ADVANCED MANAGEMENT PROGRAM

HARVARD BUSINESS SCHOOL
Executive Education
Become a Visionary Global Leader

Embrace cultural differences and conflicting perspectives. Adapt quickly to global market shifts and unforeseen events. Promote collaboration and lead organizational change. Drive innovation, performance, and growth across teams, units, and borders.
COLLABORATE WITH GLOBAL EXECUTIVES.
EXPAND YOUR LEADERSHIP IMPACT.

Across every industry, market volatility and disruptive innovation are changing the way companies compete—and increasing the demand for business leaders who can manage globally. The Advanced Management Program (AMP) is designed to bring about a full-scale transformation for both you and your company. In the process, you will expand your ability to:

• Manage a global organization by setting the right leadership in place, securing the appropriate financing, and outperforming the competition
• Deploy a broadly informed global perspective as you evaluate markets, analyze competitive forces, and establish corporate strategy
• Navigate the global financial system while capturing opportunities to add value to your organization
• Align business activities with your digital strategy while innovating to maintain competitive advantage

IS AMP RIGHT FOR YOU?

This flagship program is designed for proven business leaders who:

• Hold leadership positions one or two levels from the CEO and have been identified as central to the company’s succession plan—including members of executive committees, heads of major business units, senior heads of functions, and senior members of the operating group
• Have at least 20 to 25 years of work experience, including significant time as a senior executive or company officer

Delivering a Truly Global Experience
At Harvard Business School (HBS), you will collaborate with a global group of peers who span industries and countries as well as interact with distinguished HBS faculty, who in 2017 collectively researched and wrote over 360 case studies representing more than 55 countries.

165 ACCOMPLISHED PEERS
40 COUNTRIES REPRESENTED
45 INDUSTRIES REPRESENTED
CHANGE YOUR LEADERSHIP GAME. MAXIMIZE YOUR GLOBAL IMPACT.

If you’re looking to advance to the executive suite or assume greater leadership responsibilities, AMP will propel your personal and professional growth. You will emerge with a broader view of multinational management and global leadership, ready to lead with greater confidence and self-awareness—and contribute more value as a member of your company’s senior leadership team.

Seven Transformative Weeks
For seven uninterrupted and intensive weeks, you will be fully immersed in a career-changing experience. AMP demands a 24/7 commitment—whether you’re role-playing in the HBS classroom, collaborating in your living group, doing individual research, or preparing for the next day’s cases. The return on your investment is priceless: AMP will forever change how you and your company do business.

HBS Executive Coaching
Focused on accelerating individual and team growth, your professional coach will help you identify your leadership strengths and gaps through a 360-degree leadership and personal assessment with customized feedback. You will emerge with greater self-awareness, understanding, and confidence—and a reentry strategy for achieving your leadership goals.

Hallmark HBS Case Method
Pioneered by HBS, the case method engages you in a dynamic and collaborative process of identifying relevant issues and applying practical business solutions to your own situation and organization.

OUR FACULTY
AMP is developed and taught by a multidisciplinary team of HBS faculty who are skilled educators, groundbreaking researchers, and award-winning authors. Through board memberships, consulting, and field-based research, they address the complex challenges facing business leaders across the globe.

Max H. Bazerman
NEGOTIATION, ORGANIZATIONS AND MARKETS UNIT
“Executives require negotiations skills that go beyond the simple haggling over price. Preparation, developing of options, sequencing, and other complexities are essential parts of the executive toolkit.”

Stuart C. Gilson
FINANCE UNIT
“By the end of AMP, participants are overjoyed that they understand finance. More important, they are embracing finance and looking forward to using it back at work.”

Marco Iansiti
TECHNOLOGY AND OPERATIONS MANAGEMENT UNIT CHAIR
“We are experiencing a unique moment in the history of business as waves of digital technology continue to transform every aspect of our economy.”

Youngme Moon
GENERAL MANAGEMENT UNIT
“AMP is an opportunity to explore how consumption behaviors are radically changing worldwide and the dramatic ripple effects these trends will have on business.”

Krishna G. Palepu
ACCOUNTING AND MANAGEMENT AND GENERAL MANAGEMENT UNITS
“Effective leaders deliver results. AMP enables me to engage senior leaders from all over the world on how to drive performance excellence in their organizations.”

www.exed.hbs.edu/brochure/amp
Jan W. Rivkin  
**STRATEGY UNIT**

“What excites me most is the opportunity to make a difference in the lives of extraordinary individuals who, in turn, will go out and do extraordinary things.”

Richard H.K. Vietor  
**BUSINESS, GOVERNMENT AND THE INTERNATIONAL ECONOMY UNIT**

“AMP is an opportunity for executives to get the economics under control. From balance of payments to national income accounting, the program curriculum is both challenging and useful.”

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Global Leaders Convene Here

A seven-week program enables you to build close, trusting relationships with a small group of peers who understand your challenges—but are not part of your organization. Each day, you will gain new insights by:

- Working with executives from different countries and cultures
- Sharing diverse perspectives as you discuss cases and assignments
- Completing small group exercises and projects as a team
- Giving and receiving feedback in a safe environment

Powerful Lineup of Faculty and Industry Guest Speakers

HBS thought leaders share groundbreaking insights, practice-based experience, and proven frameworks, while distinguished industry leaders reveal how they overcame critical business challenges.

**José E. Almeida**
*Chairman and CEO, Baxter International Inc.*

**Jamie Dimon**
*Chairman and CEO, JPMorgan Chase & Co.*

**General Joseph F. Dunford, Jr.**
*Chairman, Joint Chiefs of Staff*

**Andrea Jung**
*President and CEO, Grameen America*

**Robert S. Kapito**
*President, BlackRock, Inc.*

**William Lewis**
*CEO, Dow Jones*

**Anne M. Mulcahy**
*Former Chairman and CEO, Xerox Corporation*

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“AMP is one of our most forward-looking programs. We continually refresh the curriculum, bringing in the tools and ways of thinking that we believe are essential for senior leaders around the world as they move into even more important roles in their organizations.”

Ranjay Gulati  
Faculty Chair, AMP, Organizational Behavior Unit Chair
**PREPARE FOR THE HIGHEST LEVEL OF LEADERSHIP.**

Collaborating with HBS thought leaders, a diverse group of senior executives, and a professional HBS Executive Coach, you will take a deep-dive into the complex operational and geopolitical challenges of global leadership. Designed to spark self-reflection, innovation, and collaboration, AMP features global case studies, personal assessments and feedback, and an array of industry guest speakers.

During a three-day break midway through the program, your family members are invited to participate in an optional two-day, on-campus program that includes special class sessions, social gatherings, and family activities. You also may use this time to travel home or explore New England.

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**MEASURE, ANALYZE, AND DRIVE CORPORATE PERFORMANCE**

Deepen your understanding of financial reporting, capital investment decision-making, and performance.

**DEVELOP A COMPELLING STRATEGY**

Align business activities to build competitive advantage, set the direction of your business, and craft its overarching strategy.

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**LEAD YOUR COMPANY AND YOUR CAREER**

Advance your leadership skills and accelerate your role in building and leading a high-performing organization.

**LEVERAGE THE POWER OF MARKETING**

Develop effective digital marketing strategies by integrating sophisticated data and interactive technologies.

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**LEAD IN THE GLOBAL ECONOMY**

Determine how each country’s economic performance and geopolitical context will impact your global business strategy.

**BUILD COMPETITIVE ADVANTAGE THROUGH OPERATIONS**

Drive operational excellence by addressing challenges and opportunities and anticipating future issues through the use of current data and tools.

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**PLAN AND CONDUCT SUCCESSFUL NEGOTIATIONS**

Become a better negotiator by improving your analytical and tactical skills in a series of real-world simulations.

**MASTER THE ESSENTIALS OF CORPORATE FINANCIAL MANAGEMENT**

Navigate the global financial system while creating, measuring, and managing value and evaluating the risks of your decisions.
LIVING AND LEARNING AT HBS.

AMP is a highly structured yet deeply personal experience that is carefully designed to facilitate your growth. Your learning will take place on your own, in your living group, and in the larger classroom, driven by the renowned HBS case method.

Diverse Living Groups
Eight bedrooms—each with a private bath and personal computer/TV—are situated suite style around a common living area. HBS carefully selects living group members who span industries, countries, and functions. This diversity of perspectives not only enriches your learning experience, but also expands your global network.

Cutting-Edge Classrooms
Our signature classrooms are designed to engage participants in a dynamic exchange with HBS faculty and senior executives who represent diverse companies across the globe.

Private Fitness and Wellness Offerings
Exercise your options at Shad Hall:
• Indoor walking/jogging track
• Basketball/racquetball/squash courts
• Outdoor tennis courts and indoor table tennis
• Class studios
• Extensive fitness equipment
• Mindfulness
• Swimming pool
• Locker rooms with whirlpool, steam, and sauna

Historic and Cultural Hub
HBS is located in the historic Boston-Cambridge area. Harvard Square is within walking distance, and Boston is right across the Charles River. You'll find a rich array of arts, music, sports, dining, shopping, and other recreational activities.

Alumni Status and Lifelong Learning
Upon completing AMP, you will become a lifetime member of the HBS alumni community—and gain exclusive access to our vast global alumni network and an array of resources that facilitate lifelong learning, growth, and success.

“The professors, industry experts, peers, resources, content, and facilities are all unparalleled.”

Rajesh Unni
Founder & CEO, Synergy Marine Group, Singapore
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