

Penn State Executive Programs

2019 Short Course Schedule

We are pleased to present our complete schedule of non-credit, certificate-track courses 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: Our rates now provide you with a choice in accommodations. Prices shown below reflect tuition, materials, and group meals. Participants may 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 19-21 or September 17-19, 2019

Fee: \$4,150; Value Team Rate: \$3,320 This course 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. Awards 2.4 CEUs.*

Leading in Complex Organizations

April 16-18 or October 29-31, 2019

Fee: \$4,150; Value Team Rate: \$3,320 This course 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. Awards 2.4 CEUs.*

Finance for Strategic Decision Making

May 6-8 or December 16-18, 2019

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. Awards 2.4 CEUs.*

Human Resources

SHRM Exam Prep Course

TBD

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.

Management

Developing Middle Managers

April 8-12, 2019

A new course to help mid-level managers improve performance, drive change, and support organizational initiatives. Participants may have budgetary, operational or organizational change responsibilities. Participants earn a Professional Certificate in Functional Management.

Fee: \$2,495; Value Team Rate: \$1,996

Topics:

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.

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.

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 course awards 35 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.

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.



PennState
Smeal College of Business

Penn State Executive Programs
Smeal College of Business
The Pennsylvania State University
484 Business Building
University Park, PA 16802
800-311-6364 | 814-865-3435
psep.smeal.psu.edu | psep@psu.edu

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 courses combine deep technical knowledge, leadership strategies, and cross-functional insights for making large- and small-scale improvements. By attending multiple offerings, you can earn a Professional Certificate in Supply Chain Operations, Management, or Leadership. Note: Courses do not provide credit for any supply chain degree program.

Essentials of Supply Chain Management

April 23-25 or September 10-12, 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. Awards 2.4 CEUs.*

Building a Sustainable Supply Chain

May 7-9 or September 24-26, 2019

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. Awards 2.4 CEUs.*

Achieving Supply Chain Transformation

March 26-28 or October 22-24, 2019

Fee: \$3,150; Value Team Rate: \$2,520
Acquire models and tools for adaptability from strategy formulation to supply chain design and execution. Identify trade-offs and priorities for innovation to create competitive advantage. Awards 2.4 CEUs.*

Developing Strategic Supply Chain Leaders

March 12-14 or October 8-10, 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. Awards 2.4 CEUs.*

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

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. Awards 2.4 CEUs.*

Strategic Procurement and Purchasing

June 6-7, 2019

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. Awards 1.5 CEUs.*

Aligning Supply Chain Organizations

April 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). 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. Awards 1.5 CEU's.*

Forecasting and Inventory Management

May 16-17, 2019

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. Awards 1.5 CEU's.*

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. Awards 1.5 CEUs.*

Online: Supply Chain Academy

Engage your leaders in an online learning experience that builds cross-functional collaboration to activate strategy and solve complex supply chain challenges. This company-sponsored, cohort-based 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 across the supply chain. Call 800-311-6364 to learn more about the benefits to your organization.

Professional Certificates			Programs	
SC Operations (take any 3)	SC Management (take these 3)	SC Leadership (take any 3)		
		■		Developing Strategic SC Leaders
		■		Aligning SC Organizations
■		■		Building a Sustainable SC
	■	■		Achieving SC Transformation
	■			Processes & Tools for SC Success
	■			Essentials of SC Management
■				Strategic Procurement & Purchasing
■				Introduction to SC Analytics
■			Transportation Operations & Sourcing	
■			Forecasting & Inventory Management	