We are pleased to present our complete schedule of non-credit, certificate-track learning experiences that improve personal and organizational performance across all levels of responsibility. You will engage with leading faculty and expert practitioners who will help you develop the knowledge, tools, and perspective to confront and meet today’s business challenges.

**TIERED PRICING:** We have modified our rates to now provide you with a choice in accommodations! Prices shown below reflect tuition and materials only. Participants may still opt for our meals and lodging package.

Organizations sending three or more participants to any one offering will receive savings through our Value Team Rate. Discounts also apply for active military personnel and Penn State alumni. To register, call or email us to reserve your seat; then complete your registration at psep.smeal.psu.edu.

**Leadership and Strategy**

Complete this series and earn a Professional Certificate in Strategy and Organizational Performance.

- **Strategic Leadership**
  - Sept 11-13, 2018 or Mar 19-21, 2019
  - Fee: $4,150; Value Team Rate: $3,320
  - This program provides leaders with the perspective to develop strategy and lead change in the organization. You will assess your competitive environment, determine opportunity, and impact performance. This program awards 2.4 CEUs.*

- **Leading in Complex Organizations**
  - Oct 23-25, 2018 or Apr 16-18, 2019
  - Fee: $4,150; Value Team Rate: $3,320
  - 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.*

**Finance for Strategic Decision Making**

- **Dec 10-12, 2018**
  - Fee: $4,150; Value Team Rate: $3,320
  - 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.*

**Human Resources**

- **SHRM Exam Prep Course**
  - Sept 20-Nov 17, 2018
  - Fee: $1,299; $1,199 SHRM members
  - 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, competitive 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.

Contact us to identify the offerings best suited to your needs or to explore a custom engagement for your organization.

**Management**

**Developing Middle Managers**

- Oct 16-18 and Nov 6-8, 2018

A new two-part program to help mid-level managers improve performance, drive change, and support organizational initiatives. Participants may have budgetary, operational or organizational change responsibilities. Modules must be completed sequentially to earn a Professional Certificate in Functional Management.

- Fee: $2,795; Value Team Rate: $2,235

**Module 1: Effective Management Practices**

Ground yourself in contemporary and foundational management practices. Topic covers traits and values of mid-level managers, business management tools, and techniques for performance management and feedback.

**Module 2: Improving Personal Effectiveness**

Communications and problem solving are at the heart of every successful manager. This topic advances your interpersonal skill at influencing others and resolving conflict. Tools for effective presentations and project management will also be covered.

**Module 3: Organizational Cultures and Change**

Managing change is difficult. Learn how to build a culture for success and resiliency through employee involvement and empowerment, teamwork and cooperation. You will acquire techniques for monitoring and sustaining change.

This program awards 3.6 CEUs* and 35 SHRM PDCs for HR Professionals.

**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 making large- and small-scale improvements. 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.

Processes and Tools for Supply Chain Success
May 21-23, 2019
Fee: $3,150; Value Team Rate: $2,520
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.*

Alignment of Supply Chain Organizations
Apr 2-3, 2019
Fee: $2,150; Value Team Rate: $1,720
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
June 4-5, 2019
Fee: $2,150; Value Team Rate: $1,720
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.*

Essentials of Supply Chain Management
Sept 11-13, 2018 or Apr 23-25, 2019
Fee: $3,150; Value Team Rate: $2,520
Learn the critical foundational concepts required to lead an integrated supply chain operation. Integrate functions through shared objectives, develop common performance metrics, improve customer satisfaction, maximize capital turnover and enhance partnerships. This program awards 2.4 CEUs.*

Transportation Operations and Sourcing
May 14-15, 2019
Fee: $2,150; Value Team Rate: $1,720
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.*

Supply Chain Leadership Academy
Engage your leaders in a learning experience that builds cross-functional collaboration to drive end-to-end excellence and solve complex supply chain challenges. This company-sponsored, cohort-based blended virtual learning program connects your supply chain leaders through a combination of asynchronous and live sessions to build upon existing organizational expertise and improve the efficiency and effectiveness of the supply chain. Call 800-311-6364 to learn more about the benefits to your organization.

Developing Strategic Supply Chain Leaders
Sept 18-20, 2018 or Apr 9-11, 2019
Fee: $3,150; Value Team Rate: $2,520
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.*

Professional Certificates
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*Note: Penn State Continuing Education Units (CEUs) are available based on a standard unit of one unit per ten hours of classroom instruction.