CORPORATE LEVEL STRATEGY
WWW.EXED.HBS.EDU/PROGRAMS/CLS/

Program Objectives
Bringing an essential cross-business perspective, this program delves deep into the complex challenges of leading transformation within a long-established business, you will explore the strategies of successful multibusiness firms—from resource allocation and vertical integration to mergers and acquisitions to roll-ups and restructuring. With greater insight into the fundamentals of finance and the “radical recombination” of portfolio elements, you will be prepared to make the tough strategic choices that drive change, facilitate intrapreneurship, and drive growth across the organization.

Curriculum
Corporate Level Strategy helps you design, communicate, and execute winning strategies that can create long-term value for your multibusiness organization. Immersed in dynamic global case studies on top companies, you will improve your ability to:

- Identify the unique capabilities that underpin value creation across businesses
- Evaluate your business portfolio and determine the appropriate range of markets and activities
- Add greater value to an individual business unit or a potential acquisition
- Foster entrepreneurship and innovation in the corporate office and across your business units
- Acquire a certain company, create a long-term partnership, or contract for key capabilities
- Advance corporate strategy while preserving each operating unit’s independence
- Optimize the value, role, and authority of your multibusiness firm’s corporate headquarters
- Recognize when change is necessary and lead efforts to revitalize your organization

Participant Mix
This program is designed for senior executives with responsibilities that span multiple business units and from companies with annual sales of at least $50 million. Created with the needs of general managers in mind, the program also is well suited to executives who are specialists in finance or strategy. Executives preparing to take on cross-business unit responsibilities also will benefit. Because the program aims to create value across multiple businesses, teams including both corporate and operating unit executives are encouraged to apply. Team members will return to their organizations with shared perspectives and frameworks that enable them to work together more productively.

Anticipated Faculty
Juan Alcacer, David J. Collis (faculty chair), Stuart C. Gilson, Chester A. Huber, Joshua D. Margolis, Raffaella Sadun, and Kevin W. Sharer
Admissions

Application Process – Please visit www.exed.hbs.edu for complete admission requirements and to apply online. The Admissions Committee meets monthly, and admits qualified candidates on a rolling, space-available basis. Early application is strongly encouraged.

Admission Requirements – Admission is selective and based on professional achievement and organizational responsibility. No formal educational requirements apply. Executive Education programs enhance the leadership capacity of the managers enrolled as well as their organizations, and HBS expects full commitment from both. While participants devote time and intellect to the learning experience, sponsoring organizations agree to relieve individuals of their work responsibilities during the program.

Program Fee – The program fee covers tuition, books, case materials, accommodations, and most meals. Payment is due within 30 days of the invoice date. If admission is within 30 days prior to the start of the program, payment is due upon receipt of the invoice. Cancellation policies are outlined in the information provided to applicants upon admission.

Connect With Us
For more information, please contact our Client Services team at:
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