



Saïd Business School
UNIVERSITY OF OXFORD

EXECUTIVE EDUCATION PROGRAMME PORTFOLIO 2011/12



ABOUT SAÏD BUSINESS SCHOOL

Saïd Business School is fully integrated into one of the world's greatest universities. It is also one of the youngest and most entrepreneurial business schools in the world, with a reputation for innovative business education. As part of Oxford we are able to draw on the University's strengths across a range of subjects, including economics, law, sociology, psychology, politics and international relations. The problems and opportunities facing business are large and complex, and by teaming up with specialists from around the University, we can gain greater insights into issues such as the politics of global business, the regulation of the financial service sector, the rise of science entrepreneurship, and the management of innovation.

Across the School, you will find researchers working on some of the most vexing problems facing business, studying elements as specific as corporate taxation and as broad as corporate reputation and strategy setting. You will find faculty engaged in sectors as diverse as health care, retail, professional services, hi-tech start-ups, consumer finance, and non-profit enterprises. Our faculty study traditional corporations, micro-enterprises and huge infrastructure projects. And they frequently study in the field, whether that means the City of London, Silicon Valley – or India, China, and Africa. Whatever the context – even when we are working with governments – it is our understanding of business that is at the heart of what we do.

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* These programmes are Oxford postgraduate modular qualifications, enabling you to study while continuing in your career.

TRANSFORM YOUR THINKING

Since taking on the role of Associate Dean in October 2010, I can testify that Oxford is certainly a dynamic and an inspiring place to be. Saïd Business School benefits from combining the best of the old and the new. We are in an 800-year-old university, one of world's finest, and are able to draw on the extraordinary resources from across the University. We are a young and entrepreneurial business school and we are committed to sharing the exciting research we do with the world. We aim to bring this knowledge and expertise into our programme delivery in a practical and innovative way, in the context of today's global economy. We are passionate about helping individuals and organisations tackle the complex challenges facing business and society today to ensure success in a competitive and fast changing world.

We are delighted with our rise in the FT Rankings for Executive Education – now No 1 in the UK and 11th in the world. Our aspirations, like those of our clients and programme participants, are high and we aim to work even harder to build on this success. Throughout our work, understanding business is at the heart of what we do. Our drive is to provide excellence in executive education to empower individuals to achieve their personal development goals and to deliver outstanding results for their organisations and society. Through our long-term relationships with clients we have helped develop their high potential executives to take on senior roles to deliver real business impact.

We can support you at critical stages in your own career or in your organisation's development challenges through our range of open programmes or through a customised programme designed specifically for your business needs.

I look forward to having the opportunity to talk to you, to explore how we at Oxford can help.

Andrew White



Andrew White,
Associate Dean of
Executive Education,
Saïd Business
School, University
of Oxford

OXFORD DELIVERS...

Our approach to executive education begins with developing the individual, with a range of programmes designed to help you at the critical stages in your career and enable you to move to the next level. CEOs, senior and high potential executives and entrepreneurs from around the world attend our programmes providing opportunities to share experiences, learn from others' perspectives and open up a global network.

With our custom clients we work in partnership to ensure that learning is translated into action to deliver value for your organisation. Our highly customised approach to programme design is appreciated by our internationally diverse clients. With BAE Systems, for instance, we have developed the company's Delta Programme over five years to help create a network of more than 120 high potential leaders to accelerate their development. Over a third of BAE's Delta graduates have taken on senior roles within the company.

Our relationship with State Farm Insurance in the USA has enabled them to develop a community of senior managers re-invigorated with tools, techniques and processes to help them address the issues they face as their company changes, and to have a connectivity and sharing culture that continues long past any individual programme.



PAGE 07

“Saïd Business School helped us turn a profit for the first time in five years. I learnt so much more than I was expecting. The Oxford Advanced Management and Leadership Programme went beyond the workplace which was surprising and very inspiring! The follow-up sessions with my tutor have been very useful for transferring what I have learnt on the programme back to the business. The year after the programme, we recorded a profit for the first time in five years. I would say that at least 80% of this can be attributed to the programme.”

Largeman Muzelenga, Managing Director of Tasalar Pipelines Ltd, South Africa



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“There is nothing equal to the Oxford Strategic Leadership Programme: it is unique, unpredictable, and intensive. Two years after taking the course, its worth and value continues to be invaluable to me, both personally and professionally.”

Gail Lyle, Previously Commissioner of Finance, State of California, USA



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“Being at a senior stage in your career is not just about developing yourself, but even more importantly, it's about building the right skills to help the organisation you are a part of to grow. You will take away tools that will increase your value to your organisation and improve your ability to build additional capabilities to respond to emerging organisational challenges. In my new position as Managing Director I need to develop, lead and grow the organisation and for this role the Diploma in Organisational Leadership provided a very good preparation.”

Miika Kuoppamäki, Managing Director, Software Quality Systems, Finland



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“Being at Oxford gives you a sense that you are learning with the best and it really makes you want to make the most of the experience. This feeling was further enhanced by the high calibre and broad multi-sector experience of the other people on the Oxford Finance Programme for Senior Executives – the discussions put you in a fantastic mind-set for learning.”

Andy Torrance, Store Operations and Logistics Director, Halfords, UK



AND CONTINUES TO DELIVER...

Completing your programme is just the start of your relationship with Oxford. After your programme you will be able to join the Oxford Business Alumni, and become part of a global network with members from over 80 countries. We invite you to join the Oxford network for the next stage of your development and benefit from a lifelong association.

GENERAL MANAGEMENT PROGRAMMES

Organisations need ambitious and effective executives who are confident and capable of taking on complex management responsibilities. Our general management programmes combine the highest standards of academic rigour with a practical approach. We can help individuals achieve success in the most challenging roles.

Through our programmes we give you the knowledge you need across key business functions. We deliver an understanding of the collective impact of decisions upon organisations and introduce strategies for improving organisational performance. We focus on you as an individual so you can relate to and apply concepts within your own organisation. This individual focus is combined with a strategic awareness of the wider global picture delivered through the unparalleled international outlook, experience and diversity of Oxford's faculty, practitioner and peer network.



See also related programmes:

07/
OXFORD MSC IN MAJOR PROGRAMME MANAGEMENT
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“Joining an open programme at Oxford is a unique experience. You will learn with an international group of peers and explore your own leadership style. With us you will gain the strategic insight you need to succeed in your own career and inspire others within your organisation.”

Kathy Harvey, Director – Open Programmes



01/

OXFORD MANAGEMENT ACCELERATION PROGRAMME

www.sbs.oxford.edu/map

Accelerate your career progression with this intensive general management programme designed to unlock your leadership potential and increase your strategic impact. You will develop an understanding of the wider landscape of management across strategy, marketing, finance, innovation, organisational behaviour and leadership, and gain the insight needed to master the challenges of management in a complex global environment. The programme provides one-to-one leadership coaching and is taught by faculty from our globally renowned Oxford MBA programme. Its modular format allows you to combine learning with a demanding career.

Designed for

Managers wishing to broaden their perspective and play a more strategic role.

Dates

Three modules of four days from **Sep 2011–Jan 2012;**
Mar–Jul 2012

Programme fee

2011: £9,500 + accommodation
 £561.30 (modules 1 & 3)
 2012: £9,500 + accommodation
 £316.50 (module 3 only)

02/

OXFORD ADVANCED MANAGEMENT AND LEADERSHIP PROGRAMME

www.sbs.oxford.edu/amlp

This intensive 21-day transformational programme dissects business challenges of the 21st century to provide a 360 degree view of our global business environment; enhanced visionary leadership; strategic prowess cross-functional knowledge and cross-cultural skills. Participants work through three themes of the programme: your global challenges and insights; your organisational challenges and choices and your leadership journey to enhance skills demanded from today's senior executives, whether in private or in public sector organisations. The programme is customised to ensure maximum value to participants, who are supported in their personal development by one-to-one tutoring sessions from senior faculty.

Designed for

Senior executives who have ten years' (or more) experience in a leadership role.

Dates

09–29 Oct 2011;
10–30 Jun 2012;
07–27 Oct 2012

Programme fee

£15,700
 + accommodation £1,810

03/

OXFORD EXECUTIVE MBA

www.sbs.oxford.edu/emba

A modular MBA, identical in content to the full-time MBA, designed to help senior professionals realise their potential whilst delivering international general management competence to their organisations. Its 17 week-long modules will immerse you in the values that will characterise future success for nations, organisations and individuals: tolerance, flexibility, entrepreneurship, rigour and breadth of understanding. Joining participants from all over the world and from an extensive range of sectors and organisations, Oxford's Executive MBA will forge powerful connections.

Designed for

Senior managers wanting to develop their management competence whilst continuing in their careers.

Dates

Seventeen modules from **Jan 2012–Sep 2013**

Programme fee

£52,000
 + accommodation approx
 £10,000 for 16 modules
 in Oxford. One module held
 overseas.

LEADERSHIP PROGRAMMES

Leadership is an elusive quality – it is easy to recognise good leadership when we experience or see it. For today’s leaders, achieving this in the complex global environment in which we now operate brings with it a wide range of challenges. Some of these challenges are unfamiliar – associated perhaps with the speed and pace of technological change and development. Others, however, may be far more predictable.

It is because of this complexity that we believe leadership education cannot be reduced to a discrete set of components or skills. There are no silver bullets! Our leadership programmes have been designed to equip you with the insight and techniques you need to tackle the complexities of 21st-century leadership. This includes a focus on your personal development and well-being; we deliver programmes that will ensure you return to your organisation with energy to inspire those around you.

Our programmes bring leaders to Oxford from around the globe, from the smallest enterprises to the largest international organisations. Leadership does not begin and end with the CEO and the Oxford leadership portfolio of programmes has been developed to support and empower new and fledgling leaders, as well as the most senior, to drive impact and deliver outstanding results.



See also related programmes:

16/
OXFORD DIPLOMA
IN GLOBAL BUSINESS
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17/
OXFORD DIPLOMA
IN ORGANISATIONAL
LEADERSHIP
PAGE 18

04/

OXFORD STRATEGIC
LEADERSHIP PROGRAMME

www.sbs.oxford.edu/oslp

Open up new horizons on leadership; this programme will expose you to a broad range of models, ideas and experiences. The unconventional approach is deliberate – to challenge your assumptions and beliefs and encourage you to think deeply and creatively about the leadership issues you face. This is a highly personalised experience; the flexibility offered through plenary sessions, seminars, syndicate groups and personal study time provides an environment in which you are able to focus on your own learning agenda.

Designed for

Experienced senior executives at the top of their careers who are looking to focus on their personal learning and development.

Dates

13–18 Nov 2011;
13–18 May 2012;
11–16 Nov 2012

Programme fee

£11,000
+ accommodation £590

05/

OXFORD HIGH PERFORMANCE
LEADERSHIP PROGRAMME

www.sbs.oxford.edu/hpl

This programme makes vital connections between your personal leadership style and the organisational challenges you face as a senior manager. You will work through your leadership challenges and equip yourself with essential leadership strategies, practical tools and techniques. Highly interactive in its approach, supported by 1:1 coaching and powerful assessment models, the aims of the programme are directed strongly at delivering performance in practice.

Designed for

Experienced high-middle senior managers and executives who are already in, or will shortly be assuming a leadership role.

Dates

30 Oct–04 Nov 2011;
20–25 May 2012;
04–09 Nov 2012

Programme fee

£6,500
+ accommodation £590

06/

OXFORD PROGRAMME
ON NEGOTIATION

www.sbs.oxford.edu/negotiation

Negotiation is crucial in all organisations. This programme develops and strategically orchestrates the five key skills of a negotiator’s tool-kit: information-gathering; rational decision-making; persuasion; innovation; and implementation. It brings together leading figures from business, government, law and academia. Their range, experience and expertise is unmatched to help you understand the key processes involved in successful negotiation and to develop your full potential as a negotiator.

Designed for

Senior business executives and leaders from all fields involved in important decisions and negotiations.

Dates

25–30 Sep 2011;
01–06 Jul 2012;
23–28 Sep 2012

Programme fee

£6,300
+ accommodation £615

STRATEGY & CHANGE PROGRAMMES

Saïd Business School pioneers research between business and the wider world, playing a dynamic role in setting the future agenda in the business arena. Our strategy and change portfolio of programmes harnesses this key strength and enables executives and leaders to enhance their strategic insight and navigate the complexities of 21st-century business.

We draw together, from across the University, academics, practitioners and executives to offer unique insight into the key issues of future organisational performance and direction. From scenarios thinking to innovation and entrepreneurship, from human capital strategy to technology strategy, our programmes offer the focus for strategic conversations which will have real impact on organisational performance.



See also related programmes:

16/
[OXFORD DIPLOMA
IN GLOBAL BUSINESS](#)
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18/
[OXFORD DIPLOMA IN
STRATEGY AND INNOVATION](#)
PAGE 19



07/

OXFORD MSc IN MAJOR PROGRAMME MANAGEMENTwww.sbs.oxford.edu/mpm

Public scrutiny of the success of major programmes has never been more intense. This two-year, part-time MSc will equip experienced managers with the knowledge and skills required to address critical issues in the management of large-scale, complex and transformational programmes and projects. Informed by cutting-edge research from the BT Centre of Major Programme Management, this MSc brings an internationally diverse participant group together with expertise from across the University and the best practitioners from public and private sectors.

Designed for

Senior executives involved in major programmes and projects.

Dates

Eight modules from
Sep 2011–Feb 2013

Programme fee

£24,000
+ college fee

08/

OXFORD SCENARIOS PROGRAMMEwww.sbs.oxford.edu/scenarios

Strategic decisions often assume a 'given' context around the organisation, but what if the conditions of this context change – would these decisions be correct and how much could they impact ROI? Scenarios' planning explores 'what if'; to prepare against uncertain times and tests the robustness and implications of strategic decisions against several alternative future environments.

Designed for

Strategic planners; Managers responsible for development of strategy.

Dates

03–07 Oct 2011;
30 Apr–04 May 2012;
01–05 Oct 2012

Programme fee

£4,800
+ accommodation £450

09/

CONSULTING AND COACHING FOR CHANGEwww.consulting-coaching-change.com

An executive specialist masters programme delivered in partnership with HEC, Paris, this programme helps change agents to effect successful organisational transformation. It allows you to spend time on serious reflection, analysis and study, developing your vision of organisational behaviour and change management through an improved understanding of the human factor. The programme connects to real-life experiences to show how effective change can be delivered. There are six modules, held at HEC, Paris and Oxford.

Designed for

Change management consultants, senior-level functional specialists (including those in HR), and general managers (including those from NGOs).

Dates

Six modules from
Nov 2011–Sep 2012

Programme fee

Euros 44,900

10/

CIO ACADEMY (CHIEF INFORMATION OFFICER ACADEMY)www.sbs.oxford.edu/cio

An exclusive opportunity for executives with ultimate responsibility for an organisation's IT to focus on the strategic alignment of technology with business, and the leadership challenges this raises. You will leave with actionable advice, latest insight, and proven frameworks for managing change, and strengthening relationships with your CEO and business management teams. The learning experience is highly personal, pragmatic and provides an opportunity to network with a select group of fellow CIOs. Delivered in collaboration with Gartner, an international leader in the contribution of technology to business success.

Designed for

CIOs and senior level IT executives.

Dates

06–09 Dec 2011;
08–11 May 2012;
04–07 Dec 2012

Programme fee

£5,750 + VAT
Includes accommodation

"I never have been so thrilled to be a part of an elite group. The exhilarating experience and breadth of knowledge I have gained has well surpassed all my expectations. The course is structured distinctly to shape every individual, to stretch management capabilities and to steer towards great attitude and positive direction. I strongly believe any aspiring programme manager must undertake the MSc in Major Programme Management at Oxford."



Banu Lakshmanan,
Oracle Corporation, USA

"Thanks to Oxford Scenarios we have seen a significant increase in business and the recession didn't happen to us. This programme was a carefully considered investment and I did it with some trepidation. But we make back many times the cost every month on successful scenarios I have built for our clients. And as a result, we didn't feel the recession, it didn't happen to us."

Ian Mann, Gateways,
South Africa



FINANCE PROGRAMMES

Saïd Business School is a powerhouse of financial expertise. Our faculty conduct world-class research, and regularly advise corporations, public bodies and governments. We harness Oxford's strengths in all areas of financial thinking and practice, blending cutting-edge research with real-life application from successful finance practitioners. From in-depth analyses of specialist subjects to a broader understanding of the role of finance in corporate decision-making, our programmes also provide technical insight and powerful networking for executives wishing to enhance their expertise and achieve competitive advantage.



See also related programmes:

15/
**OXFORD DIPLOMA
IN FINANCIAL STRATEGY**
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11/

OXFORD FINANCE PROGRAMME FOR SENIOR EXECUTIVES

www.sbs.oxford.edu/ofp

Finance is at the heart of corporate strategy. This programme provides the tools and language which inform critical strategic choices. It will help you prioritise projects that maximise shareholder value and manage risk. This five-day programme will equip you with the ability and confidence to use the tools and language of finance to influence decisions in the boardroom. Guest speakers explain business appraisal, funding methods, M&A and corporate governance so that you have the financial decision-making knowledge essential for all business leaders.

Designed for

Senior executives from non-financial backgrounds involved in strategic business management who require a broader, deeper understanding of corporate finance.

Dates

26–30 Sep 2011;
18–22 Jun 2012;
24–28 Sep 2012

Programme fee

£5,750

12/

OXFORD GLOBAL INVESTMENT RISK MANAGEMENT PROGRAMME

www.sbs.oxford.edu/risk

This programme will build your expertise in the techniques used to measure and manage the risks involved in global investment. It delivers expertise in identifying the most important risks and techniques to effectively monitor and manage those risks. Latest asset allocation theories and research are explained by award-winning faculty, with industry guest speakers from top firms showing how they are applied in practice. Offered in association with CFA Institute.

Designed for

Investment professionals from financial institutions, particularly in asset management and emerging markets. CFOs expanding their treasury operations into global markets, or from corporations involved in foreign direct investment.

Dates

16–19 Apr 2012

Programme fee

£4,750

13/

OXFORD PRIVATE EQUITY PROGRAMME

www.sbs.oxford.edu/pe

This programme will give you a deep understanding of the private equity industry and its ongoing role in the global corporate and financial landscape. It examines: private equity as an asset class in a larger portfolio; the incentives driving key players; fund selection and assessment of fund performance; leveraged buyout and structuring of investments; covenants, exit routes and secondary sales. Combining case study analysis, group assignments and lectures from leading industry practitioners, it is offered in association with CFA Institute.

Designed for

Professionals looking to know how the industry really works and benefit from the latest research and practice.

Dates

Oxford: 25–28 Jun 2012

China: 2012 (to be confirmed)

Programme fee

£4,750

14/

OXFORD UNIVERSITY BUSINESS ECONOMICS PROGRAMME SUMMER SCHOOL

www.oubep.com

The Saïd Business School hosts this prestigious programme, which has been running for over 50 years. It is directed by academics from the University's Economics faculty. An ability to fully understand the workings of the global economy will be essential for leaders in both the public and private sectors. A good knowledge of the impact that different economic policies have on financial, political and consumer behaviour, will also be needed to develop competitive strategies. The complete OUBEP experience comprises a central two-week Summer School and a series of short Topical Economic Programmes, for the best and brightest future leaders in the global economy.

Designed for

The business leaders of tomorrow.

Dates

21 Jul–03 Aug 2012

Programme fee

£15,000

DIPLOMA PROGRAMMES

Our postgraduate Diplomas are delivered in a modular format providing senior managers with world-leading professional development and a prestigious qualification while continuing in their career. With four modules over one year, the format allows you the opportunity to apply learning directly in your organisation for immediate benefits. All our Diplomas are taught at masters-level with content drawn from our Executive MBA. The first of our Diplomas, the Oxford Diploma in Financial Strategy was launched in 2006 and now attracts senior finance professionals from across the world. A fourth Diploma, Oxford Diploma in Global Business was launched in 2010.

We will continue to develop our range of Diplomas, for updates please visit our Diploma web page: www.sbs.oxford.edu/diploma

Pathway to the Executive MBA

Diplomas offer a route to further, broader study of management through Saïd Business School's Executive MBA programme. Many Diploma participants already hold an MBA; others may be seeking to broaden their knowledge through this general management qualification. If you graduate from one of our Oxford Diplomas and successfully apply for our prestigious Executive MBA programme you will be

eligible for exemptions from those modules that you have already taken through the Diploma programme. You will also receive a reduction in fees, equivalent to half the value of your Diploma programme fee.

Our Diploma programmes provide a bridge to board-level performance and bring together an extraordinary group of high achievers, talented managers and leaders from a wide variety

of countries and industry sectors. Those who join us become part of a distinguished tradition of excellence. As a Diploma graduate you will be eligible to become a member of our Oxford Business Alumni group which has an active network in every continent and alumni in over 80 countries. We invite you to continue your life-long association with Oxford.



See also our other accredited programmes:

03/
OXFORD EXECUTIVE MBA
PAGE 07

07/
**OXFORD MSC IN MAJOR
PROGRAMME MANAGEMENT**
PAGE 12



OXFORD DIPLOMA IN FINANCIAL STRATEGY

www.sbs.oxford.edu/dipfinance

You will develop expertise in strategy, finance and corporate valuation. The Diploma will provide you with the financial acumen of an investment banker, the strategy techniques of a consultant and the business knowledge of a finance director. It delivers strategic analysis, investment appraisal, capital structure and valuation techniques to enable you to advance to the highest levels of your career. The Diploma complements existing professional qualifications and contributes towards CPD requirements.

Designed for

Finance professionals seeking to build on their qualifications and take a more strategic role. Visit our website for details of the PricewaterhouseCoopers Scholarship for outstanding female candidates.

Dates

Four modules of four days from **Jan–Sep 2012**

Programme fee

£15,000

OXFORD DIPLOMA IN GLOBAL BUSINESS

www.sbs.oxford.edu/dipglobal

This Diploma combines a practical understanding of the issues involved in conducting business in a complex global environment with world-class research and the highest standards of academic rigour. It covers global strategy, the management of internal and external risks, corporate diplomacy and reputation and the challenges of business in the BRIC economies. The programme will help you undertake senior international management responsibilities which drive organisational success.

Designed for

Middle to senior managers who aspire to global roles or wish to enhance their knowledge in a global business context.

Dates

Four modules of four days from **Mar–Dec 2012**

Programme fee

£15,000

OXFORD DIPLOMA IN ORGANISATIONAL LEADERSHIP

www.sbs.oxford.edu/ol

Covering strategic management, organisational development and design and leadership, this programme enables you to gain a deeper understanding of how to lead and manage people and organisations for competitive advantage. It will prepare you to lead your organisation successfully through the complexities of the 21st century. The Diploma provides the knowledge, tools and insights to enhance your strategic management skills and enable you to compete globally for senior management roles.

Designed for

Middle to senior managers seeking to develop as effective strategic leaders.

Dates

Four modules of four days from **Jan–Oct 2012**

Programme fee

£15,000

OXFORD DIPLOMA IN STRATEGY AND INNOVATION

www.sbs.oxford.edu/dipstrategy

Turbulent times put a premium on strategic agility and innovative thinking. This highly-regarded programme will enable you to take effective strategic decisions and innovate for competitive advantage. Over the four modules you will cover strategy, innovation and entrepreneurship, international business and strategy execution. An intellectually rich programme, the Diploma will broaden and deepen your skill base and enhance your ability to take effective strategic decisions.

Designed for

Middle or senior managers and consultants seeking to enhance their skills in the strategic arena.

Dates

Four modules of four days from **Feb–Sep 2012**

Programme fee

£15,000

“Through what I have learned and taken to my organisation and other organisations that I work with, the Diploma in Organisational Leadership has already had direct influence and measurable results. I can categorically say that there is a real return on investment here and that it has positively changed the institutions that I lead and influence.”

Jeff Wright, Managing Director, Actium Partners LLC, Oxford Diploma in Organisational Leadership



“Taking time out to study at Saïd Business School helped me to view my own business challenges from a more strategic perspective. The Oxford Diplomas are an opportunity to learn from globally recognised academics in a forum that recognises and draws from the experience and knowledge of your peers. Oxford students are truly international and I’ve benefited a huge amount from the diversity of my fellow participants. The Oxford experience provides a great opportunity to learn and be challenged.”

Kate Torpey, Managing Director, UK Retail Group, Oxford Diploma in Financial Strategy



CUSTOM PROGRAMMES

Custom Programmes at Oxford University’s Saïd Business School create powerful transformational experiences that lead to lasting change.

We have over 40 years’ experience in the design, development and delivery of programmes for corporations, multi-nationals, governments and major public sector bodies across the globe. We know that each organisation requires value to be added through unique learning interventions that are highly customised to their own particular contexts and challenges.

Working closely with you we will develop the relationship necessary for the co-creation of an innovative programme. You will be involved at all stages in the design process as we align ourselves to your organisation, your operating principles and your stakeholder environment.

Our strengths lie in the consultative process we use to develop a deep and substantive understanding of your needs. We have the ability to design not just individual development experiences, but whole learning architectures that integrate innovative approaches to learning with an unparalleled access to the most appropriate insights and resources.

Our programmes draw on a dedicated team of executive education faculty, an international network of practitioner Associates and the intellectual powerhouse of Oxford University to create powerful interventions that blend the understanding, inspiration and action needed to drive change at the individual and organisational level.

“Our custom programmes stand out for their world-class design through a team of faculty dedicated to executive education, and the involvement of academics and thought leaders from the entire resource base of Oxford University as well as industry-leading practitioners in our programme delivery.”

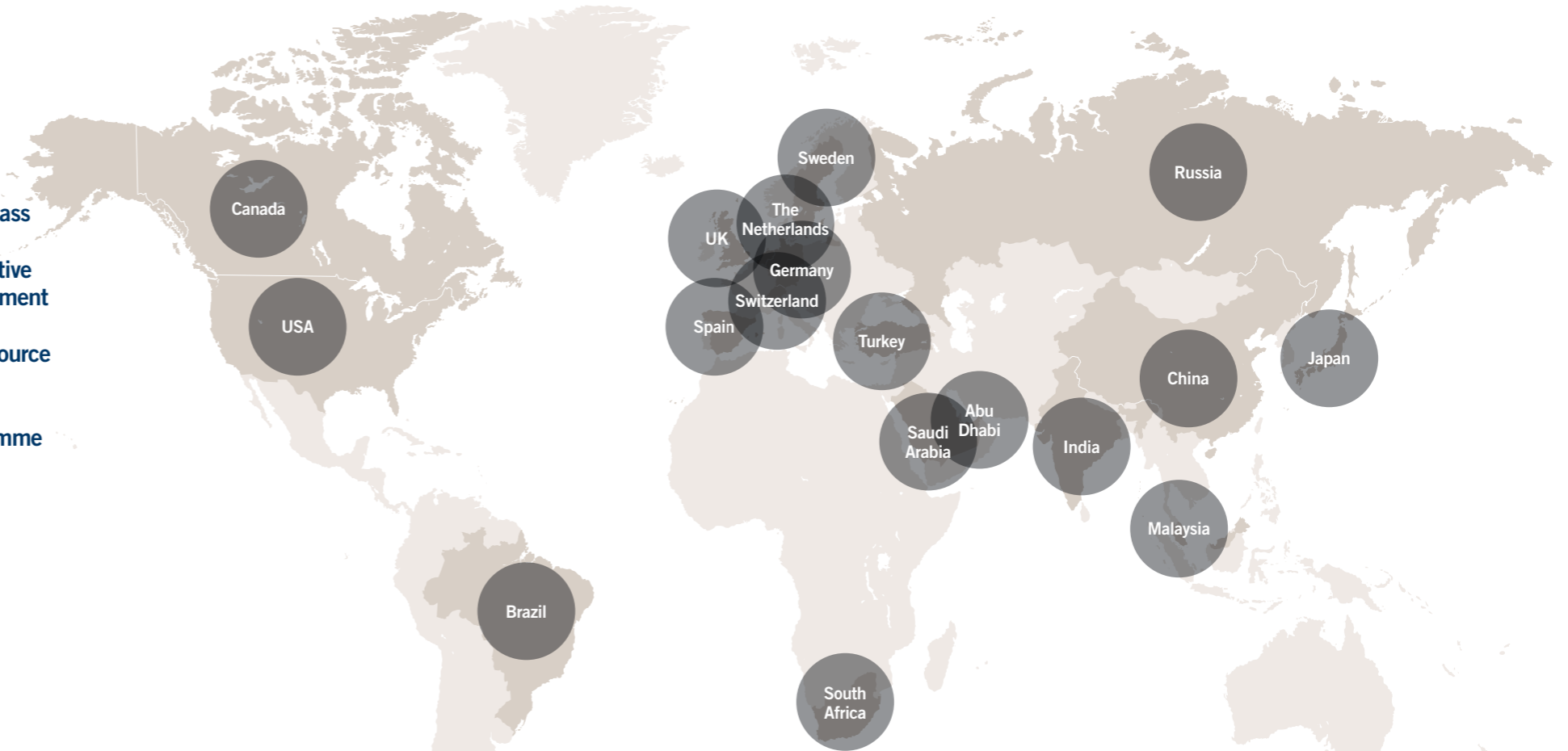
Steve Ludlow, Director – Custom Programmes



To request a brochure on Custom Programmes or to learn more about how we could work with you please visit: www.sbs.oxford.edu/custom

Our global reach:

A selection of the organisations we work with and delivery locations for our custom programmes



Sector	Client
Banking and Finance	ABN Amro China Construction Bank Standard Chartered Bank Sumitomo Mitsui Banking Corporation
Oil/Gas/Energy Products	BG Group Centrica Nexen Inc
Professional Services/ Consulting/Law	Deloitte Clifford Chance
Public Administration	Government of Abu Dhabi Government of Malaysia Saudi Arabian General Investment Authority (SAGIA)

Sector	Client
Electronics/Computer Hardware/Software	IBM Microsoft
Aerospace/Automotive/ Machinery	BAE Systems MAN SE
Food Production and Retail	ICA SABMiller
Raw Materials Processing (Chemicals/Steel/Paper)	Tata Chemicals Linde Group
Healthcare	Roche UK National Health Service

CALENDAR

PROGRAMMES

GENERAL MANAGEMENT

01/ Oxford Management Acceleration Programme

02/ Oxford Advanced Management and Leadership Programme

03/ Oxford Executive MBA *

LEADERSHIP

04/ Oxford Strategic Leadership Programme

05/ Oxford High Performance Leadership Programme

06/ Oxford Programme on Negotiation

STRATEGY AND CHANGE

07/ Oxford MSc in Major Programme Management *

08/ Oxford Scenarios Programme

09/ Consulting and Coaching for Change

10/ CIO Academy (Chief Information Officer Academy)

FINANCE

11/ Oxford Finance Programme for Senior Executives

12/ Oxford Global Investment Risk Management Programme

13/ Oxford Private Equity Programme

14/ Oxford University Business Economics Programme Summer School

DIPLOMAS

15/ Oxford Diploma in Financial Strategy *

16/ Oxford Diploma in Global Business *

17/ Oxford Diploma in Organisational Leadership *

18/ Oxford Diploma in Strategy and Innovation *

2011

2012

2013

SEPTEMBER OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH APRIL MAY JUNE JULY AUGUST SEPTEMBER OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY

Three modules of four days SEP 2011	NOV 2011	JAN 2012		Three modules of four days MAR 2012	MAY 2012	JUL 2012													
	09-29 OCT 2011					10-30 JUN 2012				07-27 OCT 2012									
Seventeen modules from JAN 2012-SEP 2013 →																			
		13-18 NOV 2011				13-18 MAY 2012								11-16 NOV 2012					
		30 OCT-04 NOV 2011				20-25 MAY 2012								04-09 NOV 2012					
25-30 SEP 2011								01-06 JUL 2012		23-28 SEP 2012									
Eight modules from SEP 2011-FEB 2013																			
	03-07 OCT 2011					30 APR-04 MAY 2012				01-05 OCT 2012									
Six masters modules run in partnership with HEC, from NOV 2011-SEP 2012																			
			06-09 DEC 2011			08-11 MAY 2012								04-07 DEC 2012					
26-30 SEP 2011								18-22 JUN 2012		24-28 SEP 2012									
						16-19 APR 2012													
								25-28 JUN 2012											
									21 JUL-03 AUG 2012										
Four modules of four days JAN 2012																			
						APR 2012			JUL 2012		SEP 2012								
Four modules of four days MAR 2012																			
								JUN 2012		SEP 2012				DEC 2012					
Four modules of four days JAN 2012																			
						APR 2012		JUN 2012			OCT 2012								
Four modules of four days FEB 2012																			
						APR 2012	MAY/JUN 2012			AUG/SEP 2012									

* These programmes are Oxford postgraduate modular qualifications, enabling you to study while continuing in your career.

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For more information contact our Programme Teams:

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