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 today’s business challenges.

**TIERED PRICING FOR 2018:** 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

**March 20-22 or September 11-13, 2018**

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

**April 17-19 or October 23-25, 2018**

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.*

**Management**

### Developing Middle Managers

**October 16-18 and November 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 resilience through employee involvement and empowerment, teamwork and cooperation. You will acquire techniques for monitoring and sustaining change.

This program awards 3.6 CEUs* and 36 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.

## 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.
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.

Essentials of Supply Chain Management
April 24-26 or September 11-13, 2018
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.*

Building a Sustainable Supply Chain
May 8-10 or September 25-27, 2018
Fee: $3,150; Value Team Rate: $2,520
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 CEU’s.*

Achieving Supply Chain Transformation
March 27-29 or October 23-25, 2018
Fee: $3,150; Value Team Rate: $2,520
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
April 3-5 or September 18-20, 2018
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.*

Processes and Tools for Supply Chain Success
May 8-10, 2018
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.*

Strategic Procurement and Purchasing
June 5-6, 2018
Fee: $2,150; Value Team Rate: $1,720
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: $2,150; 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.*

Forecasting and Inventory Management
May 15-16, 2018
Fee: $2,150; Value Team Rate: $1,720
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: $2,150; 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.*

Introduction to Supply Chain Analytics
April 12-13, 2018
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.*

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 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.

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*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/A98S.html 
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