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2010



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OFF-CAMPUS PROGRAMS

| CALIFORNIA | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Leadership for Senior Executives | May 16-20, 2010 (San Francisco, CA, U.S.) \$10,500 | | | | | ■ | | | | | | | |
| Making Corporate Boards More Effective | April 7-10, 2010 (San Francisco, CA, U.S.) \$8,000 | | | | ■ | | | | | | | | |
| CHINA | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Agribusiness Seminar: An Asian Offering | May 9-12, 2010 (Harvard Center Shanghai, Shanghai, China) \$6,750 | | | | | ■ | | | | | | | |
| Creating Value Through Service Excellence—China NEW! | August 1-5, 2010 (Harvard Center Shanghai, Shanghai, China) \$7,250 | | | | | | | ■ | | | | | |
| Designing and Executing Strategy—China NEW! | May 16-20, 2010 (Harvard Center Shanghai, Shanghai, China) \$7,250 | | | | | ■ | | | | | | | |
| Driving Corporate Performance—Asia NEW! | January 3-6, 2010 (Harvard Center Shanghai, Shanghai, China) \$7,750 | ■ | | | | | | | | | | | |
| Global CEO Program for China | March–July 2010 Session: March 14–19, 2010 Module 1 (CEIBS, Shanghai, China) May 2–7, 2010 Module 2 (IESE, Barcelona, Spain) July 25–31, 2010 Module 3 (HBS, Boston, MA, U.S.) RMB 380,000 | | | ■ | | ■ | | ■ | | | | | |
| Growing a Professional Service Firm—China NEW! | June 4–9, 2010 (Harvard Center Shanghai, Shanghai, China) \$8,000 | | | | | | ■ | | | | | | |
| Marketing Strategies for Profitable Growth—China NEW! | TBD (Harvard Center Shanghai, Shanghai, China) \$6,750 | | | | | | ■ | | | | | | |
| Senior Executive Program for China | August–December 2010 Session: August 15–22, 2010 Module 1 (Tsinghua-SEM, Beijing, China) October 16–23, 2010 Module 2 (CEIBS, Shanghai, China) December 5–16, 2010 Module 3 (HBS, Boston, MA, U.S.) \$43,500 | | | | | | | | ■ | | ■ | | ■ ■ |
| UNITED KINGDOM | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Changing the Game: Negotiation and Competitive Decision Making—Europe | May 30–June 4, 2010 (London, U.K.) €7,175 | | | | | | ■ | | | | | | |
| Leadership Reflections and Insights | July 5–9, 2010 (London, U.K.) €8,250 | | | | | | | ■ | | | | | |
| FRANCE | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Building and Leading Customer-Centric Organizations—Europe | June 21–25, 2010 (Paris, France) €5,875 | | | | | | ■ | | | | | | |
| Global Energy Seminar—Europe | June 6–9, 2010 (Paris, France) €5,750 | | | | | | ■ | | | | | | |
| Leading High-Performance Healthcare Organizations—Europe | June 27–30, 2010 (Paris, France) €5,750 | | | | | | ■ | | | | | | |
| INDIA | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Building a Global Enterprise in India | April 26–30, 2010 (Mumbai, India) Rs. 2,12,300 plus service tax | | | | ■ | | | | | | | | |
| Develop India: Strategies for Growth NEW! | July 7–10, 2010 (Mumbai, India) Rs. 1,89,000 plus service tax | | | | | | | ■ | | | | | |
| Managing and Transforming Professional Service Firms—India NEW! | July 21–24, 2010 (Mumbai, India) Rs. 1,89,000 plus service tax | | | | | | | ■ | | | | | |

| BUSINESS STRATEGY | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--|----------------------------------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Achieving Breakthrough Service: Driving Performance and Profitability April 18-21, 2010 | \$8,000 | | | | | ■ | | | | | | | | |
| Building a Global Enterprise in India April 26-30, 2010 (Mumbai, India) | Rs. 2,12,300 plus service tax | | | | ■ | | | | | | | | | |
| Building and Leading Customer-Centric Organizations—Europe June 21-25, 2010 (Paris, France) | €5,875 | | | | | | | ■ | | | | | | |
| Corporate Social Responsibility: Strategies to Create Business and Social Value November 7-10, 2010 | \$7,500 | | | | | | | | | | | | ■ | |
| Creating Value Through Service Excellence—China NEW! August 1-5, 2010 (Harvard Center Shanghai, Shanghai, China) | \$7,250 | | | | | | | | | ■ | | | | |
| Designing and Executing Strategy—China NEW! May 16-20, 2010 (Harvard Center Shanghai, Shanghai, China) | \$7,250 | | | | | | ■ | | | | | | | |
| Develop India: Strategies for Growth NEW! July 7-10, 2010 (Mumbai, India) | Rs. 1,89,000 plus service tax | | | | | | | | ■ | | | | | |
| Driving Performance Through Talent Management NEW! May 9-14, 2010 | \$9,250 | | | | | | ■ | | | | | | | |
| Effective Strategies for Media Companies: Leading in Turbulent Environments December 1-4, 2010 | \$8,000 | | | | | | | | | | | | | ■ |
| Global Energy Seminar November 14-17, 2010 | \$8,000 | | | | | | | | | | | | ■ | |
| Global Energy Seminar—Europe June 6-9, 2010 (Paris, France) | €5,750 | | | | | | | | ■ | | | | | |
| Global Strategic Management June 13-18, 2010 | \$9,750 | | | | | | | ■ | | | | | | |
| Intellectual Property and Business Strategy February 10-13, 2010 | \$7,750 | | ■ | | | | | | | | | | | |
| Real Estate Development, Design, and Construction: Repositioning in a Challenging Market NEW! October 20-23, 2010 | \$8,000 | | | | | | | | | | | | ■ | |
| Real Estate Executive Seminar: Capital Markets, Innovative Ventures, and Business Strategy March 28-31, 2010 | \$8,000 | | | | ■ | | | | | | | | | |
| Real Estate Management Program: New Conditions, New Leaders October 17-20, 2010 | \$8,000 | | | | | | | | | | | | ■ | |
| Strategy: Building and Sustaining Competitive Advantage June 6-11, 2010 | \$12,000 | | | | | | | | ■ | | | | | |
| CORPORATE GOVERNANCE | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Audit Committees in a New Era of Governance <i>Two Sessions:</i> August 2-4, 2010 November 15-17, 2010 | \$5,200 | | | | | | | | | ■ | | | | ■ |
| Compensation Committees: New Challenges, New Solutions <i>Two Sessions:</i> August 4-6, 2010 November 17-19, 2010 | \$5,200 | | | | | | | | | ■ | | | | ■ |
| Making Corporate Boards More Effective <i>Three Sessions:</i> April 7-10, 2010 (San Francisco, CA, U.S.) July 28-31, 2010 November 10-13, 2010 | \$8,000 | | | | ■ | | | | | ■ | | | | ■ |

| FINANCIAL MANAGEMENT | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--|----------------------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Corporate Restructuring, Mergers, and Acquisitions: Creating Value in Turbulent Times | \$7,250 | | | | | | | | | | | | | |
| June 27-30, 2010 | | | | | | | | | | | | | | |
| Driving Corporate Performance: Aligning Scorecards, Systems, and Strategy | \$10,500 | | | | | | | | | | | | | |
| July 18-23, 2010 | | | | | | | | | | | | | | |
| Driving Corporate Performance—Asia NEW! | \$7,750 | | | | | | | | | | | | | |
| January 3-6, 2010 (Harvard Shanghai Center, Shanghai, China) | | | | | | | | | | | | | | |
| Finance for Senior Executives | \$11,000 | | | | | | | | | | | | | |
| <i>Two Sessions:</i> January 17-23, 2010 July 18-24, 2010 | | | | | | | | | | | | | | |
| Private Equity and Venture Capital | \$9,250 | | | | | | | | | | | | | |
| October 31–November 4, 2010 | | | | | | | | | | | | | | |
| Strategic Finance for Smaller Businesses | \$8,250 | | | | | | | | | | | | | |
| February 14-19, 2010 | | | | | | | | | | | | | | |
| Strategic Financial Analysis for Business Evaluation | \$7,750 | | | | | | | | | | | | | |
| March 21-24, 2010 | | | | | | | | | | | | | | |
| HEALTHCARE & SCIENCE | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Leadership and Strategy in Pharmaceuticals and Biotech | \$9,750 | | | | | | | | | | | | | |
| April 5-10, 2010 | | | | | | | | | | | | | | |
| Leading High-Performance Healthcare Organizations—Europe | €5,750 | | | | | | | | | | | | | |
| June 27-30, 2010 (Paris, France) | | | | | | | | | | | | | | |
| Managing Healthcare Delivery | \$22,000 | | | | | | | | | | | | | |
| October 2010–June 2011 Session: October 24–29, 2010 Module 1 February 27–March 4, 2011 Module 2 June 12–17, 2011 Module 3 | | | | | | | | | | | | | | |
| LEADERSHIP & CHANGE | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Agribusiness Seminar | \$7,500 | | | | | | | | | | | | | |
| January 10-13, 2010 | | | | | | | | | | | | | | |
| Agribusiness Seminar: An Asian Offering | \$6,750 | | | | | | | | | | | | | |
| May 9-12, 2010 (Harvard Center Shanghai, Shanghai, China) | | | | | | | | | | | | | | |
| Building New Businesses in Established Companies | \$8,750 | | | | | | | | | | | | | |
| July 18-22, 2010 | | | | | | | | | | | | | | |
| Global CEO Program for China | RMB 380,000 | | | | | | | | | | | | | |
| March–July 2010 Session: March 14-19, 2010 Module 1 (CEIBS, Shanghai, China) May 2-7, 2010 Module 2 (IESE, Barcelona, Spain) July 25-31, 2010 Module 3 (HBS, Boston, MA, U.S.) | | | | | | | | | | | | | | |
| Growing a Professional Service Firm—China NEW! | \$8,000 | | | | | | | | | | | | | |
| June 4-9, 2010 (Harvard Center Shanghai, Shanghai, China) | | | | | | | | | | | | | | |
| High Potentials Leadership Program | \$11,500 \$12,000 | | | | | | | | | | | | | |
| <i>Two Sessions:</i> June 6-11, 2010 October 24-29, 2010 | | | | | | | | | | | | | | |
| Leadership Best Practices | \$10,500 | | | | | | | | | | | | | |
| April 5-9, 2010 | | | | | | | | | | | | | | |
| Leadership for Senior Executives | \$10,500 | | | | | | | | | | | | | |
| May 16-20, 2010 (San Francisco, CA, U.S.) | | | | | | | | | | | | | | |

| LEADERSHIP & CHANGE continued | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--|----------------------------------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Leadership Reflections and Insights July 5–9, 2010 (London, U.K.) | €8,250 | | | | | | | | | | | | | |
| Leading Change and Organizational Renewal <i>Three Sessions:</i> March 21–26, 2010 (HBS Campus) June 27–July 2, 2010 (Stanford GSB) October 31–November 5, 2010 (Stanford GSB) | \$13,000 | | | | | | | | | | | | | |
| Leading Professional Service Firms <i>Two Sessions:</i> March 14–20, 2010 June 13–19, 2010 | \$11,500 | | | | | | | | | | | | | |
| Managing and Transforming Professional Service Firms—India NEW! July 21–24, 2010 (Mumbai, India) | Rs. 1,89,000 plus service tax | | | | | | | | | | | | | |
| Senior Executive Program for China August–December 2010 Session: August 15–22, 2010 Module 1 (Tsinghua-SEM, Beijing, China) October 16–23, 2010 Module 2 (CEIBS, Shanghai, China) December 5–16, 2010 Module 3 (HBS, Boston, MA, U.S.) | \$43,500 | | | | | | | | | | | | | |
| The Corporate Leader: How Corporate Managers Contribute Value June 6–11, 2010 | \$9,750 | | | | | | | | | | | | | |
| The Global Economy: Historical Perspectives and Future Opportunities NEW! February 3–6, 2010 | \$7,750 | | | | | | | | | | | | | |
| The Women's Leadership Forum: Innovation Strategies for a Changing World May 16–21, 2010 | \$9,500 | | | | | | | | | | | | | |
| MARKETING | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Business-to-Business Marketing Strategy May 25–28, 2010 | \$8,000 | | | | | | | | | | | | | |
| Marketing Strategies for Profitable Growth—China NEW! TBD (Harvard Center Shanghai, Shanghai, China) | \$6,750 | | | | | | | | | | | | | |
| Strategic Marketing Management June 20–25, 2010 | \$9,750 | | | | | | | | | | | | | |
| Taking Marketing Digital March 28–31, 2010 | \$8,000 | | | | | | | | | | | | | |
| NEGOTIATION & MANAGERIAL DECISION MAKING | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Changing the Game: Negotiation and Competitive Decision Making <i>Four Sessions:</i> April 11–16, 2010 May 30–June 4, 2010 (London, U.K.) Fee: €7,175 August 1–6, 2010 October 31–November 5, 2010 | \$10,000 | | | | | | | | | | | | | |
| Managing Negotiators and the Deal Process September 19–24, 2010 | \$10,000 | | | | | | | | | | | | | |
| Strategic Negotiations: Dealmaking for the Long Term <i>Two Sessions:</i> January 24–29, 2010 May 9–14, 2010 | \$10,000 | | | | | | | | | | | | | |

| PERSONAL DEVELOPMENT | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|----------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| A New Path: Setting New Professional Directions February 28–March 6, 2010 | \$5,500 | | | | ■ | | | | | | | | | |
| High Potentials Leadership Program <i>Two Sessions:</i> June 6–11, 2010 October 24–29, 2010 | \$11,500 | | | | | | | ■ | | | | | ■ | |
| Leadership Best Practices April 5–9, 2010 | \$10,500 | | | | ■ | | | | | | | | | |
| SOCIAL ENTERPRISE | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Corporate Social Responsibility: Strategies to Create Business and Social Value November 7–10, 2010 | \$7,500 | | | | | | | | | | | | | ■ |
| Governing for Nonprofit Excellence: Critical Issues for Board Leadership November 3–6, 2010 | \$3,900 | | | | | | | | | | | | ■ | |
| Performance Measurement for Effective Management of Nonprofit Organizations June 1–4, 2010 | \$3,400 | | | | | | | ■ | | | | | | |
| Strategic Perspectives in Nonprofit Management July 18–24, 2010 | \$4,900 | | | | | | | | ■ | | | | | |
| TECHNOLOGY & OPERATIONS MANAGEMENT | | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| Delivering Information Services July 25–31, 2010 | \$10,000 | | | | | | | | | ■ | | | | |
| Leading Product Innovation July 12–16, 2010 | \$8,750 | | | | | | | | ■ | | | | | |



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