

PROGRAM PORTFOLIO



HARVARD
BUSINESS
SCHOOL

EXECUTIVE EDUCATION

GLOBAL PERSPECTIVES. TANGIBLE BUSINESS RESULTS.

Capturing market share in a highly competitive business world requires extraordinary leadership. But sustaining that success calls for visionary leaders who can outperform today's established players—and outdistance tomorrow's emerging competitors.

That's why Harvard Business School (HBS) offers more than 80 open-enrollment programs. At our seven global research centers, we mine the latest thought leadership and best business practices to develop programs that span disciplines, industries, and countries.

The renowned HBS faculty delivers this powerful knowledge through the School's hallmark case study method. Immersed in this dynamic learning environment, top executives from around the world work together to address current issues and anticipate future challenges.

Whichever program you choose, you will emerge with the global perspectives and strategic skills to drive higher performance and deliver greater results throughout your organization—and your career.

www.exed.hbs.edu/pgm/portfolio/



OFF-CAMPUS PROGRAMS

INDIA-FOCUSED			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Aligning Strategy and Execution—India NEW!	June 18–21, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax						■						
Building a Global Enterprise in India	March 5–9, 2012 (Mumbai, India)	Rs. 2,29,250 plus service tax			■									
Develop India: Real Estate Strategies for Successful Organizations	May 9–12, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax					■							
Launching New Ventures—India NEW!	June 11–14, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax						■						
Leadership and Corporate Accountability—India NEW!	November 19–22, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax											■	
Leading Innovation—India NEW!	August 20–23, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax								■				
Managing and Transforming Professional Service Firms—India	January 11–14, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax	■											
MANAGING IN CHINA			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Agribusiness Seminar: An Asian Offering	June 3–6, 2012 (Harvard Center Shanghai, China)	\$7,000 USD						■						
Designing and Executing Strategy—China	June 11–15, 2012 (Harvard Center Shanghai, China)	\$8,750 USD						■						
Driving Corporate Performance—China	January 8–11, 2012 (Harvard Center Shanghai, China)	\$8,000 USD	■											
Global CEO Program for China	March–July 2012 Session March 25–30, 2012 – Module 1 (CEIBS, Shanghai, China) May 20–25, 2012 – Module 2 (IESE, Barcelona, Spain) July 15–21, 2012 – Module 3 (HBS, Boston, MA, U.S.)	450,000 RMB			■		■		■					
Growing a Professional Service Firm—China	June 26–30, 2012 (Harvard Center Shanghai, China)	\$7,500 USD						■						
Marketing Strategies for Profitable Growth—China	November 4–7, 2012 (Harvard Center Shanghai, China)	\$7,750 USD											■	
Senior Executive Program for China	August–December 2012 Session August 12–18, 2012 – Module 1 (Tsinghua-SEM, Beijing, China) October 14–20, 2012 – Module 2 (CEIBS, Shanghai, China) December 2–14, 2012 – Module 3 (HBS, Boston, MA, U.S.)	\$52,000								■		■		■ ■
PROGRAMS IN EUROPE			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Business-to-Business Marketing Strategy	May 20–24, 2012 (London, England)	€6,800					■							
Changing the Game: Negotiation and Competitive Decision Making	September 2–7, 2012 (London, England)	€9,000									■			
Innovating for Sustainability NEW!	May 20–23, 2012 (Hampshire, England)	€6,000					■							
Leadership in Financial Organizations NEW!	February 13–16, 2012 (Hertfordshire, England)	\$8,500		■										
Leading High-Performance Healthcare Organizations	June 25–29, 2012 (Paris, France)	€6,800						■						
Leading with Impact: Staying on the Fast Track	July 2–6, 2012 (London, England)	€8,350							■					
Strategic IQ: Building Smarter Organizations NEW!	November 12–16, 2012 (London, England)	€8,500											■	

ENTREPRENEURSHIP			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Building New Businesses in Established Organizations	July 8-13, 2012	\$9,000							■					
Launching New Ventures: Jump-Starting Innovation for Entrepreneurs and Business Owners	February 19-24, 2012	\$11,500		■										
Launching New Ventures—India NEW!	June 11-14, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax						■						
FINANCIAL MANAGEMENT			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Corporate Restructuring, Mergers, and Acquisitions: Creating Value in Turbulent Times	November 4-7, 2012	\$8,250											■	
Driving Corporate Performance: Aligning Scorecards, Systems, and Strategy	July 15-20, 2012	\$11,000							■					
Driving Corporate Performance—China	January 8-11, 2012 (Harvard Center Shanghai, China)	\$8,000 USD	■											
Finance for Senior Executives	Two Sessions: January 29-February 4, 2012 July 15-21, 2012	\$11,750		■					■					
Leadership in Financial Organizations NEW!	Two Sessions: February 13-16, 2012 (Hertfordshire, England) July 8-12, 2012 (HBS Campus)	\$8,500		■					■					
Private Equity and Venture Capital	October 28-November 1, 2012	\$10,000											■	
Strategic Financial Analysis for Business Evaluation	April 1-4, 2012	\$8,250				■								
GLOBAL STRATEGY			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Building a Global Enterprise in India	March 5-9, 2012 (Mumbai, India)	Rs. 2,29,250 plus service tax			■									
Building Businesses in Emerging Markets	April 23-27, 2012	\$9,000				■								
Global Strategic Management	June 25-30, 2012	\$11,000							■					
HEALTHCARE & SCIENCE			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Leadership and Strategy in Pharmaceuticals and Biotech	April 9-14, 2012	\$11,000				■								
Leading High-Performance Healthcare Organizations	June 25-29, 2012 (Paris, France)	€6,800							■					
Managing Healthcare Delivery	October 2012-June 2013 Session October 14-19, 2012 – Module 1 February 24-March 1, 2013 – Module 2 June 2-7, 2013 – Module 3	\$23,000										■		
Value Measurement for Health Care NEW!	March 26-28, 2012	\$5,500			■									

INNOVATION			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Leading Innovation—India NEW!	August 20–23, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax								■				
MARKETING			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Business-to-Business Marketing Strategy	May 20–24, 2012 (London, England)	€6,800					■							
Marketing Strategies for Profitable Growth—China	November 4–7, 2012 (Harvard Center Shanghai, China)	\$7,750 USD											■	
Strategic Marketing Management	June 17–22, 2012	\$11,000						■						
Taking Marketing Digital	Two Sessions: May 21–25, 2012 September 4–8, 2012	\$9,250					■				■			
NEGOTIATION			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Changing the Game: Negotiation and Competitive Decision Making	Three sessions: March 25–30, 2012 July 29–August 3, 2012 October 28–November 2, 2012 London session: September 2–7, 2012 (London, England)	\$11,000 €9,000			■					■			■	
Strategic Negotiations: Dealmaking for the Long Term	Two Sessions: January 16–21, 2012 May 13–18, 2012	\$11,000	■				■							
ORGANIZATIONAL LEADERSHIP			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Agribusiness Seminar	January 8–11, 2012	\$8,000	■											
Agribusiness Seminar: An Asian Offering	June 3–6, 2012 (Harvard Center Shanghai, China)	\$7,000 USD						■						
Driving Performance Through Talent Management	May 6–11, 2012	\$11,000					■							
Global CEO Program for China	March–July 2012 Session March 25–30, 2012 – Module 1 (CEIBS, Shanghai, China) May 20–25, 2012 – Module 2 (IESE, Barcelona, Spain) July 15–21, 2012 – Module 3 (HBS, Boston, MA, U.S.)	450,000 RMB			■		■		■					
Leadership and Corporate Accountability—India NEW!	November 19–22, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax											■	
Leading Change and Organizational Renewal	Two Sessions: March 18–23, 2012 June 3–8, 2012	\$14,000			■			■						
Senior Executive Program for China	August–December 2012 Session August 12–18, 2012 – Module 1 (Tsinghua-SEM, Beijing, China) October 14–20, 2012 – Module 2 (CEIBS, Shanghai, China) December 2–14, 2012 – Module 3 (HBS, Boston, MA, U.S.)	\$52,000								■		■		■ ■
The Corporate Leader: How Corporate Managers Contribute Value	June 3–8, 2012	\$11,000						■						

OWNER-MANAGED			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Families in Business: From Generation to Generation	November 4-9, 2012 Teams of up to four family members Each additional family member in teams larger than four	\$38,000 \$8,500											■	
Key Executives Program	January 15-27, 2012	\$16,000	■ ■											
Leading Your Small Business Through Its Lifecycle NEW!	June 24-27, 2012	\$7,500						■						
Owner/President Management	Two Unit 1 Sessions: March 25-April 13, 2012 May 13-June 1, 2012	\$33,000 <small>Unit 1 Fee</small>			■ ■ ■	■ ■	■ ■ ■							
PERSONAL LEADERSHIP			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
A New Path: Setting New Professional Directions	March 25-30, 2012	\$6,500			■									
Authentic Leadership Development	Two Sessions: February 5-10, 2012 November 26-December 1, 2012	\$12,000		■									■	
High Potentials Leadership Program	Two Sessions: May 27-June 1, 2012 October 21-26, 2012	\$14,000						■				■		
Leadership Best Practices	April 1-5, 2012	\$11,000				■								
Leadership for Senior Executives	May 20-24, 2012 (California, U.S.)	\$11,000						■						
Leading with Impact: Staying on the Fast Track	July 2-6, 2012 (London, England)	€8,350							■					
The Women's Leadership Forum: Innovation Strategies for a Changing World	May 7-11, 2012	\$9,250						■						
PROFESSIONAL SERVICES			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Building Client Management Capabilities in Professional Service Firms	August 26-31, 2012	\$11,000								■				
Growing a Professional Service Firm—China	June 26-30, 2012 (Harvard Center Shanghai, China)	\$7,500 <small>USD</small>							■					
Leading Professional Service Firms	Two Sessions: March 11-17, 2012 June 10-16, 2012	\$12,500			■			■						
Managing and Transforming Professional Service Firms—India	January 11-14, 2012 (Mumbai, India)	Rs. 2,04,750 <small>plus service tax</small>	■											
REAL ESTATE			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Develop India: Real Estate Strategies for Successful Organizations	May 9-12, 2012 (Mumbai, India)	Rs. 2,04,750 <small>plus service tax</small>						■						
Leading Complex Capital Projects	July 8-11, 2012	\$8,250							■					
Real Estate Executive Seminar: Capital Markets, Project Finance, and Business Strategy	March 25-28, 2012	\$8,250			■									
Real Estate Management Program: New Conditions, New Leaders	October 14-17, 2012	\$8,250										■		

SERVICE MANAGEMENT			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Achieving Breakthrough Service: Driving Performance and Profitability	June 17-20, 2012	\$8,500						■						
SOCIAL ENTERPRISE			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Governing for Nonprofit Excellence: Critical Issues for Board Leadership	October 28-31, 2012	\$4,000										■		
Performance Measurement for Effective Management of Nonprofit Organizations	May 29-June 1, 2012 (Harvard Kennedy School)	\$3,500					■							
Strategic Perspectives in Nonprofit Management	July 15-21, 2012	\$5,000							■					
STRATEGY			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Aligning Strategy and Execution—India	June 18-21, 2012 (Mumbai, India)	Rs. 2,04,750 plus service tax						■						
Aligning Strategy and Sales	December 2-7, 2012	\$12,000												
Corporate Level Strategy	November 28-December 1, 2012	\$8,500											■	
Corporate Social Responsibility: Strategies to Create Business and Social Value	October 17-20, 2012	\$6,900										■		
Designing and Executing Strategy—China	June 11-15, 2012 (Harvard Center Shanghai, China)	\$8,750 USD						■						
Effective Strategies for Media Companies: Leading Strategic Renewal	September 23-26, 2012	\$8,500									■			
Global Energy Seminar	November 4-7, 2012	\$8,500											■	
Innovating for Sustainability NEW!	May 20-23, 2012 (Hampshire, England)	€6,000					■							
Intellectual Property and Business Strategy	February 8-11, 2012	\$8,000		■										
Risk Management for Corporate Leaders: Integrating Best Practices for Superior Strategy Execution	February 5-10, 2012	\$11,000		■										
Strategic IQ: Building Smarter Organizations	Two Sessions: June 10-15, 2012 November 12-16, 2012 (London, England)	\$11,000 €8,500						■					■	
Strategy: Building and Sustaining Competitive Advantage	June 3-8, 2012	\$12,500						■						



For complete program information, visit: www.exed.hbs.edu/pgm/portfolio/

For complete program information, visit:
www.exed.hbs.edu/pgm/portfolio/

Contact our client service specialists
at 1-800-427-5577 (outside the
U.S., dial +1-617-495-6555) or at
executive_education@hbs.edu.

Connect with us via LinkedIn,
Facebook, YouTube, and Twitter:
www.exed.hbs.edu/connect/



H A R V A R D
B U S I N E S S
S C H O O L

EXECUTIVE EDUCATION

In accordance with Harvard University policy, Harvard Business School does not discriminate against any person on the basis of race, color, sex or sexual orientation, gender identity, religion, age, national or ethnic origin, political beliefs, veteran status, or disability in admission to, access to, treatment in, or employment in its programs and activities. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Ms. Nancy DellaRocco, Harvard Business School, Soldiers Field, Boston, MA 02163-9986 U.S.

Programs, dates, fees, and faculty are subject to change. ©2012 President and Fellows of Harvard College.