participants will assess the rate and magnitude of change within their organizations. Explore organizational culture and its influence on the success or failure of an organizational change. Assess an organization's culture and identify areas where change is needed. Design change processes necessary for shaping organizational culture.

The following three courses can be taken individually or in combination. Take all three and earn a *Certificate in Leadership and Organizational Effectives*.

Leadership, Followership and Star Performance

December 2, 2009

Participants will be introduced to the research, and are provided with an overview of nine breakthrough strategies. Particular emphasis is given to the followership and leadership work strategies. Despite negative stereotypes associated with the word 'follower,' they play a necessary and critical role in helping the organization achieve its strategic objectives.

Cross Organizational Influence

December 3, 2009

Learn cross-organizational influence skills—learnable strategies and techniques to drive business performance while promoting cooperation, strategizing, and conflict resolution. There are opportunities at every level of an organization to exert influence to get important things done. Practice making a persuasive presentation and taking advantage of an opportunity to advance an agenda.

C-Level Communications

December 4, 2009

A successful career depends on managing up, but communicating with executives requires an entirely unique set of skills and strategies. Learn the keys to developing, delivering, and presenting verbal and written communication to senior-level executives. This hands-on program provides realistic opportunities for participants to enhance their presentation skills and confidence.

The following courses can be taken individually or in combination. Take both and earn a *Certificate in Entrepreneurship and Value Creation*.

Entrepreneurship and New Venture Capital

December 7-8, 2009

Explore the entrepreneurial process as well as potential areas for future entrepreneurial activity. Develop a framework for analyzing prospective new ventures. Examine common challenges faced in the early stages of new ventures.

Valuation of Private Firms

December 9, 2009

Examine the value creation process in private firms. Identify key differentiators between public and private firms. Learn how to assess the risks and rewards of ownership relative to the risks and rewards of alternative investments.

Contact Us

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Invest in Your Company and Emerging Leaders with **Custom Training**

The Pitt Business Center for Executive Education designs and delivers a wide variety of business education programs that meet the specific needs of organizations. These programs are designed to optimize the benefit to the client organization taking into account multiple locations, scheduling, budget constraints, number of people and learning objectives. The degree of customization in a program depends on the client's needs. Bring any open enrollment program to your company site or let us custom design one for you.

Contact us today: 412-648-1600 or 1-866-KATZ-CEE



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