PROGRAM CALENDAR

FEB 2019–JAN 2020
LIVING. LEARNING. THE HBS EXPERIENCE.

Though it comes from within, transformation often requires a catalyst. And for many business leaders, HBS Executive Education has been that catalyst. Here, you’re fully immersed in a transformational living-learning experience, networking with executives from around the world, and engaging in programs led by experienced HBS faculty. It’s a holistic experience that will enrich your career—and your life.

Value—Many of our alumni and participants call HBS Executive Education a “life-changing experience.” That’s because in addition to building your expertise, you’ll examine where you’ve been—and where you want to take your career and your organization.

Learning experience—From case study discussions and small-group projects to simulations and dynamic lectures, you’ll have ample opportunities to deepen your knowledge, broaden your skill set, and collaborate with your peers.

Living on campus—During lively discussions with your living group, lunchtime conversations at the Chao Center, and evening excursions to Harvard Square, you’ll make new connections and form lasting relationships with your colleagues.
Comprehensive Leadership Programs
Fast-track your leadership growth—and your career—through a transformative learning experience. Each multimodule journey offers a broad business management and leadership curriculum, personalized coaching, individual projects that address your business challenges—and the opportunity to earn HBS alumni status. Go further than you thought possible.

ADVANCED MANAGEMENT PROGRAM

SEP 2019 SESSION
Program Fee: $82,000
08 SEP–24 OCT 2019

MAR 2020 SESSION
Program Fee: $82,000
29 MAR–14 MAY 2020

www.exed.hbs.edu/schedule/amp

GENERAL MANAGEMENT PROGRAM

AUG–NOV 2019 SESSION
Program Fee: $72,000
Module 1: 01 AUG–02 SEP 2019
Module 2: 03–27 SEP 2019
Module 3: 28 SEP–26 OCT 2019
Module 4: 27 OCT–15 NOV 2019

JAN–APR 2020 SESSION
Program Fee: $72,000
Module 1: 13 JAN–08 FEB 2020
Module 2: 09 FEB–06 MAR 2020
Module 3: 07 MAR–04 APR 2020
Module 4: 05–24 APR 2020

www.exed.hbs.edu/schedule/gmp

PROGRAM FOR LEADERSHIP DEVELOPMENT

JUL 2019–JAN 2020 SESSION
Program Fee: $52,000
Module 1: 08 JUL–28 SEP 2019
Module 2: 29 SEP–11 OCT 2019
Module 3: 12 OCT 2019–18 JAN 2020
Module 4: 19–31 JAN 2020

DEC 2019–JUN 2020 SESSION
Program Fee: $52,000
Module 1: 03 DEC 2019–22 FEB 2020
Module 2: 23 FEB–06 MAR 2020
Module 3: 07 MAR–13 JUN 2020
Module 4: 14–26 JUN 2020

Module 5 (Optional)
JUL 2019 SESSION
$27,000 • 14–26 JUL 2019
JUL 2020 SESSION
$TBD • 12–24 JUL 2020

www.exed.hbs.edu/schedule/pld

OWNER/ PRESIDENT MANAGEMENT

SEP 2019 SESSION
Program Fee: $44,000 (per unit)
Unit 1: 08–27 SEP 2019
Unit 2: 13 SEP–02 OCT 2020
Unit 3: NOV 2021

MAY 2020 SESSION
Program Fee: $44,000 (per unit)
Unit 1: 10–29 MAY 2020
Unit 2: FEB 2021
Unit 3: MAR 2022

www.exed.hbs.edu/schedule/opm

Distance learning at your home or office.
Regional Programs
In today’s evolving economy, organizations need exceptional leaders who are confident decision-makers, global thinkers, and skilled strategists. To help meet this need, HBS Executive Education offers senior leadership programs in India, China, and the Middle East. Tailored to each region’s unique challenges, these programs are designed to help you improve your skills—and your organization.

NEW SENIOR EXECUTIVE LEADERSHIP PROGRAM—CHINA
DEC 2019–JUL 2020 SESSION
Program Fee: RMB 530,000
Module 1: 08–13 DEC 2019
HBS Campus, Boston, U.S.
Module 2: 01–13 MAR 2020
Harvard Center Shanghai, China
Module 3: 10–22 MAY 2020
Harvard Center Shanghai, China
Module 4: 28 JUN–10 JUL 2020
HBS Campus, Boston, U.S.

www.exed.hbs.edu/schedule/selpch

SENIOR EXECUTIVE LEADERSHIP PROGRAM—MIDDLE EAST
DEC 2019–SEP 2020 SESSION
Program Fee: $75,000 plus Value Added Tax (VAT)
Module 1: 08–13 DEC 2019
HBS, Boston, MA, U.S.
Module 2: 01–13 MAR 2020
Taj Dubai, Dubai, UAE
Module 3: 14–26 JUN 2020
Taj Dubai, Dubai, UAE
Module 4: 30 AUG–11 SEP 2020
HBS, Boston, MA, U.S.

www.exed.hbs.edu/schedule/selpme

SENIOR EXECUTIVE LEADERSHIP PROGRAM—INDIA
AUG 2019–JUN 2020 SESSION
Program Fee: ₹38,00,000 plus Goods and Service Tax (GST)
Module 1: 25–30 AUG 2019
HBS, Boston, MA, U.S.
Module 2: 02–13 DEC 2019
Taj Lands End, Mumbai, India
Module 3: 02–14 FEB 2020
Taj Lands End, Mumbai, India
Module 4: 25 MAY–05 JUN 2020
HBS, Boston, MA, U.S.

www.exed.hbs.edu/schedule/selpme

NEW SENIOR EXECUTIVE LEADERSHIP PROGRAM—CHINA
DEC 2019–JUL 2020 SESSION
Program Fee: RMB 530,000
Module 1: 08–13 DEC 2019
HBS Campus, Boston, U.S.
Module 2: 01–13 MAR 2020
Harvard Center Shanghai, China
Module 3: 10–22 MAY 2020
Harvard Center Shanghai, China
Module 4: 28 JUN–10 JUL 2020
HBS Campus, Boston, U.S.

www.exed.hbs.edu/schedule/selpch

SENIOR EXECUTIVE LEADERSHIP PROGRAM—MIDDLE EAST
DEC 2019–SEP 2020 SESSION
Program Fee: $75,000 plus Value Added Tax (VAT)
Module 1: 08–13 DEC 2019
HBS, Boston, MA, U.S.
Module 2: 01–13 MAR 2020
Taj Dubai, Dubai, UAE
Module 3: 14–26 JUN 2020
Taj Dubai, Dubai, UAE
Module 4: 30 AUG–11 SEP 2020
HBS, Boston, MA, U.S.

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SENIOR EXECUTIVE LEADERSHIP PROGRAM—INDIA
AUG 2019–JUN 2020 SESSION
Program Fee: ₹38,00,000 plus Goods and Service Tax (GST)
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Harvard Center Shanghai, China
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HBS Campus, Boston, U.S.

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DEC 2019–SEP 2020 SESSION
Program Fee: $75,000 plus Value Added Tax (VAT)
Module 1: 08–13 DEC 2019
HBS, Boston, MA, U.S.
Module 2: 01–13 MAR 2020
Taj Dubai, Dubai, UAE
Module 3: 14–26 JUN 2020
Taj Dubai, Dubai, UAE
Module 4: 30 AUG–11 SEP 2020
HBS, Boston, MA, U.S.

www.exed.hbs.edu/schedule/selpme

SENIOR EXECUTIVE LEADERSHIP PROGRAM—INDIA
AUG 2019–JUN 2020 SESSION
Program Fee: ₹38,00,000 plus Goods and Service Tax (GST)
Module 1: 25–30 AUG 2019
HBS, Boston, MA, U.S.
Module 2: 02–13 DEC 2019
Taj Lands End, Mumbai, India
Module 3: 02–14 FEB 2020
Taj Lands End, Mumbai, India
Module 4: 25 MAY–05 JUN 2020
HBS, Boston, MA, U.S.

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NEW SENIOR EXECUTIVE LEADERSHIP PROGRAM—CHINA
DEC 2019–JUL 2020 SESSION
Program Fee: RMB 530,000
Module 1: 08–13 DEC 2019
HBS Campus, Boston, U.S.
Module 2: 01–13 MAR 2020
Harvard Center Shanghai, China
Module 3: 10–22 MAY 2020
Harvard Center Shanghai, China
Module 4: 28 JUN–10 JUL 2020
HBS Campus, Boston, U.S.

www.exed.hbs.edu/schedule/selpch

SENIOR EXECUTIVE LEADERSHIP PROGRAM—MIDDLE EAST
DEC 2019–SEP 2020 SESSION
Program Fee: $75,000 plus Value Added Tax (VAT)
Module 1: 08–13 DEC 2019
HBS, Boston, MA, U.S.
Module 2: 01–13 MAR 2020
Taj Dubai, Dubai, UAE
Module 3: 14–26 JUN 2020
Taj Dubai, Dubai, UAE
Module 4: 30 AUG–11 SEP 2020
HBS, Boston, MA, U.S.

www.exed.hbs.edu/schedule/selpme

SENIOR EXECUTIVE LEADERSHIP PROGRAM—INDIA
AUG 2019–JUN 2020 SESSION
Program Fee: ₹38,00,000 plus Goods and Service Tax (GST)
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Module 2: 02–13 DEC 2019
Taj Lands End, Mumbai, India
Module 3: 02–14 FEB 2020
Taj Lands End, Mumbai, India
Module 4: 25 MAY–05 JUN 2020
HBS, Boston, MA, U.S.

www.exed.hbs.edu/schedule/selpme
"I was impressed by how well organized everything was, and how the agenda ensured we had time to study and also time to network and build new relationships with the other participants."

Santiago Escobar
Director of Channel Management & Strategy Operations, Medtronic, U.S.
## Topic-Focused Programs

When your challenge calls for targeted, in-depth learning, we have the programs you need.

### Digital Transformation

<table>
<thead>
<tr>
<th>Program</th>
<th>Fee</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Competing on Business Analytics and Big Data</td>
<td>$13,000</td>
<td>02–07</td>
</tr>
<tr>
<td>Driving Digital Strategy</td>
<td>$13,000</td>
<td>31 Mar–05 Apr</td>
</tr>
<tr>
<td><strong>NEW</strong> Leading an Agile Workforce Transformation</td>
<td>$10,000</td>
<td>20–23</td>
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</table>

### Entrepreneurship

<table>
<thead>
<tr>
<th>Program</th>
<th>Fee</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Families in Business</td>
<td>$47,500</td>
<td>13–18</td>
</tr>
<tr>
<td>(Each additional person, add $11,750)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Launching New Ventures</td>
<td>$18,000</td>
<td>10–16</td>
</tr>
<tr>
<td>Leading Growing Ventures</td>
<td>$10,000</td>
<td>13–16</td>
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</tbody>
</table>

**NEW** only available to past participants of Launching New Ventures

### Finance

<table>
<thead>
<tr>
<th>Program</th>
<th>Fee</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NEW</strong> Building a Legacy: Family Office Wealth Management</td>
<td>$10,000</td>
<td>23–26</td>
</tr>
<tr>
<td>Finance for Senior Executives (Two Sessions)</td>
<td>$13,000</td>
<td>03–08</td>
</tr>
<tr>
<td><strong>NEW</strong> Foundations of Private Equity and Venture Capital</td>
<td>$10,000</td>
<td>17–20</td>
</tr>
<tr>
<td><strong>NEW</strong> Leveraging FinTech Innovation to Grow and Compete</td>
<td>$10,000</td>
<td>03–06</td>
</tr>
<tr>
<td>Private Equity and Venture Capital</td>
<td>$10,000</td>
<td>20–23</td>
</tr>
<tr>
<td>Value Measurement for Health Care</td>
<td>$6,700</td>
<td>05–07</td>
</tr>
</tbody>
</table>

### General Management

<table>
<thead>
<tr>
<th>Program</th>
<th>Fee</th>
<th>Dates</th>
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</thead>
<tbody>
<tr>
<td>The Business of Entertainment, Media, and Sports</td>
<td>$10,000</td>
<td>29 May–01 Jun</td>
</tr>
<tr>
<td>Driving Corporate Performance: Aligning Scorecards and Structure for Strategy Execution</td>
<td>$13,000</td>
<td>07–12</td>
</tr>
<tr>
<td><strong>NEW</strong> Leading Professional Service Firms (Two Sessions)</td>
<td>$15,500</td>
<td>23–28</td>
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www.exed.hbs.edu/schedule
<table>
<thead>
<tr>
<th>GENERAL MANAGEMENT (continued)</th>
<th>FEB</th>
<th>MAR</th>
<th>APR</th>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
<th>AUG</th>
<th>SEP</th>
<th>OCT</th>
<th>NOV</th>
<th>DEC</th>
<th>JAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>REAL ESTATE MANAGEMENT PROGRAM: FINANCE, DESIGN, AND LEADERSHIP</td>
<td>$13,000</td>
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<td>29 SEP–04 OCT</td>
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<tr>
<td>TRANSFORMING CUSTOMER EXPERIENCES</td>
<td>$10,000</td>
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<td>14–17</td>
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<th>GOVERNANCE</th>
<th>FEB</th>
<th>MAR</th>
<th>APR</th>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
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<th>SEP</th>
<th>OCT</th>
<th>NOV</th>
<th>DEC</th>
<th>JAN</th>
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<tbody>
<tr>
<td>AUDIT COMMITTEES IN A NEW ERA OF GOVERNANCE</td>
<td>$6,700</td>
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<td>24–26</td>
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<tr>
<td>COMPENSATION COMMITTEES</td>
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<td>21–23</td>
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<tr>
<td>MAKING CORPORATE BOARDS MORE EFFECTIVE (Two Sessions)</td>
<td>$10,000</td>
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<td>17–20 20–23</td>
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<tr>
<td>WOMEN ON BOARDS: SUCCEEDING AS A CORPORATE DIRECTOR</td>
<td>$12,500</td>
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<td>02–06</td>
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<tr>
<th>INNOVATION</th>
<th>FEB</th>
<th>MAR</th>
<th>APR</th>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
<th>AUG</th>
<th>SEP</th>
<th>OCT</th>
<th>NOV</th>
<th>DEC</th>
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<tbody>
<tr>
<td>NEW ACCELERATING INNOVATION IN PRECISION MEDICINE</td>
<td>$6,700</td>
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<tr>
<td>DISRUPTIVE INNOVATION: STRATEGIES FOR A SUCCESSFUL ENTERPRISE</td>
<td>$15,500</td>
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<td>28 OCT–02 NOV</td>
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<tr>
<td>NEW LEADING AN ENDURING SCIENCE-BASED BUSINESS</td>
<td>$10,000</td>
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<td>17–20</td>
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<tr>
<td>LEADING PRODUCT INNOVATION</td>
<td>$11,150</td>
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<td>20–24</td>
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<tr>
<td>MANAGING HEALTH CARE DELIVERY</td>
<td>$27,000</td>
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<td>27 OCT–01 NOV</td>
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<tr>
<td>Module 1 (HBS, Boston, MA, U.S.)</td>
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<td>Module 2 (HBS, Boston, MA, U.S.) - 23–28 FEB 2020</td>
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<tr>
<td>Module 3 (HBS, Boston, MA, U.S.) - 03–08 MAY 2020</td>
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<table>
<thead>
<tr>
<th>LEADERSHIP</th>
<th>FEB</th>
<th>MAR</th>
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<th>MAY</th>
<th>JUN</th>
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<tbody>
<tr>
<td>AGRIBUSINESS SEMINAR</td>
<td>$10,000</td>
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<td>12–15</td>
</tr>
<tr>
<td>AUTHENTIC LEADER DEVELOPMENT (Two Sessions)</td>
<td>$15,500</td>
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<td>28 JUL–02 AUG 08–13</td>
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<tr>
<td>HIGH POTENTIALS LEADERSHIP PROGRAM (Two Sessions)</td>
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<td>19–24 20–25</td>
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www.exed.hbs.edu/schedule
<table>
<thead>
<tr>
<th>Course</th>
<th>Duration</th>
<th>Dates</th>
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<tbody>
<tr>
<td><strong>LEADERSHIP (continued)</strong></td>
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<tr>
<td>THE HR–EXECUTIVE SUITE CONNECTION</td>
<td>$10,000</td>
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<tr>
<td>LEADERSHIP FOR SENIOR EXECUTIVES</td>
<td>$12,500</td>
<td>08–12</td>
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<tr>
<td>LEADING AND BUILDING A CULTURE OF INNOVATION</td>
<td>$15,500</td>
<td>08–13</td>
</tr>
<tr>
<td>LEADING CHANGE AND ORGANIZATIONAL RENEWAL</td>
<td>$15,500</td>
<td>17–22</td>
</tr>
<tr>
<td>LEADING GLOBAL BUSINESSES</td>
<td>$15,500</td>
<td>03–08</td>
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<tr>
<td>SENIOR EXECUTIVE PROGRAM—AFRICA</td>
<td>$26,000</td>
<td>03–08</td>
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<tr>
<td>Module 1 (Port Louis, Mauritius)</td>
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<td>05–10</td>
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<tr>
<td>Module 2 (Independent Business Challenge Project)</td>
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<td>11 AUG–30 NOV</td>
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<tr>
<td>Module 3 (HBS, Boston, MA, U.S.)</td>
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<td>01–06</td>
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<tr>
<td>THE WOMEN’S LEADERSHIP FORUM</td>
<td>$12,500</td>
<td>29 APR–03 MAY</td>
</tr>
<tr>
<td><strong>MARKETING &amp; SALES</strong></td>
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<tr>
<td>ALIGNING STRATEGY AND SALES</td>
<td>$15,500</td>
<td>15–20</td>
</tr>
<tr>
<td>NEW MANAGING SALES TEAMS AND DISTRIBUTION CHANNELS</td>
<td>$10,000</td>
<td>04–07</td>
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<tr>
<td>STRATEGIC MARKETING MANAGEMENT</td>
<td>$13,000</td>
<td>02–07</td>
</tr>
<tr>
<td><strong>NEGOTIATION &amp; DECISION-MAKING</strong></td>
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<tr>
<td>BEHAVIORAL ECONOMICS: UNDERSTANDING AND SHAPING CUSTOMER AND EMPLOYEE BEHAVIOR</td>
<td>$13,000</td>
<td>06–11</td>
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<tr>
<td>CHANGING THE GAME: NEGOTIATION AND COMPETITIVE DECISION–MAKING (Two Sessions)</td>
<td>$13,000</td>
<td>28 JUL–02 AUG</td>
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<tr>
<td>27 OCT–01 NOV</td>
<td>12–17</td>
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</tr>
<tr>
<td>MERGERS AND ACQUISITIONS: STRATEGY, EXECUTION, AND POST-MERGER MANAGEMENT</td>
<td>$15,500</td>
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</tr>
<tr>
<td>STRATEGIC NEGOTIATIONS</td>
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<td>28 APR–03 MAY</td>
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### SOCIAL ENTERPRISE & NONPROFITS

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Cost</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Governing for Nonprofit Excellence (GNE)</td>
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<td>04–07</td>
</tr>
<tr>
<td>Performance Measurement for Effective Management of Nonprofit Organizations (PMNO)</td>
<td>$4,750</td>
<td>28–31</td>
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<tr>
<td>Strategic Nonprofit Management—India (Ashoka University, Sonipat, Rai, India)</td>
<td>₹2,00,000 plus Goods and Service Tax (GST)</td>
<td>22–27</td>
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<tr>
<td>Strategic Perspectives in Nonprofit Management (SPNM)</td>
<td>$6,500</td>
<td>14–20</td>
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### STRATEGY

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Cost</th>
<th>Dates</th>
</tr>
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<tbody>
<tr>
<td>Creating Shared Value: Competitive Advantage Through Social Impact</td>
<td>$10,000</td>
<td>17–20</td>
</tr>
<tr>
<td>Driving Profitable Growth</td>
<td>$10,000</td>
<td>13–16</td>
</tr>
<tr>
<td><strong>NEW</strong> Reimagining Strategy: Applying Design Thinking to Your Organization</td>
<td>$10,000</td>
<td>10–13</td>
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<tr>
<td>Risk Management for Corporate Leaders</td>
<td>$13,000</td>
<td>08–13</td>
</tr>
<tr>
<td><strong>NEW</strong> Strategic IQ: Creating Smarter Corporations</td>
<td>$13,000</td>
<td>13–18</td>
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<tr>
<td>Strategy for Health Care Delivery</td>
<td>$6,700</td>
<td>08–10</td>
</tr>
<tr>
<td><strong>NEW</strong> Strategy: Building and Sustaining Competitive Advantage</td>
<td>$15,500</td>
<td>02–07</td>
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This program is part of the Certificate of Management Excellence (CME). To earn this certificate, complete three select topic-focused programs in 36 months.

This program is part of the Corporate Director Certificate. To earn this Certificate, board directors must complete the three qualifying corporate governance programs in 36 months.
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Nina Zimmermann
Managing Director, Burda Studios Publishing, Germany
HAVE MORE QUESTIONS OR NEED CUSTOM ADVICE?

If you have additional questions or need help finding the program best suited to your needs, contact the HBS Executive Education Program Advising Team at:

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Telephone: 1.800.427.5577
(outside the U.S., call +1.617.495.6555)

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