Penn State Executive Programs

Fall 2017-Spring 2018 Schedule

Leverage the knowledge resources of one of the nation’s top universities and its internationally ranked Smeal College of Business. Penn State provides non-degree, certificate-track learning experiences that develop the leadership mindset to improve organizational performance.

You will engage with leading faculty and industry practitioners who work with organizations worldwide. Programs are supported by a cohort of peers across industry who bring similar challenges and learning objectives. Contact us to identify the offerings best suited to your needs or to explore a custom engagement for your organization.

Note: Our program fee includes tuition, course materials, lodging, and meals.

Complete any three in these two columns and earn your Professional Certificate in Strategy and Organizational Performance.

Leadership and Strategy

Strategic Leadership
Sept 12-14, 2017 or Mar 20-22, 2018
Fee: $4,750; Value Team Rate: $3,800
This program provides leaders with the perspective to develop strategy and lead change in the organization. You will assess your competitive environment, develop innovative strategy, and prepare your organization to succeed. This program awards 2.4 CEUs.*

Leading in Complex Organizations
Oct 24-26, 2017 or Apr 17-19, 2018
Fee: $4,750; Value Team Rate: $3,800
This program guides leaders to develop an integrated approach to strategy implementation and performance management. You will build strategic thinking, decision-making, and influence skills while leveraging management systems to create organizational performance and growth. This program awards 2.4 CEUs.*

Winning with Rapid Value Chain Innovation
Oct 24-26, 2017 or Apr 17-19, 2018
Fee: $3,750; Value Team Rate: $3,000
Learn how to build cross-functional teams capable of developing and executing operational projects that produce measurable improvements on end-to-end process challenges in short time windows. This program awards 2.4 CEUs.*

Finance for Strategic Decision Making
Dec 11-13, 2017 or May 15-17, 2018
Fee: $4,750; Value Team Rate: $3,800
Learn how operational decisions impact the financial performance and profitability of the enterprise. Leverage financial tools to evaluate strategic options and integrate critical information into key decisions that affect the performance of your organization. This program awards 2.4 CEUs.*

Women's Leadership Series: Negotiation Strategies
December 5-7, 2017
Fee: $4,750; Value Team Rate: $3,800
Develop expertise in an array of negotiation skills to execute agreement, champion your vision, and implement solutions within and across boundaries. These skills are essential to influence people, impact decision, and create organizational change. This program awards 2.4 CEUs.*

Women's Leadership Series: Increasing Your Power and Influence
June 13-15, 2018
Fee: $4,750; Value Team Rate: $3,800
Provides a framework for systematically analyzing the sources of influence and power in an organization. Increase your leadership effectiveness through persuasion techniques and responsibly leveraging power to motivate others and impact performance. This program awards 2.4 CEUs.*

Human Resources

SHRM Exam Prep Course
Sept 23 - Nov 18, 2017
Fee: $1,099
This exam review helps prepare individuals for the Society for Human Resources Management Certified Professional (SHRM-CP) and Senior Certified Professional (SHRM-SCP) certifications. Using the SHRM Learning System, content is delivered in a convenient model that blends in-class sessions with instructor-led webinars.

Custom Solutions for Organizations

We collaborate with your team to develop customized learning engagements that are focused on the unique goals, challenges, and performance needs of your organization. A custom solution is ideal for:

- developing common perspective and ability to address challenges at every level of an enterprise.
- creating and implementing strategy or direction.
- improving workforce performance and building efficient processes.

http://psep.smeal.psu.edu

Registration
Reserve your seat by phone or e-mail and then complete your registration online. There is no application fee or exam.

Special Participation Options

We believe team participation can maximize the impact of learning and drive change within your organization faster and more effectively. Organizations that send three or more participants to any program will receive significant savings through our Value Team Rate. Active military personnel as well as PSU alumni are eligible for program discounts. Call to inquire.

Dates and fees are subject to change. Please visit Penn State Executive Programs on the web for the most up-to-date information.
Supply Chain Management
Penn State has been ranked consistently by Gartner as having the No. 1 supply chain education in the country. Our two and three-day programs combine deep technical knowledge, leadership strategies, and cross-functional insights for decreasing costs and increasing customer satisfaction. By attending multiple programs, you can earn a Professional Certificate in Supply Chain Operations, Management, or Leadership. Note: Programs do not provide credit for any supply chain degree program.

Essentials of Supply Chain Management
Sept 12-14, 2017 or April 24-26, 2018
Fee: $3,750; Value Team Rate: $3,000
Learn the critical foundational concepts required to lead and integrated supply chain operation. Integrate functions through shared objectives, develop common performance metrics, improve customer satisfaction, maximize capital turnover and enhance alliances and partnerships. This program awards 2.4 CEUs.*

Building a Sustainable Supply Chain
Sept 26-28, 2017 or May 8-10, 2018
Fee: $3,750; Value Team Rate: $3,000
Enhance supply chain sustainability to better manage financial, social, and environmental risks and opportunities. Topics include: supplier assessment, closed-loop supply chains, and meeting customers' sustainability requirements. This program awards 2.4 CEUs.*

Achieving Supply Chain Transformation
Oct 11-13, 2017 or Mar 27-29, 2018
Fee: $3,750; Value Team Rate: $3,000
Create an in-depth understanding of how to transform business processes to encourage adaptability during market uncertainty. Leaders identify competitive priorities for innovating the supply chain to create competitive advantage. This program awards 2.4 CEUs.*

Developing Strategic Supply Chain Leaders
Oct 31-Nov 2, 2017 or Apr 3-5, 2018
Fee: $3,750; Value Team Rate: $3,000
Develop supply chain systems that align with organizational strategy. Innovate the supply chain to create competitive advantage for your organization through speed, flexibility, reduced costs and competitive differentiation. Link SC metrics to enterprise priorities. This program awards 2.4 CEUs.*

Processes and Tools for Supply Chain Success
Nov 7-9, 2017 or May 8-10, 2018
Fee: $3,750; Value Team Rate: $3,000
Through the lens of the SCOR® (Supply-Chain Operations Reference) Model, learn tools, techniques and approaches to define, analyze, and implement improvements for each major function and process area. This program awards 2.4 CEUs.*

Strategic Procurement and Purchasing
Nov 15-16, 2017 or June 5-6, 2018
Fee: $3,750; Value Team Rate: $3,000
Explore the strategic importance of procurement and supplier management in supply chain performance and achieving competitive advantage. Develop strategies and understand key issues in supplier negotiations impacted by economic and regulatory issues. This program awards 1.5 CEUs.*

Aligning Supply Chain Organizations
April 9-10, 2018
Fee: $2,500; Value Team Rate: $2,000
Ensure that supply chain strategies and processes align with organizational priorities. Coordinate key initiatives among trading partners. Topics include: planning, forecasting, and replenishment (CPFR), sales and operations planning (S&OP); integrated business planning (IBP) and integrated business management (IBM). This program awards 1.5 CEUs.*

Introduction to Supply Chain Analytics
April 12-13, 2018
Fee: $2,500; Value Team Rate: $2,000
Learn analytic techniques to evaluate logistics and supply chain performance. Discover methods to interpret critical data and apply the information to improve performance and achieve organizational goals. This program awards 1.5 CEUs.*

Forecasting and Inventory Management
May 15-16, 2018
Fee: $2,500; Value Team Rate: $2,000
Explore the impact of inflated inventory levels, diagnose process constraints, and leverage techniques to improve performance through accurate forecasts and inventory levels. This program awards 1.5 CEUs.*

Transportation Operations and Sourcing
May 17-18, 2018
Fee: $2,500; Value Team Rate: $2,000
Discover the modal options that make the most sense for your company, analyze freight needs, and explore negotiation tactics with third party providers to improve service levels and reduce costs. This program awards 1.5 CEUs.*

Cohort-based Programs for Client Organizations
Fulfillment Operations Management
Improve the effectiveness of fulfillment operations from forecasting through delivery to customers. Apply processes and best practices to integrate core operations and highlight effective strategies to impact fulfillment management.

Demand-Driven Supply Chains: Using Lean Principles to Drive Innovation
Learn a systemic approach for applying Lean thinking to supply chain challenges for improved work teams, elimination of waste, and speed and efficiency.

Professional Certificates
<table>
<thead>
<tr>
<th>SC Operations (take any 3)</th>
<th>SC Management (take any 3)</th>
<th>SC Leadership (take any 3)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Developing Strategic SC Leaders</td>
<td>Aligning SC Organizations</td>
<td>Value Chain Innovation</td>
</tr>
<tr>
<td></td>
<td>Building a Sustainable SC</td>
<td>Achieving SC Transformation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Processes &amp; Tools for SC Success</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Essentials of SC Management</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Strategic Procurement &amp; Purchasing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Introduction to SC Analytics</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Transportation Operations &amp; Sourcing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Forecasting &amp; Inventory Mgmt.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Fulfillment Operations Mgmt.</td>
</tr>
</tbody>
</table>

*Note: Penn State Continuing Education Units (CEU's) are available based on a standard unit of one unit per ten hours of classroom instruction. Penn State is an equal opportunity, affirmative action employer, and is committed to providing employment opportunities to minorities, women, veterans, individuals with disabilities, and other protected groups. Nondiscrimination: http://guru.psu.edu/policies/AD85.html BUS.U.Ed 17-76