

2021 EXECUTIVE EDUCATION PROGRAMS

Executive Education with a *Global Perspective*

CHICAGO BOOTH 
The University of Chicago Booth School of Business

CHICAGO LONDON HONG KONG

A business school with a *global* presence

The Chicago Booth Executive Education network represents nearly 60,000 executives across 130 countries.

3 BOOTH CAMPUSES
CHICAGO, LONDON, HONG KONG



3 UNIVERSITY OF CHICAGO CENTERS
PARIS, BEIJING, DELHI



—Welcome to—

The University of Chicago Booth School of Business Executive Education

Unprecedented times call for world-class education to help leaders solve complex business challenges. Chicago Booth's renowned executive education programs are designed to help leaders grow their skills and steer their organizations ahead with confidence. Our robust suite of in-person, live-online, and online programs is designed to bring executives to new heights. Our custom programs are designed to fit an organization's unique set of challenges and are delivered online and in-person around the globe. Explore our catalog and discover which program is right for you.



CHICAGO

Our downtown campus, Gleacher Center, is situated along the Chicago River, steps away from the “Magnificent Mile.”



LONDON

Our newly constructed London campus is a short walk from St. Paul's Cathedral and the Museum of London.



HONG KONG

Our new Hong Kong campus is located at a historically important Mount Davis Heritage site.



For more than 100 years,
Chicago Booth has been
a *leader* and *innovator* in
business research
and education.

FIRST to offer a PhD in business

FIRST to create an executive MBA program in 1943 to provide senior managers and executives the most up-to-date management education and training

FIRST to establish permanent campuses on three continents: North America, Asia, and Europe

FIRST to have nine Nobel Prize winning professors

FIRST to originate the study of modern finance, develop the concept of social capital, redefine the science of the stock market, and pioneer quantitative marketing

INTRODUCTION

Business School with a Global Presence	2
Chicago Booth Faculty	6
Who Should Attend	8
The Chicago Approach™	9

CUSTOM EXECUTIVE EDUCATION PROGRAMS

Introduction	10
Teaching to the Emerging Leadership Agenda	12
Our Approach to Custom Program Design	13

ONLINE, DISTANCE LEARNING PROGRAMS

New: Blended Programs	16
New: Online Programs	17
New: Live-Online Programs	17

COMPREHENSIVE MANAGEMENT

The Advanced Management Program (AMP)	22
The Accelerated Development Program (ADP)	24
Global Leadership Institute (GLI)	26
Global Senior Management Program (GSMP)	27
Chicago Booth Executive Program in El Gouna, Egypt	28

LEADERSHIP

New: Behavioral Economics: Nudging to Shape Decisions (BE)	32
New: Resilient Leadership for High-Performing Organizations (RLHPO)	33
Essentials of Executive Leadership: The Psychology of Management (EEL)	34
High-Performance Leadership (HPL)	35
Leading High-Performance Organizations—Hong Kong (LHPO-HK)	36
Leading Organizational Change (LOC)	37
Negotiation and Decision-Making Strategies (NDMS)	38
New: Negotiate with Influence: Shape Negotiations at the Bargaining Table (NI)	49
Negotiations: Strategies and Processes for Impactful Outcomes—Hong Kong (NSP-HK)	40
Strategic Business Leadership: Engagement, Performance, and Execution (SBL)	41
Physician Leadership Program (PLP)	42

MARKETING

Marketing Analytics to Drive Growth (MDG)	46
New Product Innovation, Development, and Implementation Strategies (NPD)	48
Pricing: Strategy and Tactics (PST)	49

STRATEGY

The Advanced Strategy Program (ASP)	52
New: Digital Innovation Strategy and Management (DISM)	53
New: The Chicago Booth Competitive Strategy Program (CBCS)	54
Executive Program in Corporate Strategy (EPCS)	55
New: Leading with Data and Analytics (LDA)	57
New: Strategic Thinking—Live-Online (STLO)	58
Strategic Thinking—Hong Kong (ST-HK)	59

FINANCE

New: Chicago Booth Approach to Finance (CBAF)	62
The Executive Finance Program (EFP)	63
The Executive Program for Prospective CFOs (EPPC)	64
Financial Analysis for Nonfinancial Managers (FANM)	65
The Latin American CFOs' Executive Program (LACFO)	66
Mergers and Acquisitions (MA)	67
Private Wealth Management (PWM)	68
Wealth Planning Essentials (WPE)	69
Certified Investment Management Analyst® (CIMA®) Certification	70
Certified Private Wealth Advisor® (CPWA®) Certification	71

COURSE CALENDAR AND ADDITIONAL INFORMATION

72-73

Our faculty stand above and apart

Chicago Booth has one of the most highly regarded faculties of any business school in the world. Our faculty members are consistently recognized for their substantial contributions to the fields of business, economics, psychology, and others—and have considerably shaped modern understanding of markets and organizations.

LEARN FROM HIGHLY REGARDED PROFESSORS WITH REAL-WORLD EXPERTISE

Chicago Booth professors and practitioners collaborate and consult with firms, serve on corporate boards, and start their own companies. They are sought out for their expert analysis and advice by government and business leaders worldwide. With their distinctive mix of theory and application, participants can start applying what they learn immediately.



Nine faculty members
at Chicago Booth
have won the
Nobel Prize.

Chicago Booth has nine current and former faculty members who have won the Nobel Prize, and their knowledge and research help shape our Executive Education programs and data-driven approach. You will gain a modern understanding of markets and organizations at Booth that surpasses all other institutions. It's a distinction we're extremely proud of because it leads to executive development you can count on.



RANDALL S. KROSZNER

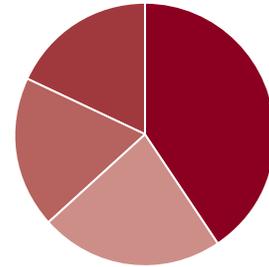
Deputy Dean for Executive Programs and
Norman R. Bobins Professor of Economics,
Chicago Booth

We seek out *curious* people

In our Executive Education programs, ideas compete and people collaborate. Learn alongside top business professionals from a range of industries and functions. Make valuable business connections with business leaders from across the US and around the globe.

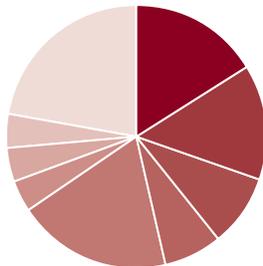
WHO SHOULD ATTEND?

Programs are designed for senior-level executives in both functional and general management positions. These leaders may be transitioning into new roles, looking to develop in a specific functional area, or seeking to expand their leadership skills. They may manage teams or contribute on an individual basis, managing or influencing stakeholders across an organization.



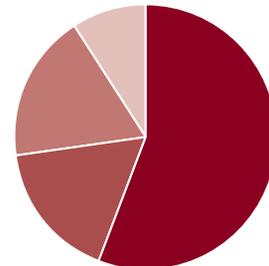
MANAGEMENT LEVEL

- Senior Management
- Upper-Middle Management
- Middle Management
- Other



INDUSTRY

- Manufacturing
- Retail
- Utilities
- Chemicals
- Financial Services
- Construction
- Healthcare
- Technology
- Others



REGION

- North America
- EMEA
- Asia and Oceania
- South America

The Chicago Approach™

Inquiry. Insight. Impact. Three words that describe the power and outcomes of a distinctive way of learning, analyzing, and interacting.

The way we generate, refine, and apply ideas sets Chicago Booth apart from other business schools and distinguishes our students for the entirety of their professional lives. Our educational philosophy is rooted in the belief that transformational insights start with rigorous inquiry and a fundamentals-based understanding of how organizations function, how markets work, and how people make decisions.

RIGOROUS INQUIRY

Our executive participants learn to question and evaluate problems and opportunities through foundational disciplines.

COGENT INSIGHT

At Booth, empirical evidence (real-world data) and analysis are paramount. A diverse array of analytical and behavioral frameworks gives participants the ability to visualize compelling new business solutions.

ENDURING IMPACT

We believe that effective, long-term business practices stem from fundamental principles, not fads or trends. Our executive participants have transformational experiences that turn them into more empowered, impactful leaders.

We teach you how to think—not what to think.

We create *high-impact, custom* Executive Education programs

The economic and competitive realities of globalization and technological change have dramatically raised the bar on what it takes to create and maintain a competitive advantage.

As a higher standard of leadership capabilities emerges, so does the need for a more innovative and exacting custom Executive Education program. We are on the forefront of designing and delivering highly customized Executive Education to meet the specific leadership development objectives of our clients.

From top consumer packaged goods companies to financial services in the US, we have developed programs for organizations that seek to bolster their senior management leadership skills. Working with both public and private sectors, we created general management programs for executives in Africa and the Middle East. Whether in Asia or South America, our programs have helped to drive growth and innovation for global companies.

PROGRAM FORMATS

We work with our global clients to explore customized online, in-person, and hybrid program formats so your team may learn at Booth regardless of where they are around the globe. Our programs help leaders elevate their skills and learn from renowned Chicago Booth faculty. Partner with us and empower your organization with The Chicago Approach™.

LINDA E. GINZEL
Clinical Professor of
Managerial Psychology,
Chicago Booth



Teaching to the *emerging leadership* agenda

In this challenging business environment, placing decision-making authority and operating control in the hands of the few at the top of the organization cannot support the level of agility, innovation, and customer focus required to generate long-term shareholder value. The need to delegate decision-making to lower levels of the organization has created a new leadership development agenda.

TO MEET THESE NEW DEMANDS, SENIOR LEADERS MUST NOW:

- Take greater ownership of both their operating unit's strategy and the company's corporate strategy
- Collaborate effectively with their peers across internal boundaries of the organization to advance their company's strategy
- Innovatively run their operations as new technology evolves at an increasingly rapid pace
- Create a committed and agile workforce by developing and managing their talent with the necessary competencies for success

This new world requires a revolutionary approach to customized Executive Education.

TEAM LEARNING SOLUTIONS: GROUP ENROLLMENT

In addition to custom programming, we offer tailored group enrollment options. Organizations can send a team of employees to our open-enrollment programs to enhance team dynamics and foster a common goal. Our programs provide the perfect opportunity to learn—as a team—how to effectively manage for success.

WHEN YOU REGISTER YOUR TEAM MEMBERS AS A GROUP, YOU'LL RECEIVE:

- Discounted program pricing
- Simple group registration process
- Opportunities for your team members to collaborate with each other and learn from global participants in organizations facing similar business challenges

Our approach to *custom* program design

We work closely with our clients, as both partners and advisors, to create educational experiences with the highest impact.

A COLLABORATIVE PROCESS

Our four-step process ensures that programs are precisely tailored to your needs.

STEP 1: LISTEN

Each partnership begins with a series of conversations designed to help us understand your needs and objectives.

STEP 2: DESIGN

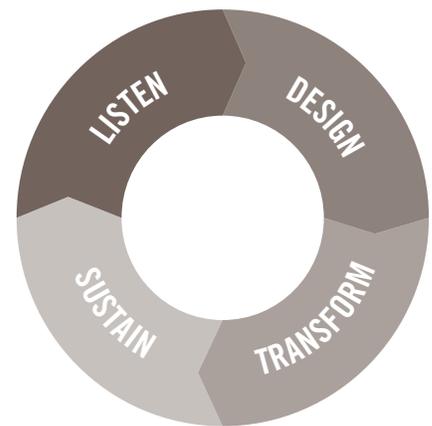
Armed with rich insights into your organization, our faculty collaborate to create dynamic learning content specifically for you.

STEP 3: TRANSFORM

Our expert faculty deliver classroom material through engaging, interactive learning experiences.

STEP 4: SUSTAIN

Finally, we continually assess your program to ensure maximum learning and impact.



FLEXIBLE PROGRAM FORMATS

Our solutions can be delivered through traditional classroom learning—at locations around the globe—in addition to live-online (synchronous), online (asynchronous), and hybrid (in-person and online) formats. Programs may also include:

- Self-paced assignments
- Online on-demand content
- Executive coaching
- Company visits
- Group and individual projects
- Simulation
- Conferences
- Speakers
- Live, simultaneous translation (Spanish, Arabic, Chinese, Portuguese, and more)

Online, Distance Learning Programs

COVID-19 has permanently changed how organizations operate, and leaders worldwide are resetting their business models to move forward. Visionary leaders who capitalize on new opportunities and mobilize their teams will steer ahead with confidence. At Chicago Booth, we are poised to help executives respond to these unprecedented times with new online distance learning programs which are designed to strengthen core leadership and management skills. Our programs aim to bring a diverse group of leaders from around the globe together for a one-of-a-kind learning experience.

ONLINE PROGRAMS

Chicago Booth's online programs offer a blend of synchronous and asynchronous learning, allowing you to maximize your time away from the office. These programs incorporate weekly self-paced assignments, recorded videos, and live sessions with faculty, guest speakers, and thought leaders to deepen knowledge. Weekly quizzes and assignments are often incorporated into these programs to help ensure your understanding of the content. Our online programs benefit leaders who seek to divide Booth's intense content over multiple weeks and incorporate multiple learning knowledge checks throughout their learning experience.

LIVE-ONLINE PROGRAMS

Chicago Booth's live-online programs are delivered in a synchronous format where you'll learn from renowned faculty, industry leaders, and from a global set of peers in an interactive, high-impact virtual environment. Often, these programs blend live sessions with activities and include case studies to deepen one's understanding of the materials. The benefit to this format is that you'll receive Booth's rigorous content in short, digestible sessions held multiple times weekly, and over a few weeks. These programs also include virtual networking opportunities to expand your professional network.



Blended Programs

Global Leadership Institute (GLI)

Global Leadership Institute is a premier global executive development program designed for skilled professionals who seek to enhance their strategic decision-making and leadership skills as their responsibilities grow across their organization and into enterprise-focused management.

FORMAT

GLI is composed of non-consecutive weeks of in-person classroom education and online, distance modules—which include live discussion sessions. The program is designed so busy global leaders may continue to collaborate and network virtually with other participants and faculty members throughout the entire program.

UPCOMING DATES

2022 dates coming soon

Certified Investment Management Analyst® (CIMA®) Certification

The only credential designed specifically for financial professionals who want to attain a level of competency as an advanced investment advisor or consultant. Chicago Booth is a Registered Education Provider for the education program requirement in the certification process.

FORMAT

This program offers a combination of online learning—live- online preparation and on-demand recorded content sessions—and an optional two-day in-person workshop.

UPCOMING DATES

September 8–December 3, 2021

Online Programs

Behavioral Economics: Nudging to Shape Decisions (BE)

Organizations around the globe are increasingly using “nudge thinking” to help people make more efficient decisions. In this online program, executives will learn how to leverage behavioral economic insights to improve economic, policy, and management outcomes.

UPCOMING DATES

September 21–November 15, 2021

Chicago Booth Approach to Finance (CBAF)

In this eight-week program, participants will learn the fundamental principles of finance and accounting to become more impactful leaders and financial decision-makers.

UPCOMING DATES

September 21–November 15, 2021

Leading with Data and Analytics (LDA)

As the volume of available business data expands, the winners in tomorrow's marketplace will be those who can generate insight from information. Participants will learn how to improve business outcomes by leveraging analytics to make evidence-based decisions.

UPCOMING DATES

September 6–October 17, 2021

October 25–December 5, 2021

Live-Online Programs

The Chicago Booth Competitive Strategy Program (CBCS)

Participants will learn how to think like an entrepreneur, evaluate their competitive strategy and market positioning, explore how behavioral science impacts strategy formulation, discover how to identify patterns in the market, and learn how to incorporate VUCA preparedness into corporate strategic initiatives.

UPCOMING DATES

October 11–20, 2021

Digital Innovation Strategy and Management (DISM)

Organizations leading digital transformation can achieve sustainable growth with enhanced margins and thrive through disruption. Others will be left behind. Learn how to define and drive a next-generation digital strategy for your business.

UPCOMING DATES

November 8–11, 2021

Negotiate with Influence: Shape Decisions at the Bargaining Table (NI)

Participants will gain the skills to become a more effective negotiators. They will discover their own unique negotiation style and its benefits in crafting a deal, explore how different strategic choices affect outcomes, acquire frameworks for cross-cultural negotiations, and identify biases at the bargaining table.

Participants will acquire powerful social capital techniques that can help them make more impactful deals and exceed organizational objectives.

UPCOMING DATES

October 4–13, 2021

Resilient Leadership for High-Performing Organizations (RLHPO)

Participants will tap into their inner gumption to go against the tide—becoming resilient leaders who are essential to a high-performance environment. Attendees will learn how to communicate the hard truths with authenticity, counteract fears with inspiration, and embrace mistakes that drive innovation.

UPCOMING DATES

November 9–18, 2021

Live-Online Programs

Strategic Thinking—Live-Online (STLO)

While digital disruption was well under way before the Covid-19 pandemic, these disruptive forces have accelerated in the context of significant market uncertainty that will persist for some time. The focus of this program is to provide senior leaders with the foundational skills in strategic thinking to effectively help navigate their organizations through these turbulent times.

UPCOMING DATES

Check back soon for 2022 dates

Wealth Planning Essentials (WPE)

In the era of COVID-19, the only certainty is uncertainty. Markets have rebounded from their initial crash earlier in the year, but the global economy remains fragile. Taxes are likely to go up in the coming years in response to rising deficits. How should families manage through the turbulence? In this program, you'll gain wealth planning essentials to navigate these uncertain times.

UPCOMING DATES:

Check back soon for 2022 dates

Comprehensive Management

We prepare executives facing milestone career transitions for success with a fresh perspective, new insights, and integrated curriculum.

“In this rapidly changing technology environment, Chicago Booth teaches you the breadth and scope of your high-impact decisions, the financial ‘language’ around the decision-making process, and the tools to analyze options based on historical patterns. I gained exceptional insight into the product marketing and strategy decision-making processes and how to place a business valuation on those decisions.”

Barrington Lopez

Former Vice President

Midwest Division of a Fortune 100 Technology Company



The Advanced Management Program (AMP)

Chicago Booth's Advanced Management Program is designed for senior executives who desire to increase their impact and are serious about taking their organizations—and themselves—to the next level through agile, innovative leadership. Executives leave with razor-sharp business judgment and the skills and confidence to make high-stakes decisions and create lasting value.

PROGRAM OVERVIEW

In this program, executives are immersed in a collaborative environment where professors and classmates challenge ideas and test assumptions to better analyze business problems. The professors and their classmates offer new perspectives, challenge their thinking, and offer meaningful feedback, all with the goal of increasing their ability to effectively lead their organizations.

AMP is the only senior executive program to offer an individualized course of study with the option to choose elective courses. The program consists of two parts: three week-long core sessions—focusing on different aspects of enterprise leadership (see Program Outline section for more detail), and three week-long elective sessions—allowing for an individualized curriculum, depending on each executive's experience and interests, and flexibility in scheduling.

WHO SHOULD ATTEND?

This program is designed for senior-level executives who are proven business leaders with 20-plus years of high-level, professional experience. Titles include: president, senior vice president, head of major business units, division president, country manager, general counsel, executive director, and C-suite.

PROGRAM BENEFITS

By attending this program, you will:

- Develop a structured method for learning from your experience and generating insights
- Gain new perspectives on your organization, the industry in which you compete, and the challenges you face
- Become more reflective and critical in your thinking and encourage the same of your colleagues
- Learn how to better position your organization for growth in a rapidly and continually evolving business landscape

- Learn how relationships, self-awareness, and leadership agility determine your competitive advantage
- Discover how to balance your roles as a representative for your interests, your company's interests, and the interests of your profession and community at large

PROGRAM STRUCTURE

- Three required core sessions
- Three participant-selected elective sessions that best complement individual goals, development needs, and business interests

THREE CORE SESSIONS

Introductory Session: Leader as Person

Managing complex situations, making tough decisions, and leading corporate initiatives requires a high level of self awareness. Successful executive leadership requires authenticity, clarity, and agility to engage different audiences. Topics include learning from experience, learning and storytelling, and leadership agility.

Midcourse Session: Leader and the Organization

Examine how you can influence and drive change, develop a results-driven culture, and create value by identifying new opportunities and mobilizing resources around you. Topics include coordinating across the enterprise, embedding innovation throughout the organization, and leading organizational change.

Capstone Session: Leader and the Community

Think strategically about your organization as being a part of the broader system, both locally and globally, while you think deeply about your future plans and your legacy as a leader. Topics include leadership and the broader community, managing organizational reputation, and the global economy.

ELECTIVE COURSES

Choose three electives according to the dates and material that best fit your professional developmental needs and schedule.

Live-Online Electives

- The Chicago Booth Competitive Strategy Program
- Digital Innovation Strategy and Management
- Negotiate with Influence
- Resilient Leadership for High-Performing Organizations
- Strategic Thinking—Live-Online

In-Person Electives

Finance

- The Executive Finance Program
- The Executive Program for Prospective CFOs
- Financial Analysis for Nonfinancial Managers
- Mergers and Acquisitions

Marketing

- Marketing Analytics to Drive Growth
- New Product Innovation, Development, and Implementation Strategies
- Pricing: Strategy and Tactics

Strategy

- Executive Program in Corporate Strategy

Leadership

- Essentials of Executive Leadership:
The Psychology of Management
- High-Performance Leadership
- Leading Organizational Change
- Negotiation and Decision-Making Strategies
- Physician Leadership Program

Global Programs

- Leading High-Performance Organizations—Hong Kong
- Negotiations: Strategies and Processes—Hong Kong
- Strategic Thinking—Hong Kong

ADMISSIONS PROCESS AND CRITERIA

Applications are accepted on a rolling basis and are reviewed immediately upon submission.

An online application is available at

[ChicagoBooth.edu/AMP](https://chicagobooth.edu/AMP).

FACULTY DIRECTOR

Harry L. Davis

Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management, Chicago Booth

Faculty director Harry Davis provides program leadership for the Advanced Management Program. He works with other faculty members and guest speakers to design an adaptive and integrated experience.

Please visit us at [ChicagoBooth.edu/ExecEd](https://chicagobooth.edu/ExecEd) for a complete list of AMP faculty.

DATES

April 11, 2022–November 11, 2022

AMP participants may enroll in elective sessions at any time during the year. An optional fourth elective is discounted 50 percent.

INVESTMENT

\$56,000 USD

The fee includes tuition, course materials, continental breakfasts, lunches, and select class dinners.

Accommodations and transportation are not included.

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: [ChicagoBooth.edu/AMP](https://chicagobooth.edu/AMP)

Note: Program dates, instructors, and fee are subject to change.

The Accelerated Development Program (ADP)

The Accelerated Development Program (ADP) offers a powerful solution: maximum exposure to key business concepts and strategies in an intensive, multi-modular format. ADP's modular format means you can apply the new knowledge to the workplace in real time as the program progresses.

WHO SHOULD ATTEND?

This program is designed for executives who are responsible for key organizational activities but who need to develop a wider general management perspective outside their traditional areas of control and expertise. ADP participants represent a diverse range of industries, and backgrounds, creating a dynamic environment for peer learning and sharing.

PROGRAM BENEFITS

By attending this program, you will:

- Develop a comprehensive understanding and gain insight into the critical functional areas within a company
- Learn how to manage across functional areas and lead cross-functional teams
- Strengthen strategic decision-making skills and enhance strategic thinking
- Build and learn to shape organizational culture and structures that create value
- Learn strategic tools and techniques to manage future growth
- Position yourself to take on more strategic, general management roles
- Gain greater self-awareness and understanding of how you work with others
- Develop a persuasive leadership plan
- Interact with industry executives in India and explore business challenges in a growing market
- Network and establish long-term relationships with key executives from other organizations
- Obtain networking benefits that include access to a dedicated online directory of past and current ADP participants, a lifelong email forwarding address, and access to Chicago Booth regional events

ADMISSIONS

Ideal candidates have been identified by their organizations as executives who have recently assumed greater responsibilities within their companies.

Candidates should have 10-plus years of business experience with a significant managerial and leadership background.

ADMISSIONS PROCESS

The Accelerated Development Program admissions committee highly recommends that all applicants be supported by their employing organizations. The supporter should have a familiarity with the applicant's background and motivations for attending the ADP. Typical supporters include the person to whom the applicant reports, the company's chief human resources officer, or the head of management development. ADP follows a rolling admissions (first come, first served) process, and qualified candidates are admitted on a rolling, space-available basis. We recommend that you apply early to the program as space is limited.

An online application is available, visit ChicagoBooth.edu/ADP

FACULTY

Faculty may include:

Douglas J. Skinner

Deputy Dean for Faculty and Eric J. Gleacher Distinguished Service Professor of Accounting, Chicago Booth

Pradeep K. Chintagunta

Joseph T. and Bernice S. Lewis Distinguished Service Professor of Marketing, Chicago Booth

Jean-Pierre Dubé

James M. Kilts Distinguished Service Professor of Marketing, Chicago Booth

Michael Gibbs

Clinical Professor of Economics, Chicago Booth

Scott F. Meadow

Clinical Professor of Entrepreneurship, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

Kathleen Fitzgerald

Adjunct Associate Professor of Strategic Management, Chicago Booth

Linnea Gandhi

Adjunct Assistant Professor of Behavioral Science, Chicago Booth

Hal Weitzman

Adjunct Assistant Professor of Behavioral Science, Chicago Booth

John Burrows

Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

Susan Lucia Annunzio

President and CEO, Center for High Performance

DATES

September 2021–May 2022

Classes convene for three academic modules on Chicago Booth campuses in Hong Kong, London, and Chicago; one field immersion module in New Delhi; and four online modules.

INVESTMENT

\$28,000 USD

The fee includes tuition, course materials, continental breakfasts, lunches, and select class dinners. Accommodations and transportation are not included

LOCATIONS

Hong Kong

London

Chicago

One field immersion module: New Delhi

Four online modules

LEARN MORE: ChicagoBooth.edu/ADP

Note: This program is run in partnership with Northwest Executive Education. Program dates, instructors, and fee are subject to change.

Global Leadership Institute (GLI)

Global Leadership Institute is a premier global executive development program designed for skilled professionals who seek to enhance their strategic decision-making and leadership skills as their responsibilities grow across their organization and into enterprise-focused management.

WHO SHOULD ATTEND?

The program is targeted towards senior managers with at least 10 years of experience and a significant portion of that experience leading and managing teams. In addition, individuals identified as high-performers within their organization as well as P&L owners responsible for the strategic direction of their department and/or business unit, managing line of business or multiple lines of business.

Successful candidates will be senior leaders that have a technical, scientific or other professional degree background and wish to strengthen their business acumen along with leadership and management capabilities in order to take their organizations to the next level. Participants can be from public or private sectors.

PROGRAM BENEFITS

By attending this program, you will:

- Improve your strategic decision-making as you grow within your organization
- Enhance your cross-functional and enterprise leadership skills for more effective business management
- Learn how to better position your organization for growth in a rapidly and continually evolving global business landscape
- Network and establish long-term relationships with senior executives from organizations from across the world

PROGRAM STRUCTURE

GLI is a mix of in-person classroom and online modules—which include live discussion sessions. The program is designed so busy global leaders may continue to collaborate and network virtually with other participants and faculty members throughout the entire program. What's more, participants will experience immersive learning with Chicago-based company visits, hearing from industry leaders, and learning from each other. Group and individual projects, as well as experiential learning, bring The Chicago Approach to life in the GLI program.

ADMISSIONS PROCESS

Candidates must submit a completed application form at ChicagoBooth.edu/GLI. In order to ensure your place in the program and to receive your pre-program materials in a timely manner, please submit your application six weeks prior to the start of the program. Late applications will be considered if space is available.

FACULTY

Please visit us at ChicagoBooth.edu/ExecEd for a complete list of GLI faculty

DATES

2022 dates coming soon

LEARN MORE: ChicagoBooth.edu/GLI

Note: Program dates, instructors, and fee are subject to change.

Global Senior Management Program (GSMP)— Chicago and Online

Gain a global perspective and international network in this management program co-created by Chicago Booth and IE Business School.

WHO SHOULD ATTEND?

This program is aimed at members of the management committee and administrative councils, presidents, company owners, managing directors, vice presidents, country managers, and other senior managers who are responsible for creating a strategic vision with an international focus. Participants will be carefully selected in order to form a group with similar concerns, while maintaining a balanced mix of business sectors, international vision, and cultures.

PROGRAM BENEFITS

By attending this program, you will:

- Expand your current view of the global business world and discover how to draw on international perspectives to better forecast future trends
- Cultivate the advanced management skills needed to develop innovative strategies and implement change in global organizations
- Explore the latest research and advancements in strategy, leadership, finance, marketing, and human capital
- Build your international network with fellow business leaders, industry leaders, and internationally renowned faculty

ADMISSIONS CRITERIA

The admission process involves the presentation of the application form and may require an interview. Apply at GlobalSMP.com.

FACULTY

Pradeep K. Chintagunta

Joseph T. and Bernice S. Lewis Distinguished Service Professor of Marketing, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

Ram Shivakumar

Adjunct Professor of Economics and Strategy, Chicago Booth

John Burrows

Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

Susan Lucia Annunzio

President and CEO, Center for High Performance

Gareth Jones

Visiting Professor and Executive Fellow—Executive Education, IE Business School

Mia De Kuijper

Professor of Scenario Planning & Power Nodes, IE Business School

Edgar Mayoral

Adjunct Professor of Strategy, IE Business School

Andrew McCarthy

Associate Professor, IE Business School

Joseph Pistrui

Professor of Entrepreneurial Management, IE Business School

DATES

Please check back soon for 2022 dates

INVESTMENT

\$19,500 USD

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/GSMP

Note: Program dates, instructors, and fee are subject to change.

Chicago Booth Executive Program in El Gouna, Egypt

In partnership with Nassef Sawiris and the Sawiris Foundation for Social Development, Chicago Booth Executive Education has developed a one-of-a-kind Executive Education program in El Gouna that will enhance how the public and private sectors do business in Egypt.

WHO SHOULD ATTEND?

This program is designed for senior-level executives in charge of creating value for their organizations. The program is an excellent fit for executives who are responsible for enhancing their organizations by combating competition and market disruption, leading digital transformation and innovation, working with policy makers and government officials, evaluating new ventures, managing change, or improving the growth of the organization.

PROGRAM OBJECTIVES

- Improve management, decision-making, and leadership in times of digital, economic, and social disruption
- Discover how to use data to enhance strategic decision-making in an increasingly complex and evolving digital environment
- Develop tactical innovation tools that will help leverage outside perspectives for insights and new ideas
- Acquire the analytical frameworks to increase ROI and improve your decision-making process based on customer insights
- Learn how to anticipate disruptive market changes and act with strategic agility
- Discover what financial lessons can be drawn from recent crises to better prepare for future economic risks and operational challenges
- Learn best practices in behavioral science and negotiation techniques, and develop frameworks for making sound decisions
- Identify, replicate, and nurture high-performance behaviors and workgroups throughout the organization

ADMISSIONS PROCESS AND CRITERIA

Candidates must submit a completed application to be considered for this program. Please apply online at info.ChicagoBooth.edu/GounaExecEd

The candidate's level and type of experience are important characteristics for the admissions committee. In general, participants:

- Have expertise in one or more functional areas or may already be leading organizations that are in the process of expanding
- Have a minimum of 12 years business experience with some managerial and leadership background
- Are proficient in written and spoken English, which is required for successful participation in the course

Applicants are encouraged to contact us at exec.ed@chicagobooth.edu for more information about the program or application process.

FACULTY

Randall S. Kroszner

Deputy Dean for Executive Programs and Norman R. Bobins Professor of Economics, Chicago Booth

Sanjog Misra

Charles H. Kellstadt Professor of Marketing and Newbauer Family Faculty Fellow, Chicago Booth

George Wu

John P. and Lillian A. Gould Professor of Behavioral Science, Chicago Booth

Marc Knez

Clinical Professor of Strategic Management, Chicago Booth

Lindsey Lyman

Clinical Assistant Professor of Entrepreneurship, Chicago Booth

Susan Lucia Annunzio

President and CEO, Center for High Performance (CfHP)

DATES

This program will be held in fall 2022. Check back soon for dates.

LOCATION

El Gouna Campus
Mohamed Ibrahim Kamel Street
84513 El Gouna, Egypt

LEARN MORE: info.ChicagoBooth.edu/GounaExecEd

Note: Program dates, instructors, and fee are subject to change.

Leadership

Our emphasis on agility, delivering high performance, and implementing change creates executives who stand out because of the authenticity, incisiveness, and clarity they bring to leading their organizations.

“I have implemented many of the tools and techniques acquired in the Booth program into my everyday work life. They are relevant, adaptable, and scalable. I highly recommend it.”

Rich Haluschak

Senior VP and CFO

Art Center College of Design



Behavioral Economics: Nudging to Shape Decisions (BE)

Learn how to leverage behavioral economic insights to improve economic, policy, and management outcomes.

WHO SHOULD ATTEND?

This program is designed for mid- to senior-level employees from around the world who are responsible for making impactful, efficient, and economic decisions for their organizations. Those who are in the role of presenting choices to clients, customers, and key stakeholders (choice architects), will benefit from this program.

In addition, those in the fields of marketing, sales, business development, market research, consulting, policy, and entrepreneurial pursuits will find this program beneficial, as well as executives working in a wide range of industries, such as healthcare, utilities, insurance, banking, retail, manufacturing, nonprofit, and governmental agencies.

PROGRAM BENEFITS

By attending this program, you will:

- Learn how to design products and services that create more value for customers
- Discover the emotional and cognitive underpinnings of economic behavior and how agents make decisions
- Explore hidden biases and heuristics that either reinforce, or counteract, outcomes
- Discover how choice architecture may optimize decisions to benefit economic, regulatory, and policy creation strategies
- Gain the frameworks to draw actionable insights from data intelligence to improve customer experiences
- Discover the tools to optimize your value proposition for greater influence and impact
- Increase management decision outcomes that result in improved enterprise-wide efficiencies and processes

FACULTY

Devin G. Pope

Professor of Behavioral Science and Economics, Chicago Booth

DATES

September 21–November 15, 2021

PROGRAM FORMAT

Online

PROGRAM DURATION

Eight weeks, 3–5 hours per week

INVESTMENT

\$2,800 USD

LEARN MORE: [ChicagoBooth.edu/BE](https://chicagobooth.edu/BE)

Note: Program dates, instructors, and fee are subject to change.

Resilient Leadership for High-Performing Organizations (RLHPO)

Discover how to lead with courage for an agile, high-performance environment.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers who are charged with having tough talks, minimizing fears, and mobilizing an organization to move ahead amid uncertainty.

Leaders from a wide range of industries and organizations, including corporations, associations, nonprofits, startups, and public sector organizations will find this program beneficial. Executives from most job titles and functions will also benefit from attending this program, including entrepreneurs and consultants; and those in finance, operations, business development, human resources, sales, marketing, general management, donor relations, and operations.

PROGRAM BENEFITS

Unlike many other online leadership programs, this program provides a world-class experience as participants will learn in a highly engaging live-online format. Participants will read case studies offline and come together in weekly live virtual sessions to strengthen their learning. During these sessions, participants will learn, ask questions, and receive immediate feedback bringing The Chicago Approach™ to business to life.

By attending, you will:

- Build respect and learn to lead with courage and confidence by representing your most authentic self
- Explore and encourage the characteristics of a high-performance environment
- Acquire effective communication tools to have courageous conversations, tackle tough issues, and deliver bad news
- Discover how to manage change agents and build agility within your organization

FACULTY

Susan Lucia Annunzio

President and CEO, Center for High Performance

DATES

This program is held in a live-online format, which entails multiple virtual sessions that span two weeks:

November 9–18, 2021

PROGRAM FORMAT

Live-Online

PROGRAM DURATION

Two weeks, 4–6 hours per week

PROGRAM SCHEDULE

Live sessions are held twice a week on Tuesday and Thursday for two weeks, from 10 a.m.–noon CT (3 p.m. GMT/4 p.m. WAT)

INVESTMENT

\$2,500 USD

LEARN MORE: ChicagoBooth.edu/RLHPO

Note: Program dates, instructors, and fee are subject to change.

Essentials of Executive Leadership: The Psychology of Management (EEL)

Learn to apply insights from social psychology to build your ability to effectively lead and manage people, processes, and situations.

WHO SHOULD ATTEND?

This program will benefit current managers who seek to enhance their management skills and effectiveness within the context of their organizations and individual performances. It is ideal for anyone with current or anticipated management responsibilities, ranging from mid- to senior-level management to people expecting to take on a leadership role.

PROGRAM BENEFITS

By attending this program, you will:

- Understand the nature and dynamics of interpersonal and team behavior related to organizational performance and effectiveness
- Develop a framework for analysis and action around your management challenges
- Identify behaviors and situational factors to improve your future outcomes

FACULTY

Linda E. Ginzel

Clinical Professor of Managerial Psychology,
Chicago Booth

Bernd Wittenbrink

Robert S. Hamada Professor of Behavioral Science,
Chicago Booth

Boaz Keysar

William Benton Professor of Psychology, University of
Chicago

DATES

December 6–10, 2021

SCHEDULE

Program starts at 1 p.m. on Monday and finishes by noon on Friday

INVESTMENT

\$10,950 USD
(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/EEL

Note: Program dates, instructors, and fee are subject to change.

High-Performance Leadership (HPL)

Learn to create a high-performance environment that drives financial results, inspires innovation, and accelerates growth.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers who create value for their organizations. The program provides techniques for encouraging an environment necessary to sustaining long-term, profitable growth.

PROGRAM BENEFITS

By attending this program, you will:

- Create a plan to eradicate the barriers to high-performance in a business unit
- Identify, replicate, and nurture high-performance behaviors and workgroups throughout the organization
- Develop a structured approach to preparing for and thinking about negotiations, decision-making and everyday influence situations

FACULTY

Linda E. Ginzel

Clinical Professor of Managerial Psychology,
Chicago Booth

Sonny Garg

Global Lead for Energy Solutions, Update

Susan Lucia Annunzio

President and CEO, Center for High Performance

DATES

December 6–10, 2021

SCHEDULE

Program starts at 1 p.m. on Monday and finishes by noon on Friday

INVESTMENT

\$10,950 USD
(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/HPL

Note: Program dates, instructors, and fee are subject to change.

Leading High-Performance Organizations— Hong Kong (LHPO-HK)

Through this two-day program, regional and global executives will learn behaviors that accelerate or stifle high performance, how to better leverage positive attributes of a work environment, and techniques to build performance drivers into their organizations.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers who are responsible for leading and managing change. The program, offered in Hong Kong, is designed to provide regional and global executives in leadership roles with techniques to encourage an environment necessary for long-term, profitable growth.

PROGRAM BENEFITS

By attending this program, you will:

- Learn to recognize and encourage the characteristics of high-performing workgroups
- Acquire the skills and tools to build a high-performance work environment
- Lead more effectively and drive strategic direction by leveraging your strengths
- Acquire techniques for respectful communication—even in challenging situations

HERITAGE COURTYARD AND INTERPRETATION CENTRE TOUR

Our Hong Kong campus is home to the Heritage Courtyard and Interpretation Centre. Program participants are offered a tour and access to exhibitions highlighting the unique history of our Mount Davis site.

FACULTY

Susan Lucia Annunzio

President and CEO, Center for High Performance (CfHP)

DATES

June 22–23, 2022

INVESTMENT

\$3,800 USD
(accommodations not included)

LOCATION

The University of Chicago Booth School of Business in Hong Kong
The Hong Kong Jockey Club University of Chicago Academic Complex I The University of Chicago Francis and Rose Yuen Campus in Hong Kong

LEARN MORE: ChicagoBooth.edu/LHPO

Note: Program dates, instructors, and fee are subject to change.

Leading Organizational Change (LOC)

Learn powerful methods to revitalize your organization, gain cooperation, improve strategic thinking and creative problem solving, boost performance, and extract maximum benefit from new opportunities.

WHO SHOULD ATTEND?

This program is targeted to senior executives endeavoring to guide and catalyze significant and sustainable change. If you are in the midst of, or about to initiate, important changes to processes, strategies, structures, or culture, this program is for you. The program is especially recommended for leaders who are looking for new ideas, eager to engage with fellow participants in discussion, and committed to implementing an action plan for change in their business, nonprofit, or governmental organization.

PROGRAM BENEFITS

By attending this program, you will:

- Build organizational agility
- Manage up, down, and sideways
- Move from competing agendas to organizational alignment
- Win hearts and minds to the efforts ahead
- Drive creativity and flexibility in problem solving
- Guide people through the complexities of change
- Leverage dilemmas to strengthen organizational strategy
- Lead your organization to seize new opportunities
- Anchor your plan of action to the real-world business challenges you face
- Benefit from postprogram consultation with program faculty

FACULTY

Joshua Klayman

Professor Emeritus of Behavioral Science,
Chicago Booth
Partner, Humanly Possible®, Inc.

Jackie Gnepp

President, Humanly Possible®, Inc.

DATES

November 8–12, 2021

INVESTMENT

\$10,950 USD

(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/LOC

Note: Program dates, instructors, and fee are subject to change.

Negotiation and Decision-Making Strategies (NDMS)

Negotiate with integrity using the basic influence techniques of professional negotiators. You will acquire frameworks to improve your negotiation skills, your influence, and your decision-making processes.

WHO SHOULD ATTEND?

This program is designed to benefit middle, upper-middle, and senior-level managers who would like to enhance their influence—both internally in their organizations and externally with other organizations and vendors—by improving their negotiation and decision-making skills.

PROGRAM BENEFITS

By attending this program, you will:

- Practice a systematic and insightful approach to negotiations and decision-making
- Monitor and improve your negotiation skills with personalized coaching and feedback from faculty
- Evaluate your performance across situations and people
- Learn how to adapt your negotiation approach to different situations and people
- Know what information is needed to negotiate effective outcomes

FACULTY

George Wu

John P. and Lillian A. Gould Professor of Behavioral Science, Chicago Booth

Ayelet Fishbach

Jeffrey Breakenridge Keller Professor of Behavioral Science and Marketing and IBM Corporation Faculty Scholar, Chicago Booth

DATES

December 13–17, 2021

INVESTMENT

\$10,950 USD
(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/NDMS

Note: Program dates, instructors, and fee are subject to change.

Negotiate with Influence: Shape Decisions at the Bargaining Table (NI)

Learn how to negotiate to achieve more value while maximizing the benefits for your organization and yourself.

WHO SHOULD ATTEND?

This program is an excellent fit for early and mid-career executives who seek to grow their negotiation skills for the benefit of their careers and organizations. Leaders from a wide range of industries and organizations, including corporations, associations, nonprofits, startups, and public sector organizations, will find this program beneficial.

Executives from most job titles and functions will also benefit from attending this program, including entrepreneurs and consultants. And those in legal, sales, marketing, real estate, community and social service, information technology, business development, human resources, sales, marketing, general management, and donor relations.

PROGRAM BENEFITS

By attending this program, you will:

- Gain essential strategies to negotiate with influence to prepare for success
- Explore your individual negotiation style and how hidden psychological biases may shape outcomes
- Discover the characteristics of a successful agreement and how social capital can help create organizational value at the bargaining table
- Learn how cultural and cross-border differences can influence negotiations in significant ways
- Understand different strategic choices and interpersonal skills that drive success to create a win-win scenario

FACULTY

John Burrows

Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

DATES

This program is held in a live-online format on Mondays and Wednesdays for two weeks.

October 4–13, 2021

PROGRAM FORMAT

Live-Online

PROGRAM DURATION

Two weeks, 4–6 hours per week

PROGRAM SCHEDULE

Live sessions are held twice a week on Monday and Wednesday for two weeks from 9 a.m.–noon CT (4 p.m. GMT/5 p.m. WAT)

INVESTMENT

\$2,500 USD

LEARN MORE: ChicagoBooth.edu/NI

Note: Program dates, instructors, and fee are subject to change.

Negotiations: Strategies and Processes for Impactful Outcomes—Hong Kong (NSP-HK)

Become a more effective negotiator by developing your toolkit of negotiation tactics and strategies. You will learn from an extensive set of negotiation experiences in class, practice your skills, and benefit from valuable feedback.

WHO SHOULD ATTEND?

This two-day program will benefit middle-, upper-, and senior-level managers who would like to enhance their influence and performance—both internally and externally with other organizations and vendors—by improving their negotiation skills.

PROGRAM BENEFITS

By attending this program, you will:

- Learn strategies for analysis and preparing for negotiations
- Understand different strategic choices (and interpersonal skills) that drive relative success at the bargaining table
- Know what information is needed to negotiate effective outcomes
- Engage in a variety of negotiation role-play exercises and receive immediate feedback
- Experiment with new techniques and test their effectiveness in the safety of the classroom

HERITAGE COURTYARD AND INTERPRETATION CENTRE TOUR

Our Hong Kong campus is home to the Heritage Courtyard and Interpretation Centre. Program participants are offered a tour and access to exhibitions highlighting the unique history of our Mount Davis site.

FACULTY

John Burrows

Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

DATES

March 16–17, 2022

INVESTMENT

\$3,800 USD
(accommodations not included)

LOCATION

The University of Chicago Booth School of Business in Hong Kong
The Hong Kong Jockey Club University of Chicago Academic Complex I The University of Chicago Francis and Rose Yuen Campus in Hong Kong

LEARN MORE: [ChicagoBooth.edu/NSP](https://chicagobooth.edu/NSP)

Note: Program dates, instructors, and fee are subject to change.

Strategic Business Leadership: Engagement, Performance, and Execution (SBL)

Learn how to use the social capital tools to build cross-functional, cross-organizational relationships and get ahead of the competition.

WHO SHOULD ATTEND?

This program is designed for executives with significant corporate management responsibility, including senior and upper-middle executives who are responsible for executing business strategies.

PROGRAM BENEFITS

By attending this program, you will:

- Learn how agile leaders adapt to situations and people
- Practice leading, following, and collaborating to influence outcomes
- Explore social capital as a means for navigating networks and organizations
- Identify strategies to manage across organizational boundaries

FACULTY

Harry L. Davis

Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

John Burrows

Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

DATES

2022 in-person dates coming soon

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/SBL

Note: Program dates, instructors, and fee are subject to change.

Physician Leadership Program (PLP)

MOVING DATA TO IMPACT

Physician Leadership Program is a physician-only program designed to elevate the leadership skills of physicians in administration roles seeking to accelerate sustainable, profitable growth for their healthcare organization.

PROGRAM OVERVIEW

Physicians within both academic and private practice organizations are faced with improving the quality of care and clinical outcomes, while managing the struggle to reduce healthcare costs and minimize medical errors. At the same time, data analytics has brought new opportunities to understand true costs and revenues, although many healthcare organizations struggle with successfully integrating analytical strategies into their operations.

To effectively tackle these challenges, a successful physician leader must understand the business of medicine, as well as the practice of medicine. Developing the necessary management skills is a requirement for physician leaders to be successful in creating healthy workplace environments.

WHO SHOULD ATTEND?

This program is designed for physicians in administrative leadership positions in academic and/or private healthcare organizations who lead clinical divisions or report to a chair of their departments. The program will be attractive to new section chiefs or department chairs in hospitals, physicians in private practice taking on more oversight and leadership, and younger physicians aspiring toward healthcare leadership positions.

This program is an excellent fit for physicians who are in the leadership capacity to create healthy team environments, improve practice efficiencies, and reduce physician burn out.

PROGRAM BENEFITS

By attending this program, you will:

- Understand the drivers of financial health and quality measurement in order to strategically navigate public reporting requirements, hospital and physician ratings systems, and value-based payment programs
- Learn how to use data-driven evidence to benchmark against the competition and to justify and drive organizational change to improve results
- Cultivate loyal executives and positive work environments by building a personal leadership tool kit that supports authentic leadership and builds influence
- Discover the financial, profitable growth that may occur when combining effective leadership with strategic, analytical decision-making skills within your healthcare organization

LEADERSHIP CHALLENGE

Unlike other physician leadership programs, Chicago Booth's program integrates a Leadership Challenge into its curriculum for an immersive experience. Working in teams, attendees will be challenged to find a solution to a unique management problem using the application of the program's core teachings. Ultimately, attendees will leave the program with a new set of strategic decision-making skills that encompass the evolution and deployment of data to influence internal stakeholders.

CORE SESSIONS

Value-Based Healthcare and Financial Drivers to Drive Profit

This module is focused on strategies and processes to improve the financial health of your organization. Participants will explore how to evaluate their competition, anticipate new market forces, and identify their organizations' competitive strengths based on their value curves. Participants will discover tactics to grow their profit margins by gaining insights into how professional fees and clinic reimbursements are generated. Attendees will explore how their clinic financials have a direct impact on their public reporting outcomes and explore how alternative payment models may improve profit margins. Finally, physicians will discover how patient outcomes impact value-based incentives and rankings.

Build Your Tool Kit for Transformative Leadership

This module will channel your authentic leadership style to lead teams effectively for success. You will discover critical traits in building a high-performance work environments that drive financial results and accelerate sustainable, profitable growth. This session includes how to encourage the attributes associated with a healthy workplace environment and how to influence through collaboration, commitment, communication, and valuing people. You will leave the session with the skills to design and lead in a competitive healthcare organization.

NETWORKING

Participants will experience high-impact learning from Chicago Booth, and their personal networks will grow from meeting fellow physicians with common administrative challenges. Participants will have the option to join a group dinner and welcome reception, and connect with other physicians throughout the program.

FACULTY

Dan Adelman

Charles I. Clough, Jr. Professor of Operations Management, Chicago Booth

Bruce L. Gewertz, MD

Vice Dean for Academic Affairs, Vice President for Interventional Services, and Surgeon-in-Chief, Cedars-Sinai Health System

DATES

2022 dates coming soon

INVESTMENT

\$8,700 USD

The fee includes tuition, course materials, continental breakfasts, lunches, and select class dinners. Accommodations and transportation are not included.

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/PLP

Note: Program dates, instructors, and fee are subject to change.

Marketing

The marketing curriculum focuses on stimulating growth by applying sharp, strategic skills to marketing plans, enhancing the strategic decision-making capabilities of executives, and providing new insights into emerging patterns of competition as well as new sources of value creation for customers.

“This course equipped me with the concepts, frameworks, and real industry examples that allowed me to drive some quick wins, resulting in sustainable incremental profits for us.”

Director of Sales
Fortune 500 Industrials Firm



Marketing Analytics to Drive Growth (MDG)

Acquire analytical frameworks to increase ROI and improve your decision-making process based on customer insights. You'll be equipped with the agility and creativity to make data-driven, insightful decisions in an increasingly analytical world.

WHO SHOULD ATTEND?

This program benefits mid- to senior-level executives in marketing, sales, brand management, product management, and finance, who are responsible for translating marketing data into action and profits. The program will also benefit small business owners and entrepreneurs who want to focus their marketing spend and broaden their marketing expertise.

Titles include: president, VP of marketing science and insight director, senior director of analytics and insights, finance director, director of marketing and sales, senior digital marketing manager, analytics and strategy manager, manager of consumer insights and business analytics, marketing manager, product manager, and revenue manager.

PROGRAM BENEFITS

By attending this program, you will:

- Master a strategic and scientific approach to marketing analytics that results in higher ROI
- Gain an understanding of how to use and interpret data for more precise strategic and tactical decision-making
- Learn how to make marketing spending more accountable and improve return on marketing investment
- Learn to apply analytical frameworks for evaluating marketing strategies with a focus on value creation, customer analysis, product positioning, pricing, communications, and sales force management
- Discover how to use algorithmic tools to further digital and nondigital marketing goals
- Explore untapped opportunities for Big Data in your firm's marketing strategies

FACULTY

Jean-Pierre Dubé

James M. Kilts Distinguished Service Professor of Marketing, Chicago Booth

Sanjog Misra

Charles H. Kellstadt Professor of Marketing, Chicago Booth

DATES

Check back soon for 2022 dates

INVESTMENT

\$6,950 USD
(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/MDG

Note: Program dates, instructors, and fee are subject to change.



New Product Innovation, Development, and Implementation Strategies (NPD)

Learn how to create or modify your new product development process and position your firm for a strategic competitive advantage. This program provides comprehensive coverage of major topics in developing and implementing a market-driven approach to innovation.

WHO SHOULD ATTEND?

This program is appropriate for mid- to upper-level managers, directors, and VPs in any area involved in the development and management of new products. This includes functional areas such as new product development, marketing, R&D, business development, design, engineering, operations, sales, and strategy, as well as cross-functional new product development teams.

PROGRAM BENEFITS

By attending this program, you will:

- Master the latest techniques to design new product/service offerings that deliver customer value and better meet your customers' needs/wants
- Learn how to develop and implement a new product development process based on best practices and frameworks
- Explore major topics in developing and implementing a market-driven approach to innovation

FACULTY

Sanjay K. Dhar

James M. Kilts, Jr. Professor of Marketing,
Chicago Booth

Arthur Middlebrooks

Clinical Professor of Marketing and Executive Director,
Kilts Center for Marketing, Chicago Booth

DATES

Check back soon for 2022 dates

INVESTMENT

\$10,950 USD
(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/NPD

Note: Program dates, instructors, and fee are subject to change.

Pricing: Strategy and Tactics (PST)

Learn how to strategically manage pricing to defend or increase your profitability, even in highly competitive markets.

WHO SHOULD ATTEND?

This program is valuable for mid- to senior-level executives who analyze, recommend, or approve pricing decisions. It is especially valuable for marketing, finance, and sales executives who are introducing new products, facing significant price competition, or failing to achieve prices that reflect the value they deliver.

PROGRAM BENEFITS

By attending this program, you will:

- Explore the real financial implications of pricing decisions and when it makes sense to compete on price and when it doesn't
- Learn how to change customers' price perceptions to capture more value and determine which alternatives to price competition are appropriate for your business
- Use pricing to strategically guide a business to long-term profitability, rather than reacting to solve short-term challenges

FACULTY

Sanjay K. Dhar

James M. Kilts, Jr. Professor of Marketing,
Chicago Booth

Georg Müller

Managing Director, Deloitte Consulting

DATES

Check back soon for 2022 dates

INVESTMENT

\$10,950 USD
(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/PST

Note: Program dates, instructors, and fee are subject to change.

Strategy

The strategy curriculum at Chicago Booth focuses on stimulating growth by applying analytical frameworks to create effective strategy. Our highly collaborative programs enhance the strategic decision-making capabilities of executives while providing new insights into emerging patterns of competition, as well as new sources of value creation for customers.

“Chicago Booth’s holistic approach couples dedicated professors in classrooms who stress the synergy of ideas with expertly tailored courses to ensure opportunities for personal growth, exceptional networking, and the flourishing of ingenuity.”

David Andalco

Chief Executive Officer

Wyndalco Enterprises



The Advanced Strategy Program: Building and Implementing Growth Strategies (ASP)

Strengthen your corporate strategy by developing a strong strategic intuition with emphasis on scanning for patterns, analyzing what makes your organization great, and assessing what the competition is doing.

WHO SHOULD ATTEND?

This program prepares senior-level executives to formulate and execute strategy at the corporate, business, or functional level in an organization. C-suite to division managers in long-established businesses, as well as entrepreneurs leading smaller firms will find value in attending.

PROGRAM BENEFITS

By attending this program, you will:

- Develop, design, and implement the right strategy
- Analyze powerful patterns in strategic thinking
- Develop skills to lead organizations during a time of change by creating a learning culture
- Redesign performance measures to enhance strategy implementation
- Balance core business and growth initiatives

FACULTY

James E. Schrager

Clinical Professor of Entrepreneurship and Strategic Management, Chicago Booth

Harry L. Davis

Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

DATES

Check back soon for 2022 dates

LOCATION

Chicago Booth
Gleacher Center
Chicago

INVESTMENT

\$10,950 USD
(accommodations not included)

LEARN MORE: ChicagoBooth.edu/ASP

Note: Program dates, instructors, and fee are subject to change.

Digital Innovation Strategy and Management (DISM)

LIVE-ONLINE
PROGRAM

Organizations leading digital transformation can achieve sustainable growth, enhanced margins, and thrive through disruption. Others will be left behind.

WHO SHOULD ATTEND?

This program will benefit mid-to senior-level executives who seek to take their organization to a new level by launching bold, new innovation strategies enabled by digital transformation. This program will benefit a wide range of industries and sectors, especially those facing significant threats from disruption. Senior leaders, business owners, managing directors, regional directors, and those in the fields of business development, innovation, digital, R&D, and operations will find this program beneficial.

PROGRAM BENEFITS

By attending this program, you will:

- Discover how digital technologies transform business models, value chains—entire industries—and what to do about it
- Acquire a systemic framework to evaluate an organization's current innovation profile and prioritize where innovation will most help your organization win in the future
- Envision how your company can build a portfolio of opportunities, from radical efficiency enhancements to new growth—while achieving tangible business value
- Discover approaches to enhancing your organization's culture of innovation—as well as how to progress within the cultural realities you currently face
- Apply proven organizational models for generating and scaling innovation companywide and beyond

FACULTY

Robert C. Wolcott

Adjunct Professor of Entrepreneurship, Chicago Booth

DATES

November 8–11, 2021

PROGRAM FORMAT

Live-Online

SCHEDULE

Live sessions are held Monday through Thursday from 9–11 a.m. CT (3 p.m. GMT/4 p.m. WAT)

INVESTMENT

\$2,500 USD

Note: Program dates, instructors, and fee are subject to change.

The Chicago Booth Competitive Strategy Program (CBCS)

Identify your organization's competitive edge and market positioning to effectively compete in today's modern business world.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level executives responsible for identifying new profitable opportunities, developing strategies to combat competition, and/or seeking to launch new products/services. In addition, executives from startups and new ventures will find this program useful.

Leaders from a wide range of industries, and those in fields such as consulting, business development, marketing, new product development, technology, research, entrepreneurship, and general management, will find this program beneficial.

PROGRAM BENEFITS

By attending this program, you will:

- Apply the concepts of VUCA to “think” like an entrepreneur when creating a competitive strategic plan to combat well-established organizations
- Learn how to analyze your organization's strategic situation, positions, and competitive edits, and what makes your products/services great
- Explore how behavioral science impacts strategy formulation and leverage customer-centric tools for an effective product/service launch and growth during times of uncertainty
- Discover how to identify patterns in the market, industry threats, and new opportunities amid uncertainty

FACULTY

Gregory D. Bunch

Adjunct Professor of Entrepreneurship,
Chicago Booth

DATES

This program is held in a live-online format, which entails multiple virtual sessions that span two weeks:

October 11–20, 2021

PROGRAM FORMAT

Live-Online

PROGRAM SCHEDULE

Live sessions are held twice a week for two weeks from 9–11 a.m. CT (2 p.m. GMT/3 p.m. WAT) on Tuesdays and Thursdays.

PROGRAM DURATION

Two weeks, 4–6 hours per week

INVESTMENT

\$2,500 USD

LEARN MORE: ChicagoBooth.edu/CBCS

Note: Program dates, instructors, and fee are subject to change.

Executive Program in Corporate Strategy (EPCS)

Strengthen yourself as a leader by adding strategic value to your company. Translate objectives into an execution plan across multiple units, learn how to coordinate and communicate corporate strategy, and evaluate your strategy to combat competition.

WHO SHOULD ATTEND?

This program is for high-potential mid- to senior-level executives who are responsible for the formulation and implementation of corporate strategy in a multinational firm.

PROGRAM BENEFITS

By attending this program, you will:

- Better understand the economics of value creation and competitive advantage in your industry
- Appreciate the importance of taking a customer-centric view of your business to drive innovation and growth
- Assess and refine your company's strategy and business model
- Create coherence between corporate-level strategy and lines of business strategy

FACULTY

Toby E. Stuart

Leo Helzel Chair in Entrepreneurship and Innovation;
Faculty Director, Lester Center for Entrepreneurship,
UC Berkeley Haas School of Business

Chad Syverson

George C. Tiao Distinguished Service Professor of
Economics, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

Ram Shivakumar

Adjunct Professor of Economics and Strategy,
Chicago Booth

DATES

October 25–29, 2021

LOCATION

Chicago Booth
Gleacher Center
Chicago

INVESTMENT

\$10,950 USD

LEARN MORE: ChicagoBooth.edu/EPCS

Note: Program dates, instructors, and fee are subject to change.



Leading with Data and Analytics (LDA)

ONLINE
PROGRAM

Learn how to improve business outcomes by leveraging analytics to make evidence-based decisions.

WHO SHOULD ATTEND?

As the volume of available business data expands, the winners in tomorrow's marketplace will be those who can generate insight from information. Yet, many leaders feel daunted by the sheer amount of data out there. Many others make the critical mistake of looking for patterns in the data they have, instead of framing productive questions to shape the data they need.

Many of the ideas, methods, and principles that describe the best business data and analytics practices were pioneered by faculty at the University of Chicago Booth School of Business. In this six-week program, participants learn how to "think data" the Booth way. They develop the critical and creative reasoning skills needed to frame a data analytics project, collaborate with data specialists, and ultimately make evidenced-based decisions that drive results—without sacrificing speed and agility.

PROGRAM BENEFITS

By attending this program, you will:

- Develop the key ingredients of a powerful data analytics strategy: a specific business objective, well-developed theories, and a model that points the way to critical data and deep insight
- Identify specific objectives and related hypotheses to drive data analysis
- Sidestep the common pitfall of unconsciously bending data to support false assumptions and preconceptions
- Translate data-driven insights into actionable decisions and drive buy-in across your organization by delivering a compelling business narrative

FACULTY

Sanjog Misra

Charles H. Kellstadt Professor of Marketing, Chicago Booth

Jean-Pierre Dubé

James M. Kilts Distinguished Service Professor of Marketing, Chicago Booth

Günter J. Hitsch

Kilts Family Professor of Marketing, Chicago Booth

Devin G. Pope

Professor of Behavioral Science and Robert King Steel Faculty Fellow, Chicago Booth

DATES

September 6–October 17, 2021

October 25–December 5, 2021

PROGRAM FORMAT

Online

PROGRAM DURATION

Six weeks, 3–5 hours per week

INVESTMENT

\$4,500–\$5,700 USD

Ask us about our individual and group pricing packages. For more information, visit ChicagoBooth.edu/LDA

LEARN MORE: ChicagoBooth.edu/LDA

Note: This program is taught by Chicago Booth professors in partnership with ExecOnline. Program dates, instructors, and fee are subject to change.

Strategic Thinking—Live-Online (STLO)

Gain the strategic thinking tools to identify value drivers, evaluate repressed markets, and determine where the higher value lies in the future.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers whose role is to exercise critical strategic thinking skills within their areas of operation or at the broader enterprise level. Those who have direct influence over their organization or unit's strategy will find this program beneficial.

This program is an excellent fit for executives from companies, governments, and nonprofit organizations who are experiencing disruption and are seeking to move forward. Leaders from most job titles and functions will benefit from this program, including entrepreneurs, consultants, and general managers. Those in various roles such as marketing, business development, new product development, operations, technology, research, and finance will find this program informative.

PROGRAM BENEFITS

By attending this program, you will:

- Gain the strategic frameworks to anticipate threats, vulnerabilities, and deliberately explore new opportunities
- Learn how to access your current business strategy and the role disruptive innovation may have in your strategy
- Explore how digital disruptors have created value drivers for organizations resulting in long-term sustainable growth
- Learn how to stretch your thinking with scenario analysis designed to generate an open-minded approach to idea generation, as well as help explore unimagined future market changes
- Grow your strategic skills in problem-solving that involves objective analysis, thinking ahead, and forecasting

FACULTY

Marc Knez

Clinical Professor of Strategic Management,
Chicago Booth

DATES

August 16–25, 2021

PROGRAM FORMAT

Live-Online

PROGRAM SCHEDULE

This program includes four interactive, live-online sessions. Sessions are held from 9 a.m.–noon CT on Mondays and Wednesdays.

PROGRAM DURATION

Two weeks, 4–6 hours per week

INVESTMENT

\$2,500 USD

LEARN MORE: ChicagoBooth.edu/STLO

Note: Program dates, instructors, and fee are subject to change.

Strategic Thinking—Hong Kong (ST-HK)

In this two-day program, executives will acquire strategic thinking frameworks to recognize how industry changes are impacting their business—and determine the critical capabilities required to preserve and grow their business as these disruptive changes occur.

WHO SHOULD ATTEND?

A company's medium- to long-term strategy should not be left to a small number of executives who are at the top of the organizational hierarchy. Instead, due to the continuous emergence of new opportunities and threats that requires much higher levels of strategic agility, it has become imperative that mid- to senior-level executives across functional areas can exercise critical strategic thinking skills within their areas of operation and at the broader enterprise level. Hence, this program will benefit mid- to senior-level executives who have direct control or influence over their companies' or business units' strategy.

PROGRAM BENEFITS

By attending this program, you will:

- Learn how to assess the alignment of your current strategy and current and future market conditions
- Develop the ability to separate the type of value (or outcomes) you provide to your customers from how you provide such value as a basis for innovation
- Learn how to apply basic concepts from scenario analysis to generate a more disciplined and open-minded approach to predicting changes in market conditions

HERITAGE COURTYARD AND INTERPRETATION CENTRE TOUR

Our Hong Kong campus is home to the Heritage Courtyard and Interpretation Centre. Program participants are offered a tour and access to exhibitions highlighting the unique history of our Mount Davis site.

FACULTY

Marc Knez

Clinical Professor of Strategic Management,
Chicago Booth

DATES

February 23–24, 2022

INVESTMENT

\$3,800 USD

(accommodations not included)

LOCATION

The University of Chicago Booth School of Business
in Hong Kong

The Hong Kong Jockey Club University of Chicago
Academic Complex | The University of Chicago Francis
and Rose Yuen Campus in Hong Kong

LEARN MORE: ChicagoBooth.edu/STHK

Note: Program dates, instructors, and fee are subject to change.

Finance

Our finance programs equip leaders to be consistently decisive, analytical, and nimble by focusing on how to interpret information within the context of decision-making and business strategy.

Participants range from nonfinancial managers to senior finance executives.

“I can see why Booth is rated so high among other Executive Programs—the content was delivered in an understandable fashion by teaching faculty who can balance theory with practicality. Booth is a great investment.”

Chris Stanton

President

Pratt Retail Specialties



Chicago Booth Approach to Finance (CBAF)

Learn the fundamental principles of finance and accounting to become a more impactful leader and financial decision-maker.

WHO SHOULD ATTEND?

This program is designed for mid- to senior-level managers, throughout an organization and across a wide range of industries, who do not have formal training in finance and accounting and wish to develop or update their knowledge of core finance and accounting principles.

This program will also benefit those in professions such as consultants, scientists, engineers, healthcare, small-medium size business owners, and other professionals who want to increase their financial acumen to make better business decisions.

PROGRAM BENEFITS

By attending this program, you will:

- Build up your financial decision-making by learning core finance and accounting principles
- Learn how to evaluate and identify red flags in financial statements and balance sheets
- Discover how the relationship between profit and cash flow is crucial to the health of an organization
- Learn how to gain insight into an organization's efficiency and profitability by using tools such as ratios and liability analysis
- Acquire the tools to financially forecast for proper business planning
- Strengthen your finance and accounting terminology to better communicate across your organization

FACULTY

Haresh Sapra

Charles T. Horngren Professor of Accounting,
Chicago Booth

DATES

September 21–November 15, 2021

PROGRAM DURATION

Eight weeks, 3–5 hours per week

PROGRAM FORMAT

Online

LANGUAGE

This program is offered in English, Spanish, and Portuguese

INVESTMENT

\$2,800 USD

LEARN MORE: ChicagoBooth.edu/CBAF

Note: This program is in partnership with Global Alumni. Program dates, instructors, and fee are subject to change.

The Executive Finance Program (EFP)

FINANCIAL STRATEGIES TO DRIVE PERFORMANCE AND VALUE

Executives will build on their knowledge of basic finance to achieve a more sophisticated understanding of how the tools of modern finance can be used to evaluate investment opportunities and make capital structure and capital management decisions to drive organizational value.

WHO SHOULD ATTEND?

The program is for executives in finance-related roles, or those who have strategic financial oversight of their unit or organization, and have at least a basic understanding of accounting and finance. This program is also an excellent fit for those who expect to have more financial responsibility in the future. Titles include: C-suite, president, general manager, managing director, VP, director, financial advisor, controller, treasurer, and general counsel.

PROGRAM BENEFITS

By attending this program, you will:

- Obtain a deeper understanding of how your organization's economic outcomes are reflected in its financial statements, and how those statements are used inside and outside the organization
- Gain a sophisticated understanding of how to use financial statements to better understand the economics of other entities, including competitors
- Communicate more effectively with financial executives within the organization and with important external stakeholders such as analysts and investors
- Better understand how to use modern valuation techniques to evaluate investment opportunities, both projects and other businesses, including M&A and leveraged buyouts
- Learn why optimizing management of capital, including liquidity and leverage, can affect firm value and how to value other businesses
- Understand entrepreneurial finance, including private equity and venture capital
- Learn how to manage external communications and capital to avoid unwanted attention from activist investors, short-sellers, and other corporate predators

Note: Program dates, instructors, and fee are subject to change.

FACULTY

Doug Skinner

Deputy Dean for Faculty and Eric J. Gleacher Distinguished Service Professor of Accounting, Chicago Booth

Steven N. Kaplan

Neubauer Family Distinguished Service Professor of Entrepreneurship and Finance, Chicago Booth

Amir Sufi

Bruce Lindsay Professor of Economics and Public Policy, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

ADDITIONAL LEARNINGS

PREWORK TO LAY THE FOUNDATION

This online prework program, by Haresh Sapra, Charles T. Horngren Professor of Accounting, Chicago Booth, ensures you are ready to tackle the program's financial concepts.

DATES

2022 dates coming soon

LOCATION

Chicago Booth
Gleacher Center
Chicago

INVESTMENT

\$11,800 USD*

**The program fee includes tuition, course materials, continental breakfasts, lunches, refreshments, and select group dinners. Accommodations, meals outside the program, and transportation costs are not included.*

LEARN MORE: ChicagoBooth.edu/EFP

The Executive Program for Prospective CFOs (EPPC)

Sharpen analytical skills, effectively manage relationships with internal and external constituencies, and drive strategic direction to lead enterprise transformation and growth, while applying cutting-edge research to the most pressing problems facing finance executives today.

WHO SHOULD ATTEND?

This program benefits senior finance executives who have significant experience in upper-level management or finance. Past participants have come from companies such as The Dow Chemical Company, IBM, AbbVie, Express, Hyatt Hotels, and TOTO USA, Inc. Titles include: CFO, deputy CFO, senior VP, finance director, treasurer, and controller.

PROGRAM BENEFITS

By attending this program, you will:

- Identify critical attributes needed to create a high-performance environment
- Articulate the corporate message internally and externally
- Analyze patterns in strategic thinking to identify a growth path
- Discover the power of data in making marketing more accountable
- Develop a strategic plan for M&A execution and implementation
- Examine the valuation process for global investments and methods for calculating the cost of capital in an international context
- Analyze the sources of financial fragility and regulatory responses
- Learn how to harness continuous improvement and disruptive change to benefit the corporation

LEARN FROM DISTINGUISHED CFOs

This program also includes keynotes from distinguished practitioners who will describe how they have managed strategic challenges in their organizations. Past speakers have included Ray Young, executive vice president and CFO of Archer Daniels Midland Company, and Paul Donofrio, CFO of Bank of America.

FACULTY

Randall S. Kroszner

Deputy Dean for Executive Programs and Norman R. Bobins Professor of Economics, Chicago Booth

Jean-Pierre Dubé

James M. Kilts Distinguished Service Professor of Marketing, Chicago Booth

Steven N. Kaplan

Neubauer Family Distinguished Service Professor of Entrepreneurship and Finance and Kessenich E.P. Faculty Director at the Polsky Center for Entrepreneurship and Innovation, Chicago Booth

Christian Leuz

Joseph Sondheimer Professor of International Economics, Finance, and Accounting, Chicago Booth

Lindsey Lyman

Clinical Assistant Professor of Entrepreneurship, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

Susan Lucia Annunzio

President and CEO, Center for High Performance

DATES

Check back soon for in-person dates in 2022

LOCATION

Chicago Booth
Gleacher Center
Chicago

INVESTMENT

\$11,950 USD

LEARN MORE: ChicagoBooth.edu/EPPC

Note: Program dates, instructors, and fee are subject to change.

Financial Analysis for Nonfinancial Managers (FANM)

Gain a practical understanding of how to interpret and use internal and external financial reports to make informed business decisions. Once you know how to translate this financial information, you'll be able to apply it to your business immediately.

WHO SHOULD ATTEND?

This program is useful for mid- to senior-level executives without formal training in finance and accounting. This course also attracts consultants, small business owners, scientists, engineers, healthcare professionals, and those who want to increase their financial acumen to make better business decisions. Titles include: C-suite, VP, president, owner, general manager, director, and chief counsel.

PROGRAM BENEFITS

By attending this program, you will:

- Learn to read, understand, analyze, and interpret internal and external financial reports for the purpose of using this information to make better business decisions
- Understand accounting rules and principles and gain an appreciation for the effectiveness of US GAAP and IFRS accounting methods on the reported financial results
- Enhance your ability to forecast financial performance and better manage your financial resources
- Use the concept of the time value of money and decision metrics such as net present value (NPV), internal rate of return (IRR), and payback to make investment decisions
- Increase your effectiveness in strategic planning and decision-making

FACULTY

Philip G. Berger

Wallman Family Professor of Accounting, Chicago Booth

Hans B. Christensen

Professor of Accounting and David G. Booth Faculty Fellow, Chicago Booth

Haresh Sapra

Charles T. Horngren Professor of Accounting, Chicago Booth

Kathleen Fitzgerald

Adjunct Associate Professor of Strategic Management, Chicago Booth

DATES

December 6–10, 2021

SCHEDULE

Program starts at 8:30 a.m. on Monday and finishes by noon on Friday

INVESTMENT

\$10,950 USD
(accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/FANM

Note: Program dates, instructors, and fee are subject to change.

The Latin American CFOs' Executive Program (LACFO)

Latin American financial executives will enrich, strengthen, and modernize their professional skills to improve organizational effectiveness and drive the growth of their companies. Program sessions and all academic materials are presented in English with simultaneous translation into Spanish.

The Latin American CFOs' Executive Program is a joint offering by Chicago Booth and Seminario Internacional.

WHO SHOULD ATTEND?

This program is for senior executives in Latin America with a minimum of 10 years of experience in upper-level management or finance. Participants come from companies that have a yearly sales volume of at least \$20 million (USD) and 200 or more employees. Titles include: CFO, general manager, president, and vice president.

PROGRAM BENEFITS

By attending this program, you will:

- Recognize the characteristics of high-performing workgroups that drive financial results and innovation
- Identify key data that drives strategy, and analyze powerful patterns in strategic thinking
- Explore prospects for growth in emerging markets
- Understand the challenges in financial regulation, the likely path of regulatory reform, and the implications for Latin America
- Gain a framework for improving negotiation outcomes through hands-on practice and the latest advances in the field
- Understand what drives differences in the cost of capital around the world, the impact on capital budgeting, and the valuation of international investments
- Analyze the factors that influence the successes and failures of acquisitions
- Learn the components of effective risk management
- Learn how to de-risk business decisions

FACULTY

Randall S. Kroszner

Deputy Dean for Executive Programs and Norman R. Bobins Professor of Economics, Chicago Booth

Christian Leuz

Joseph Sondheimer Professor of International Economics, Finance, and Accounting, Chicago Booth

Brent Neiman

Edward Eagle Brown Professor of Economics and William Ladany Faculty Scholar, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

Linnea Gandhi

Adjunct Assistant Professor of Behavioral Science, Chicago Booth

Charles J. Hadlock

Visiting Professor of Finance, Chicago Booth

John Burrows

Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

Susan Lucia Annunzio

President and CEO, Center for High Performance

DATES

Check back soon for 2022 dates

INVESTMENT

\$8,300 USD

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/LACFO

Note: Program dates, instructors, and fee are subject to change.

Mergers and Acquisitions (MA)

This interdisciplinary program gives executives the analytical framework and tools necessary to successfully execute mergers, acquisitions, and corporate restructuring.

WHO SHOULD ATTEND?

This program is designed for senior and upper-middle level executives who are now or will be involved in M&A activity. Titles include: C-suite, general manager, vice president, director of business development, director of finance, strategic planner, business unit manager, general counsel, and analyst.

PROGRAM BENEFITS

By attending this program, you will:

- Develop a strategic plan for M&A activity
- Analyze strategic alternatives to M&A
- Understand the M&A due diligence process and develop your due diligence skills
- Understand business valuation techniques
- Implement a strategy for integration and restructuring
- Structure the deal to minimize tax consequences
- Learn how to best protect shareholder value during M&A
- Understand the use of M&A by large public corporations, privately held middle-market firms, and private equity firms
- Learn a playbook of M&A best practices

FACULTY

Merle Erickson

Professor of Accounting, Chicago Booth

Gregory D. Bunch

Adjunct Professor of Entrepreneurship, Chicago Booth

Laura M. Born

Adjunct Professor of Finance, Chicago Booth

Stephen Morrissette

Visiting Professor of Business Administration,
Chicago Booth

DATES

November 8–12, 2021

LOCATION

Chicago Booth
Gleacher Center
Chicago

INVESTMENT

\$10,950 USD

LEARN MORE: ChicagoBooth.edu/MA

Note: Program dates, instructors, and fee are subject to change.

Private Wealth Management (PWM)

An integrated and strategic approach to wealth management specifically for high-net-worth individuals and families.

The cornerstones of successful wealth management are: management of the economic engine, control of costs, effective governance, and the expression and transfer of personal and family values. Participants gain tools to evaluate each of these cornerstones to design a personalized family wealth strategy and supporting infrastructure that they can implement.

WHO SHOULD ATTEND?

This program is for individuals and families, in the US or internationally, with \$10 million (USD) or more in investable assets who have built wealth in this generation, have inherited family wealth, or are contemplating or have recently experienced a liquidity event. Family office executives may attend with principal family members, but the course is closed to all other financial services professionals.

ENROLLMENT REQUIREMENTS

Completed applications should be submitted as early as possible. Application does not guarantee admission; candidates will be selected on their ability to benefit from, and contribute to, the program and valuable peer-learning environment.

PROGRAM BENEFITS

By attending this program, you will:

- Clarify your family and financial goals
- Design a strategy to preserve and manage your wealth
- Oversee financial advisors with greater confidence, accountability, and results

PRIVATE WEALTH MANAGEMENT—SPAIN

Chicago Booth and the NUMA Foundation offer a Spanish-language Private Wealth Management program in Madrid. For more information, visit pwms.es/.

FACULTY

John C. Heaton

Joseph L. Gidwitz Professor of Finance, Chicago Booth

Steven N. Kaplan

Neubauer Family Distinguished Service Professor of Entrepreneurship and Finance and Kessenich E.P. Faculty Director at the Polsky Center for Entrepreneurship and Innovation, Chicago Booth

Stuart E. Lucas

Co-Managing Partner and Chief Investment Officer, Wealth Strategist Partners, LLC

Kathleen Fitzgerald

Adjunct Associate Professor of Strategic Management, Chicago Booth

Sara Hamilton

Founder and CEO, Family Office Exchange (FOX)

Howard M. Helsing

Partner, Sugar Felsenthal Grais & Helsing LLP

Stephen R. Quazzo

Cofounder and CEO, Pearlmark

DATES

October 18–22, 2021

Application required. Visit ChicagoBooth.edu/PWM to apply.

INVESTMENT

\$11,800 USD (accommodations not included)

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/PWM

Note: Program dates, instructors, and fee are subject to change.

Wealth Planning Essentials (WPE)

Gain wealth planning essentials to navigate today's uncertain times.

In the era of COVID-19, the only certainty is uncertainty. Markets have rebounded from their initial crash earlier in the year, but the global economy remains fragile. Taxes are likely to go up in the coming years in response to rising deficits. How should families manage through the turbulence? In this program, you'll gain wealth planning essentials to navigate these uncertain times.

WHO SHOULD ATTEND?

This program is for wealth owners only, with financial assets of US \$10 million or more. Single family office executives may attend with principal family members, but other financial advisers may not attend.

ENGAGE YOUR FAMILY

Members of the same family can derive considerable benefit from taking this program together. The program provides a foundation for continued productive dialogue well into the future. It also can bring together family members from different generations in an environment where they can explore and validate different perspectives. To attend as a family, contact us for a simple group-registration process.

EXCLUSIVE OPPORTUNITY TO NETWORK WITH OTHER WEALTH OWNERS

This program provides an opportunity to share experiences, express ideas, and connect with your peers. Because some of the most valuable learning in the course takes place in sharing experiences, we create a confidential and solicitation-free environment. All participants must sign a confidentiality agreement before joining the course.

FACULTY

Stuart Lucas

Co-director, Private Wealth Management Program, Chicago Booth, and Co-managing Partner and Chief Investment Officer, Wealth Strategist Partners, LLC

PROGRAM BENEFITS

By attending this program, you will:

- Learn how to take charge of your wealth management
- Gain a strategic wealth management framework and the eight principles that act as guideposts for implementing the framework
- Understand how to incorporate individual and family values in effective wealth planning, creating shared purpose, and strategic philanthropy
- Examine different approaches taxable investors can take to capture value, from simple to complex
- Draw important lessons from successful multigenerational families

DATES

Check back soon for 2022 dates

PROGRAM FORMAT

Live-Online

PROGRAM DURATION

Two weeks

SCHEDULE

In the live-online program, virtual sessions will be held for two weeks from 9 to 11:30 a.m. CT (2 p.m. GMT/3 p.m. WAT) on Monday, Wednesday, and Friday.

INVESTMENT

Full program experience: \$4,500 USD (includes all sessions plus two small discussion groups)

Condensed program experience: \$3,750 USD (includes all sessions)

LEARN MORE: ChicagoBooth.edu/WPE

Note: Program dates, instructors, and fee are subject to change.

Certified Investment Management Analyst® (CIMA®) Certification

The only credential designed specifically for financial professionals who want to attain a level of competency as an advanced investment advisor or consultant. Chicago Booth is a Registered Education Provider for the education program requirement in the certification process.

Since April 2011, CIMA® certification has been recognized as the only financial services credential in the US to meet an international standard for personnel certification (ISO 17024) and earn accreditation by the American National Standards Institute.

WHO SHOULD ATTEND?

This program is for experienced financial professionals from a variety of backgrounds and business models—including independent advisors, investment consultants, national and regional broker-dealer representatives, and bank/trust employees. It is open to those who have submitted a CIMA® certification program application.

STEPS TO CERTIFICATION

Step 1: Submit CIMA certification program application to the Investments & Wealth Institute®

Step 2: Complete Booth education program

Step 3: Pass certification examination

Step 4: Sign licensing agreement and adhere to the Investments & Wealth Institute code of professional responsibility, standards of practice, and rules and guidance for use of the marks

If you have not yet begun the CIMA certification process or would like more information about the Investments & Wealth Institute's advanced certification qualifications, please contact the Investments & Wealth Institute directly at +1 303.770.3377 or visit investmentsandwealth.org.

FACULTY

John C. Heaton

Joseph L. Gidwitz Professor of Finance, Chicago Booth

Kathleen Fitzgerald

Adjunct Associate Professor of Strategic Management, Chicago Booth

Veronica Guerrieri

Ronald E. Tarrson Professor of Economics and Willard Graham Faculty Scholar, Chicago Booth

Lubos Pastor

Charles P. McQuaid Professor of Finance and Robert King Steel Faculty Fellow, Chicago Booth

Devin G. Pope

Professor of Behavioral Science and Robert King Steel Faculty Fellow, Chicago Booth

Pietro Veronesi

Deputy Dean for Faculty and Chicago Board of Trade Professor of Finance, Chicago Booth

Ira S. Weiss

Clinical Professor of Accounting and Entrepreneurship, Chicago Booth

John A. Nersesian, CIMA®, CPWA®, CIS, CFP®

Head of Advisor Education, PIMCO

DATES

September 8–December 3, 2021

January 5–April 1, 2022

May 4–July 29, 2022

September 7–December 2, 2022

INVESTMENT

\$4,950 USD

(accommodations not included)

FORMAT

Combination of live-online, on-demand, and optional workshop held at:

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/CIMA

Note: Program dates, instructors, and fee are subject to change.

Certified Private Wealth Advisor® (CPWA®) Certification

An advanced credential created specifically for wealth managers who work with high-net-worth individuals, focusing on the life cycle of wealth: accumulation, preservation, and distribution. Candidates who earn the certification understand how to develop specific strategies to minimize taxes, monetize and protect assets, maximize growth, and transfer wealth.

WHO SHOULD ATTEND?

This program is for wealth managers who advise high-net-worth clients. Five years of relevant experience and prestudy educational components required.

STEPS TO CERTIFICATION

The CPWA® certification program requires that candidates meet all eligibility requirements.

Step 1: Submit CPWA® Certification Program Application to Investments & Wealth Institute®

Step 2: Complete prestudy educational component

Step 3: Attend in-class education program at Booth

Step 4: Pass comprehensive examination

Step 5: Provide compliance disclosure, complete license agreement, and pay initial certification fee

If you have not yet begun the CPWA certification process or would like more information about Investments & Wealth Institute's advanced certification qualifications, please contact Investments & Wealth Institute directly at +1 303.770.3377 or visit investmentsandwealth.org.

FACULTY

John C. Heaton

Joseph L. Gidwitz Professor of Finance, Chicago Booth

Merle Erickson

Professor of Accounting, Chicago Booth

Lubos Pastor

Charles P. McQuaid Professor of Finance and Robert King Steel Faculty Fellow, Chicago Booth

Kim Kamin

Principal, Gresham Partners, LLC

DATES

March 20–24, 2022

June 12–16, 2022

September 18–22, 2022

Application required. Visit investmentsandwealth.org.

INVESTMENT

\$6,995 USD

Accommodations are included. Please visit investmentsandwealth.org for the most up-to-date information.

LOCATION

Chicago Booth
Gleacher Center
Chicago

LEARN MORE: ChicagoBooth.edu/CPWA

Note: Program dates, instructors, and fee are subject to change.

CHICAGO BOOTH EXECUTIVE EDUCATION 2021–22 PROGRAM CALENDAR

COMPREHENSIVE MANAGEMENT	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	
The Advanced Management Program (AMP)	Elective courses are offered throughout the year. Introductory Session: Apr 11–15, 2022 Mid-Course Session: 5 days in 2022 dates coming soon Capstone Session: Nov 7–11, 2022												
The Accelerated Development Program (ADP)	Sep 2021–May 2022												
Global Leadership Institute (GLI)	2022 dates coming soon												
Global Senior Management Program (GSMP)	2022 dates coming soon												
Chicago Booth Executive Program in El Gouna, Egypt	2022 dates coming soon												
LEADERSHIP	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	
Behavioral Economics: Nudging to Shape Decisions (BE)		Sep 21–Nov 15											
Essentials of Executive Leadership: The Psychology of Management (EEL)					6–10								
High-Performance Leadership (HPL)					6–10								
Leading High-Performance Organizations—Hong Kong (LHPO–HK)											22–23		
Leading Organizational Change (LOC)				8–12									
Negotiation and Decision-Making Strategies (NDMS)					13–17								
Negotiate with Influence (NI)			4–13										
Negotiations: Strategies and Processes for Impactful Outcomes—Hong Kong (NSP–HK)								16–17					
Physician Leadership Program (PLP)	2022 dates coming soon												
Resilient Leadership for High-Performing Organizations (RLHPO)				9–18									
Strategic Business Leadership (SBL)	2022 dates coming soon												
MARKETING	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	
Marketing Analytics to Drive Growth (MDG)	2022 dates coming soon												
New Product Innovation, Development, and Implementation Strategies (NPD)	2022 dates coming soon												
Pricing: Strategy and Tactics (PST)	2022 dates coming soon												
STRATEGY	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	
The Advanced Strategy Program (ASP)	2022 dates coming soon												
Digital Innovation Strategy and Management (DISM)				8–11									
The Chicago Booth Competitive Strategy Program (CBCS)			11–20										
Executive Program in Corporate Strategy (EPCS)			25–29										
Leading with Data and Analytics (LDA)		Sep 6–Oct 17		Oct 25–Dec 5									
Strategic Thinking—Live-Online (STLO)	2022 dates coming soon												
Strategic Thinking—Hong Kong (ST–HK)							23–24						
FINANCE	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	
Chicago Booth Approach to Finance (CBAF)		Sep 21–Nov 15											
The Executive Finance Program (EFP)	2022 dates coming soon												
The Executive Program for Prospective CFOs (EPPC)	2022 dates coming soon												
Financial Analysis for Nonfinancial Managers (FANM)					6–10								
The Latin American CFOs' Executive Program (LACFO)	2022 dates coming soon												
Mergers and Acquisitions (MA)				8–12									
Private Wealth Management (PWM)			18–22										
Wealth Planning Essentials (WPE)	2022 dates coming soon												
Chicago Booth CIMA® Education Program (Online)		Sep 8–Dec 3				Jan 5–Apr 1				May 4–Jul 29			
Certified Private Wealth Advisor® (CPWA®) Certification								20–24			12–16		

We are closely monitoring safety and travel guidelines provided by the CDC. We request adherence to travel restrictions and guidelines when on-campus programming resumes. In-person programming will adhere to Chicago Booth's on-campus safety guidelines; please visit [ChicagoBooth.edu/execedFAQ](https://chicagobooth.edu/execedFAQ) for current information.

ACCOMMODATIONS

Accommodations are reserved at selected hotels in proximity to Gleacher Center. Single or double rooms are available at a discounted rate. A list of accommodations will be supplied for London and Hong Kong in proximity to the campuses. Select hotels will offer discounted rates. Participants must directly contact the appropriate hotel at least three weeks prior to the program's start date. After this time, the hotels cannot guarantee accommodations. Accommodations are not included in the program fee. For travel planning and more, visit our FAQ page at [ChicagoBooth.edu/ExecEd](https://chicagobooth.edu/ExecEd).

PROGRAM FEES

Program fees (investments) listed in this catalog, in the individual program brochures, and on our web site are subject to change and payable in advance. Fees include tuition, books and instructional materials, continental breakfasts, lunches, and coffee breaks, unless otherwise noted. To view our full payment policy, visit [ChicagoBooth.edu/EEPaymentPolicy](https://chicagobooth.edu/EEPaymentPolicy).

CANCELLATIONS

All notification of cancellations, transfers, deferrals, and substitutions must be sent in writing to Chicago Booth Executive Education. Full refunds of paid program fees can be obtained up to 30 days before the program start date. Any cancellations or requests for transfers or deferrals received 30 days or less from the program start are subject to the fees as described below.

- More than 30 days' notice: 0% Cancellation—0% Transfer Fee
- 14 to 30 days' notice: 30% Cancellation—15% Transfer Fee
- Less than 14 days' notice: 50% Cancellation—25% Transfer Fee

Chicago Booth Executive Education, at its sole discretion, reserves the right to limit enrollments or cancel a program regardless of acceptance status. In the unlikely event of a course cancellation, paid program

fees will be refunded. Chicago Booth is not responsible for any travel, hotel, or other related expenses accrued by the program registrant.

SUBSTITUTIONS

All participant substitutions are subject to the sole discretion of Chicago Booth Executive Education. Requests must be submitted in advance and will be reviewed on an individual basis, based on participant qualifications and lead time needed for any program prework.

TRANSFERS

Transfer requests must indicate the new dates and/or new program the participant wishes to attend. Transfers are valid only within one year of the original program start date.

PHOTO & VIDEO RIGHTS

Photo rights: The University of Chicago reserves the right to use photos taken during program activities for promotional purposes.

Audio/video: Participants are not allowed to transcribe or record Executive Education courses in audio or video format unless they receive advance approval, in writing, from the instructor or dean. Such permission is typically granted only in connection with the accommodation of a student's disability, and all such approved recordings are for personal use only and may not be duplicated, file-shared, sold, or distributed. More information about the University's policy regarding Audio and Video Recording on Campus is available on the University's website. All inquiries should be directed to exec.ed@chicagobooth.edu.

The University of Chicago reserves the right to change without notice any statement in this bulletin concerning, but not limited to, curricula, courses, faculty, tuition, fees, policies, and rules. If course or curriculum changes take place after you commence the program, we will make every effort to implement the changes in your best interest.

**LEARN MORE ABOUT
THE UNIVERSITY OF CHICAGO BOOTH
SCHOOL OF BUSINESS EXECUTIVE EDUCATION**

ChicagoBooth.edu/ExecEd

CHICAGO

P +1 312.464.8732

E exec.ed@chicagobooth.edu

Gleacher Center
450 N. Cityfront Plaza Dr., Ste. 514
Chicago, IL 60611-4316

LONDON

P +44 (0)207.070.2200

E londexec@chicagobooth.edu

One Bartholomew Close
Barts Square
London EC1A 7BL
United Kingdom

HONG KONG

P +852.2533.9400

E asiaexec@chicagobooth.edu

The Hong Kong Jockey Club
University of Chicago Academic
Complex I The University of
Chicago Francis and Rose Yuen
Campus in Hong Kong
168 Victoria Road
Mount Davis
Hong Kong



CHICAGO LONDON HONG KONG