Management isn’t simply a talent. It’s a discipline, with skills that can be cultivated and strengthened over time.

Through this highly interactive three-day course you’ll gain a deeper understanding of some of the skills that are important for effective managers (and organizations): how to act with strategic intent, exercise influence, build and maintain networks, seek and share information, anticipate emerging opportunities and challenges, and continuously innovate to improve structures and processes.

Working in teams to evaluate real management scenarios from case studies, you’ll also learn how better to apply these key skills to your own career and organization.

The Bottom Line Value to You and Your Organization

You’ll learn ideas and techniques you can apply right away, including:

- How to manage people (including yourself)
- Managing information
- Managing upwards
- Managing within your unit
- Managing outside the organization
Strategic Management — Sample Program Schedule*

<table>
<thead>
<tr>
<th>AM</th>
<th>Day 1</th>
<th>PM</th>
<th>Day 2</th>
<th>Day 3</th>
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<tbody>
<tr>
<td></td>
<td>• Rethinking the manager’s job</td>
<td>• Emotional intelligence</td>
<td>• Understanding power and influence</td>
<td>• Designing effective teams and organizations</td>
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<td>• Becoming the CEO of your own career</td>
<td>• Effective decision making</td>
<td>• Managing upwards and within peer groups</td>
<td>• Developing and maintaining organizational culture</td>
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<td>• Leading your team</td>
<td>• Learning from success and failure</td>
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<td>• Fostering collaboration and coordination</td>
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</tbody>
</table>

Who Should Attend

- Project managers
- Rising supervisors and new managers
- Managers, directors and executives leading organizational change
- Directors moving up to lead divisions or large-scale organizations
- Small business owners and entrepreneurs

Cost

$2,970
Cost includes tuition, instructional materials, continental breakfast and lunch (all days).

About the Vanderbilt Executive Development Institute

The Vanderbilt Executive Development Institute at the Owen Graduate School of Management offers proven and practical programs to help individuals and organizations refresh, engage and strengthen management expertise. Open Enrollment Programs for individuals are short, highly focused programs in areas of Leadership, Management and Strategy. Custom Programs for organizations are custom-built and are uniquely tailored to help each client tackle a specific organizational need or to achieve its developmental goals for established and emerging leaders.

Vanderbilt Executive Development Institute

Vanderbilt Owen Graduate School of Management is ranked as a top institution by BusinessWeek, the Wall Street Journal, U.S. News & World Report, Financial Times and Forbes.

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