Contents

About us
Oxford builds broader perspective
Continue your connection with us
A global experience

Leadership programmes
10 Oxford Advanced Management and Leadership Programme
11 Oxford Healthcare Leadership Programme
11 Oxford High Performance Leadership Programme
12 Oxford Strategic Leadership Programme
12 Women Transforming Leadership Programme

Finance programmes
14 Oxford Bank Governance Programme
15 Oxford Private Equity Programme
16 Oxford Programme on Valuation of Private Assets
16 Oxford Real Estate Programme

Impact programmes
18 Oxford Impact Investing Programme
19 Oxford Impact Finance Innovations Programme
19 Oxford Impact Measurement Programme
20 Oxford Social Finance Programme

Strategy programmes
22 Corporate Affairs Academy
23 Executive MSc in Change Leadership
23 Leading Disruptive Growth
24 Oxford Programme on Negotiation
24 Oxford Scenarios Programme

Online programmes
26 Oxford Algorithmic Trading Programme
27 Oxford Artificial Intelligence Programme
27 Oxford AI in Fintech and Open Banking Programme
28 Oxford Blockchain Strategy Programme
28 Oxford Climate Emergency Programme
29 Oxford Cyber Security for Business Leaders Programme
29 Oxford Digital Disruption and Platforms Programme
30 Oxford Digital Marketing: Disruptive Strategy Programme
30 Oxford Enterprise Leadership Programme
31 Oxford Entrepreneurship: Venture Creation Programme
31 Oxford Entrepreneurship: Venture Finance Programme
Executive Education portfolio of programmes

34 Oxford Executive Finance Programme
34 Oxford Executive Leadership Programme
35 Oxford Executive Strategy Programme
35 Oxford Fintech Programme
36 Oxford Future of Real Estate Investment Programme
36 Oxford Leading Professional Service Firms Programme
37 Oxford Leading Strategic Projects Programme
37 Oxford Leading Sustainable Corporations Programme
38 Oxford Leading Through Uncertainty and Disruption Programme
38 Oxford Private Markets Investments Programme
39 Oxford Strategic Innovation Programme
39 Oxford Strategic Management Executive Programme
40 Oxford Women’s Leadership Development Programme

Global Partnership programmes

Custom Executive Education

Contact us and how to apply
Saïd Business School blends the best of new and old. A young, vibrant and innovative business school that’s embedded in an 800-year-old world-class university. It’s a place where we study how successful businesses appreciate the rules of the game – written and unwritten, and then we study how they can create new games – through entrepreneurship, innovation and transformational infrastructure programmes. As a part of Oxford University, we don’t just talk about how business interacts with the broader world, but we experience it as we engage with Oxford colleagues from many other backgrounds and with the broader business community.

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 healthcare, retail, professional services, hi-tech start-ups, consumer finance, and non-profit enterprises. Our faculty study traditional corporations, micro-enterprises and highly complex infrastructure projects. They frequently study in the field, whether that means the City of London, Silicon Valley, India, China or 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.
In the year we mark the 25th anniversary since Saïd Business School welcomed its first students, we also celebrate another significant achievement: we have welcomed 25,000 people on our Online Executive Education programmes. We are immensely proud of this milestone, which has allowed us to reach people from over 170 countries, sharing our research and knowledge to help shape today’s business leaders. With additions to the portfolio including programmes covering AI in fintech, cyber security, leading sustainable corporations, and digital disruption, we are helping leaders to prepare for an ever-changing future.

The pandemic period has brought about new ways of learning, including an extended portfolio of live virtual programmes. These programmes offer the chance for participants to connect with faculty, expert speakers, coaches, and peers through real-time sessions. Participants enjoy the benefits of small group breakout sessions, time with faculty, one-to-one and group coaching, and invaluable networking opportunities. With over 40 senior executives per programme, we have welcomed participants from 20 different sectors, across 20 countries on all six continents, with 42% female representation.

Oxford Saïd’s Open Executive Education programmes were ranked first in the UK and second in the world in 2020. Over the course of the pandemic, we have continued to deliver transformative programmes that draw on our cutting-edge research to help tackle today’s challenges and tomorrow’s opportunities. Through our educational partnerships, we provide business intelligence and networks to propel your thinking forwards as you embark on a multi-dimensional learning journey with your peers and our faculty.

This year we welcome your perspectives on the challenges in your current context and the opportunities beyond the pandemic. We look forward to seeing you back on campus and meeting you for discussions, debates, and conversations in your chosen development area.’

Dr Eleanor Murray
Associate Dean for Executive Education
Oxford builds broader perspective

Multi-faceted challenges are constantly combining to create highly complex environments around us. Within this increasingly noisy forum, our programmes offer you the opportunity to step into a quieter, more structured space, designed to bring forward the necessary research for provocative discussion with a global peer group who challenge you to pivot your perspective and view the issue from a different angle. The opportunity to further expand thinking is enriched by the large diversity of our faculty teams who come with you throughout the programme experience, all experts and researchers at the cutting edge of the challenge you face.

Our personal approach combines humility, compassion and care for the societies we serve as leaders, and sustainable, responsible growth for the stakeholders we serve on our boards and funding platforms.
Completing your programme is just the start of your relationship with Oxford. After your programme you are welcomed into the Oxford Business Alumni (OBA) Network and become part of a global network with over 25,300 members in 150 countries. Launched in 1998, the OBA network brings together individuals who share a common interest in business, ensuring an active network of emotionally and intellectually engaged alumni. You will have access to a range of international events and Oxford Business Networks - with the opportunity to join an OBA Regional Chapter and/or connect with a Regional Ambassador in your city. For on-campus programmes, we invite you to join our lifelong Oxford Business Alumni Network to expand your global peers network, optionally participate in research with faculty or attend events in your region to meet like-minded practitioners.

For online programmes, we look forward to welcoming you to an exclusive online e-lumni community built for your needs and networks.

www.oxfordbusinessalumni.org
A global experience

Saïd Business School is an international organisation and your executive education will be a global experience. The convening power of the University of Oxford enables us to assemble participant groups from across five continents, allowing you to debate common and contrasting perspectives with a diverse group of peers.

Over the last year we welcomed participants from 90 different countries across our programmes, with an average of 18 years’ professional experience.
Executive Education Key Stats and Facts Summary

### Open Executive Education
- **10,260** Executive participants
- **27%** Female participants

### Online programmes:
- **28,000** Participants
- **176** Nationalities

### Custom Executive Education
- **28,000** Executive participants
- **Organisations from 25 Countries** (where the organisation is headquartered)
- **19** Sectors (including government, PSF, education, pharma, engineering, energy etc.)

### Executive Education:
- **47** Live clients
- **58** Custom programmes
- **46** Open programmes
- **130** Online deliveries
- **715** In-person deliveries
- **89** Live virtual deliveries
Leadership programmes

Good leadership is essential to the sustainability, profitability or effectiveness of any organisation.

It builds the scaffolding in which its people will be successful, the performance for which its consumers and clients will be loyal and the curiosity for long-term sustainable success required from those who have invested in bringing it to life.

Our approach to leadership begins with understanding your personal journey, upon application to our programmes we will seek to understand your current and future challenges with thoughtful reflection upon the content of our programmes. Our team of faculty and coaches will focus on your customised development as you embark upon the programme experience, and we will ensure your time with us creates the space you require to access cutting-edge thought and practice to reflect upon your particular challenge or goals. Your journey is further enriched by the global nature of your peer group who will most likely become coaches, mentors and guides to new perspectives during your time with us and beyond. Oxford programmes have been developed to support new, established and highly experienced leaders.

Health and balance are essential to sustaining strong leadership so well-being programmes are fully integrated into all leadership programmes.

Oxford Advanced Management and Leadership Programme

A 21-day transformational leadership and general management programme

www.sbs.oxford.edu/amlp

You will discover and discuss the challenges and opportunities for sustaining superior performance in a globalised 21st-century context. You will explore what’s in store for the future of work against a backdrop of disruptive technology, millennials stepping into leadership roles, and unprecedented speed of change.

Designed for

This programme is for senior leaders at or near the top of their organisation. Typically, candidates will have held senior roles for at least ten years.
Oxford Healthcare Leadership Programme

Interpret the complex global healthcare environment and harness the paradoxical forces within it to effect change

www.sbs.oxford.edu/ohlp

A specially developed one week on-campus programme designed to help clinical leaders and healthcare executives sense-make and influence across a sector characterised by multiple funding models, continual service redesign, technological change, and increasing public and political scrutiny.

**Designed for**
Clinical leaders and healthcare executives involved in the delivery of care for patients or senior leaders in a related sector, such as pharmaceuticals or research.

Oxford High Performance Leadership Programme

Enhance your impact and inspire those you lead with essential leadership strategies

www.sbs.oxford.edu/hpl

You will make vital practical connections between your personal leadership style and the organisational challenges you face as a senior manager. The programme will help you develop heightened self-awareness and enhance your impact with leadership strategies and deliver practical techniques and frameworks.

**Designed for**
The programme is designed for senior managers with responsibility for leading teams and projects. Participants usually have at least five years of leadership experience before joining us and are undergoing a transition in their career or experiencing change in their organisation.
Oxford Strategic Leadership Programme

Gain a greater clarity of thought and vision for your leadership

www.sbs.oxford.edu/oslp

Challenge your assumptions and think creatively about the issues you face as a senior leader on this six-day experiential programme. With support from 15 core faculty members, your learning will involve small-group tutorials, lectures and practical sessions. You will explore the following questions:

• What can I do as a leader that no one else can do?
• Which personal qualities can I build on to deliver organisational success?
• How can I lead in the face of an uncertain future?

Designed for
Senior leaders with responsibility for leading large teams and making strategic decisions. Typically, candidates have held leadership roles for at least ten years.

Women Transforming Leadership Programme

Build heightened personal and professional self-awareness to broaden leadership

www.sbs.oxford.edu/wtl

During this five-day executive experience equip yourself with the confidence and self-awareness to increase your impact and effect change. Bringing together different teaching styles and experiential opportunities to create a stimulating learning environment. Equip yourself with the career strategies to get where you want to go and develop your self-awareness to succeed on the way.

Designed for
The programme is open to influential women, with responsibility for leading teams and projects. Participants usually have at least five years of leadership experience and we particularly encourage women from male-dominated industries and teams to join us.
PROBLEM: protecting the eyes

1. Resourcefulness in using what you have
   - Unintended consequence narrows

2. Slow innovation if you only use what you have

3. Step-change: gloss
   - Connect to Garett’s laser

To find solutions to problems you can use them to solve other

NOTICING CONNECTIONS

- Strength of people
Finance programmes

Oxford’s executive education programmes in finance provide the industry leaders of today and tomorrow with an opportunity to come together with peers from across the sector and around the world to develop their strategic knowledge with renowned professors.

Our programmes provide global best practice with tuition by Oxford University thought leaders, industry leaders and pioneers from globally recognised firms sharing in-depth practical experience and real life transactions. You learn as part of a senior level, qualified peer group from across the globe, working together to discuss and debate strategic situations.

You will be equipped to apply new thinking which provides a competitive advantage to you and your organisation.

Oxford Bank Governance Programme

Developing purposeful and effective bank board leaders

www.sbs.oxford.edu/obgp

Develop your ability to lead at board level to build banking institutions that deliver results for today and prepare for sustainable future success. This programme develops purposeful and effective bank directors by drawing together University of Oxford research in areas including leadership, ethics and conduct, reputation, governance, digital transformation, and sustainable finance.

Designed for

Existing non-executive directors in banking, aspiring non-executive directors in financial services seeking NED roles in banking, senior professionals in financial services seeking board leadership positions in banking now or in the future, senior auditors and legal professionals advising bank boards.
Oxford Private Equity Programme

Strategic insights into the risks and rewards of this expanding asset class

[www.sbs.oxford.edu/pe](http://www.sbs.oxford.edu/pe)

Drawing on the latest analysis you will assess the opportunities, risks and developments in the sector including private equity portfolio allocations, quantifying fund performance, selecting and comparing funds, fund raising strategies and more.

**Designed for**

Professionals across the corporate finance, investment management and private equity industry including private equity professionals, advisors, investment bankers, corporate lawyers and accountants. Entrepreneurs, angel investors, venture capitalists and SRI portfolio managers are also be able to apply.

‘The teachers were tremendous, hands on, and totally involved with the participants throughout. They brought private equity to life in a lively, memorable and directly relevant way. The level of experience and the diverse backgrounds of participants was an eyeopener and rounded off the most productive short finance course I’ve attended anywhere.’

**Clive Gallier**, Director, Business Assurance, Abu Dhabi Investment Council
Oxford Programme on Valuation of Private Assets

Access private markets expertise to make better investment decisions

www.sbs.oxford.edu/vpa

Private markets are a fast-growing area of finance and an important asset class in investor portfolios. Professionals who want to remain fluent in financial markets need to sharpen their valuation toolkit and stay up-to-date on current trends. This in turn, will allow them to take full advantage of the plethora of opportunities in private assets.

Designed for
Finance professionals and senior executives making strategic corporate or private equity investment decisions. This includes CFOs, directors of finance or strategy, bankers, corporate finance consultants, investment and fund managers making direct investments.

Oxford Real Estate Programme

Applying new strategic thinking to real estate investments and businesses

www.sbs.oxford.edu/orep

In the turbulent global financial markets, an understanding of real estate is vital for senior executives, investors and policy makers worldwide. During the programme, you will review the latest developments, opportunities and risks in real estate investments; gain an understanding of real estate user and capital markets; analyse technology, urbanisation, demographics, globalisation and macroeconomic trends, and more.

Designed for
This programme is suitable for senior executives, such as vice presidents, directors, chief financial officers, fund and asset managers, legal professionals and consultants.
Impact programmes

Oxford’s portfolio of executive programmes in Social Impact has evolved in step with this nascent area since the launch of the Oxford Impact Investing programme ten years ago.

We help investors, managers and entrepreneurs structure deals and strategies which meet the needs of the business, its funders and the communities they operate in for positive social and environmental impact.

Our unique Social Finance programme shows how to blend capital from multiple sources to tackle audacious scale projects and progress towards the UN SDGs. Our Impact Measurement programme helps you to refine your strategy and demonstrate progress in your theory of change, while Impact Finance Innovations focusses on deal structures for early stage ventures seeking to maximise impact at the frontier of the possible.

Oxford Impact Investing Programme

Build your investment skills to deliver maximum social return

[www.sbs.oxford.edu/impact](http://www.sbs.oxford.edu/impact)

On this pioneering programme, you will develop a deep and broad understanding of the impact investment sector and understand how to make more targeted investment decisions. You will learn how to work effectively as an impact investment practitioner; develop an effective strategy and plan; measure and assess your impact.

Designed for

This programme is for philanthropists, investors, financial executives, wealth managers, consultants and other leaders working in the social finance sector.
Oxford Impact Finance Innovations Programme

Impact Finance Innovations addresses the integration of impact investing, emerging technologies and new types of deal and fund structures

www.sbs.oxford.edu/ifi

The programme is designed for individuals that have experience allocating capital for impact, and are looking to understand best practices around emerging deal contracts, fund structures and technologies. During this programme, you will build on your existing knowledge and experience with impact capital, to explore the entire spectrum of deal structures and enabling technologies.

Designed for
The programme is for experienced impact investing practitioners who have utilised tried and tested impact investing frameworks and now want to investigate how technology will help/hinder the future of this space.

Oxford Impact Measurement Programme

Learn how to measure and optimise your social and environmental impact

www.sbs.oxford.edu/imp

On this programme, you will explore the nature of impact while developing a practical impact measurement strategy and action plan for your organisation in discussion with academics, industry pioneers and experienced peers from across the globe. The programme blends theoretical study with practical case studies to help you understand how impact measurement can work effectively in real-world contexts.

Designed for
The programme is for corporate executives, civil servants, philanthropists and social investors responsible for demonstrating organisational impact.
Oxford Social Finance Programme

Combine sources of social finance to bring about social change

www.sbs.oxford.edu/socialfinance

You will discover how deliberate leadership and effective policy can tackle some of the world’s most complex problems; learn how grants, donations and high-return investment blend together to create innovative fund structures and large scale impact; gain insight of social finance tools including catalytic philanthropy, public private partnerships, social and development impact bonds.

Designed for
This programme is for philanthropists, investors, financial executives, wealth managers, consultants and other leaders working in the social finance sector.
Strategy 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 programmes portfolio harnesses this key strength and enables executives and leaders to enhance their strategic insight and navigate the complexities of business. We draw together academics, practitioners and executives from across the wider university to offer unique insight. 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.

Corporate Affairs Academy

Keep reputation at the top of your company’s agenda

www.sbs.oxford.edu/caa

Improve the impact of corporate affairs across your organisation. Informed and strategic corporate affairs activity helps create significant business value, and prepares organisations to best recover from downside risks and crises. Organisations operating in fast-paced information overload environments are counting on corporate affairs professionals to make the judgements that are required to build long term success.

Designed for

Designed for senior corporate affairs directors of major international companies.
Executive Msc in Change Leadership

Harnessing the social science of change

www.sbs.oxford.edu/emcl

This programme provides you with the opportunity to enhance your capacity for critical thinking, widen your repertoire and develop outstanding change leadership. The Executive MSc in Change Leadership is run jointly with HEC Paris and it draws on the combined strengths of two of the world’s leading business schools.

Designed for

This programme is designed for leaders from business, government and civil society organisations who need to move beyond their current stories of change.

Leading Disruptive Growth

Developing visionary leaders who embrace disruption as a force for growth

www.sbs.oxford.edu/ldg

Draw on University of Oxford research and insight on the human elements of digital disruption and transformation through the lenses of leadership, culture, strategy and change. We combine this with cutting-edge research and thought leadership on current and future digital technologies, and the opportunities that these present to businesses.

Designed for

The programme is designed for senior leaders who are responsible for driving growth within their organisation.
Oxford Programme on Negotiation

Realise your full potential as a negotiator

www.sbs.oxford.edu/negotiation

Develop deep insights into what is really going on during negotiations. You will analyse complex case studies and practise what you learn through role-plays written by the Oxford faculty. This will enable you to develop a robust framework for successful future negotiations.

Designed for
Senior executives with an average 10+ years experience, from private, public and non-profit sectors.

Oxford Scenarios Programme

Are you considering all the plausible futures for your strategy?

www.sbs.oxford.edu/scenarios

In an uncertain world, scenario planning equips you with the skills and tools to deal effectively with potential opportunities, threats and challenges. On this programme you will learn how to develop robust strategies in the face of numerous plausible futures.

Designed for
Individuals and teams with responsibility for strategy, planning or leadership.
Online programmes

Recognising the increasing complexity of our global landscape and often inevitable choices for sectors which operate within competitive environments, we have developed an online portfolio which addresses five key categories.

Our programmes help professionals to tackle world-scale challenges guided by Oxford faculty and their research.

Created and delivered in partnership with leading online education providers, each programme is a flexible, immersive and collaborative experience set over a series of modules. Oxford faculty and industry experts will guide you through discussions, group work and diverse learning activities.

Our online programmes fall into five categories:

**Digital Transformation**

**Entrepreneurship**

**Finance**

**Leadership**

**Strategy and Innovation**

www.sbs.oxford.edu/online

---

**Oxford Algorithmic Trading Programme**

Understand the impact of automation, AI, and machine learning on systematic trading

[www.sbs.oxford.edu/algotrading](http://www.sbs.oxford.edu/algotrading)

The world’s first Algorithmic Trading Programme.

You will learn how to build and implement a successful algorithmic trading model which will be applied to a bitcoin user case, and you’ll verify its validity.

You will learn:

- What drives successful hedge funds
- The methodologies used to model trading strategies
- How to determine whether a fund is worth investing in

**Designed for**

Professionals working in the broader financial services industry and technologists designing systematic trading architecture, infrastructure, and solutions.
Oxford Artificial Intelligence Programme

Explore the mechanisms and concepts behind AI

www.sbs.oxford.edu/Al

The programme provides you with an understanding of the technology: its history, functionality and capability, as well as the limitations. You will learn:

• The mechanics, technology and understanding of how AI works

• Diverse insights and perspectives on the ethical, legal and social considerations in order to critically appraise AI technologies

• To harness the potential presented by AI through exposure to research and real-life case studies

Designed for
Managers, business leaders and technical professionals across multiple functions and industries looking to understand the workings and possibilities of AI.

Oxford AI in Fintech and Open Banking Programme

Prepare for the AI revolution in open banking

www.sbs.oxford.edu/oaifp

As open banking expands across the globe, the unleashing of data will open new market opportunities with the potential to radically transform the industry, creating new winners, losers, rewards and challenges. You will:

• Develop a deep understanding of the AI driven data economy and how it impacts open banking

• Think strategically about AI and understand the business impact as access to financial data becomes more open

• Have clarity of the potential and power that AI can bring to the financial services industry

Designed for
An entrepreneur, business leader, or executive who wants the strategic insight and actionable knowledge to create new ventures or develop both short and long-term business strategies for Open Banking driven by AI.
Oxford Blockchain Strategy Programme

Drive innovation with cryptocurrencies and blockchain technology

[www.sbs.oxford.edu/blockchain](http://www.sbs.oxford.edu/blockchain)

Three Oxford strategic intellectual property frameworks have specifically been developed for this programme and can be applied to most business strategy contexts.

You will learn:

- What blockchain is and how it works
- How blockchain will affect the future of business and your organisation
- How to build or refine your organisation’s blockchain strategy

**Designed for**

Business leaders, managers and functional professionals looking to gain insights and knowledge to anticipate the effects of blockchain on both short and long-term business strategy.

---

Oxford Climate Emergency Programme

Understand your role in the global climate emergency to create a sustainable future

[www.sbs.oxford.edu/CLM](http://www.sbs.oxford.edu/CLM)

It is clear. We are in a time of Climate Emergency. The scale and pace of climate change threatens our environment and the business status quo.

You will:

- Develop the skills to transform business and gain an advantage through the use of alternative economic frameworks and business model innovation
- Understand the global climate emergency and its future implications, from a systemic, organisational, and individual perspective
- Build a 100-day plan that ignites urgent, meaningful change in your organisation to reduce carbon emissions and achieve climate goals

**Designed for**

Change makers, innovators, and leaders who recognise the need for change within their business and are looking for guidance on how to best activate it. The Oxford Climate Emergency Programme will empower you to take the required action.
Oxford Cyber Security for Business Leaders Programme

Gain a practical grounding in cyber security and its impact on your organisation

www.sbs.oxford.edu/ocblp

The Oxford Cyber Security for Business Leaders Programme prepares leaders from all industries for the increasingly complex future of cyber security to look beyond fear to create a competitive cyber strategy.

You will:

• Gain a full understanding of the challenges and potential of cyber
• Understand the frameworks and vocabulary to enable strategic decision making helping secure your organisation’s cyber-resilient future
• Learn about cyber security’s risks and benefits, from the basics of cyber hygiene to advanced concepts and applications

Designed for
Business leaders, executives, or directors in private or public sector organisations who want deeper insight and practical knowledge to employ cyber security for both short- and long-term business strategies.

Oxford Digital Disruption and Platforms Programme

Explore the world of platforms to drive transformation

www.sbs.oxford.edu/oddpp

For today’s entrepreneurs and larger organisations to succeed, they need to understand what disruption is, where it comes from, and to develop the growing toolkit of digital transformation strategies to meet these challenges head on.

You will:

• Explain why platform-based business models, artificial intelligence and blockchain technologies are considered disruptive technologies
• Evaluate whether an industry is ready for disruption by platform-based business models, artificial intelligence or blockchain technology
• Develop a strategic plan for responding to disruption from platform-based business models, artificial intelligence and/or blockchain technology

Designed for
Professionals looking for deeper knowledge about the power of platforms, AI and blockchain in a business environment, entrepreneurs looking to integrate disruptive technologies into their business strategy.
Oxford Digital Marketing: Disruptive Strategy Programme

Embrace and influence the future of marketing

www.sbs.oxford.edu/disruptivedigitalmarketing

This programme will enable you to:

• Benefit from world leading research generated through the Future of Marketing Initiative
• Understand how to use digital platforms and channels in marketing strategies
• Strategically align emerging digital marketing channels with other business goals

Designed for
Professionals who are seeking to harness the digital revolution and the opportunities this will bring to their organisation and clients.

Oxford Enterprise Leadership Programme

Lead enterprise transformation for organisational success

www.sbs.ox.ac.uk/oelp

This programme provides senior decision makers with a transformational mindset, supported by intellectual tools for effective organisational alignment.

You will:

• Develop a comprehensive understanding of strategic alignment and its impact on an enterprise’s long-term performance
• Learn how to implement transformation throughout your enterprise value chain
• Adopt practical frameworks for developing strategies that support and fulfil the organisation’s purpose

Designed for
Executives, directors, and business leaders tasked with operational transformation will benefit from the strategic approach to improving performance.
Oxford Entrepreneurship: Venture Creation Programme

Gain essential skills to launch your venture

www.sbs.oxford.edu/oevcp

From identifying market opportunities, to developing a business model, to learning how to launch and pitch your venture. This programme is designed to help you nurture the practical skills needed to become a successful entrepreneur.

You will:

• Be guided throughout the entrepreneurship journey, from idea to pitch
• Develop essential skills for identifying venture creation opportunities, analysing customer needs, and developing a business model
• Create a pitch deck for your venture, and the confidence to present your business idea to potential partners or investors

Designed for
Professionals in any industry who are looking to gain a comprehensive understanding of the venture creation process, and for those who are planning a new, scalable business venture or are eager to take the first step towards entrepreneurship.

Oxford Entrepreneurship: Venture Finance Programme

Gain insight into how new ventures are financed from an entrepreneur and investor perspective

www.sbs.oxford.edu/oevfp

This programme takes participants through the venture financing process, from entrepreneur and investor perspectives. It also provides a holistic understanding of venture finance and investment types.

You will:

• Learn about fundraising and articulate how to get ‘investor ready’
• Reflect on the nature of venture financing and the role it plays for entrepreneurs and investors
• Evaluate the options companies are faced with when in financial difficulty

Designed for
Those planning or starting a new business or scaling an existing venture, and current or aspiring investors wanting to break into the venture finance industry.
Oxford Executive Finance Programme

Gain a firm foundation in executive finance for strategic decision making

www.sbs.oxford.edu/oefp

To effectively drive a firm’s success, business leaders and executives across functions require sound financial fluency. An understanding of finance is essential in decision making, participating in financial discussions, and having comprehensive insight into how an organisation operates. On completion of the programme, you will have a clear understanding of executive finance, and the foundations to enable you to drive your organisation forward through informed decision making.

Designed for
Non-financial executives who need to enhance their core finance skills to contribute effectively to key business discussions and make more informed, strategic decisions.

Oxford Executive Leadership Programme

Gain a deeper understanding of your role and purpose as a leader to add value to your organisation

www.sbs.oxford.edu/oelp

Combining theory and functional practice, this programme is designed to equip you with the ability to navigate the dynamics of leadership.

You will:

• Identify effective leadership approaches in your business context
• Learn how to align your personal purpose to your organisation’s goals
• Explore strategies for driving change and preparing your organisation for the future

Designed for
Leaders and managers at all levels who want to further develop their skills to overcome challenges and become a driving force for change in their organisation.
Oxford Executive Strategy Programme

Drive business strategy within complex environments

www.sbs.oxford.edu/oesp

In a rapidly changing business landscape, strategy development needs to evolve to adopt a broader view of thinking. On the Oxford Executive Strategy Programme, you’ll explore a contemporary approach to organisational strategy, drawing on active Oxford research that has guided the leadership of global organisations. In seven weeks online, you’ll learn about the Oxford view of strategy, including its focus on breadth in strategic thinking and its core framework guided by the four Ps of strategy: Purposes, Players, Partnerships, Processes.

Designed for

Business leaders and senior managers responsible for creating and driving strategic objectives within their organisation. By exploring strategy from the Oxford perspective, participants will gain tools to better prepare for the future and tackle the nuances of contemporary business with agility.

Oxford Fintech Programme

Identify opportunities for disruption in financial services

www.sbs.oxford.edu/fintech

In this six-week, hands-on, project-based programme, you will learn how to succeed in fintech, gain a deeper comprehension of the digital transformation of financial services, and understand how to immediately apply that knowledge. The programme will explore emergent trends in fintech including Digital Transformation of Financial Services, Rise of the platforms, Distributed Systems and Responsible Innovation. Learners will view these trends using the ‘Four Views’ model created for Said Business School, University of Oxford, consisting of:

- Views from Policy Makers and Regulators
- Views from Incumbent Financial Institutions
- Views from Entrepreneurs
- Views from Investors and Academics

Designed for

Professionals with a desire to utilise fintech for strategic competitive advantage.
Oxford Future of Real Estate Investment Programme

Build resilience in your real estate investment portfolio
www.sbs.oxford.edu/ofrep

The way we invest in, manage, and complete real estate transactions is rapidly evolving. Building resilience in real estate investments has become key to staying ahead of the curve, but to do so, investors and professionals in property management and development need to know what the future looks like. This programme examines the current real estate landscape, along with the forces set to shape its future. You will learn to determine the value of investment opportunities using appraisal techniques, and analyse the shifting nature of commercial real estate.

**Designed for**
Leaders and experienced professionals in the property, engineering, construction, finance, and trade industries. Property investors and venture capitalists will gain the insight to take advantage of investment and startup opportunities in PropTech as well as other niche market opportunities.

Oxford Leading Professional Service Firms Programme

Redefine your contribution to competitive advantage
www.sbs.oxford.edu/olpsfp

Within the realm of professional service firms (PSFs) clients’ demands have risen, technology has become increasingly powerful and firms more diverse. Technical expertise is no longer a unique business quality – it’s now a prerequisite. This programme aims to equip leaders of PSFs with the tools to transform their firms and progress to the next level in their careers. Designed by Programme Director Michael Smets, the programme addresses the challenges faced by partners in PSFs, and provides a unique framework based on Oxford research to accelerate growth for clients, the firm, and the individual.

**Designed for**
People working within professional service firms, in senior management roles, and current or aspiring firm partners. Professionals in industries such as finance, consulting, IT, law, engineering, advertising, or insurance will have the opportunity to upskill in areas of leadership, strategy, and innovation, empowering themselves to drive competitive advantage.
Oxford Leading Strategic Projects Programme

Redefine success with a strategic approach

www.sbs.oxford.edu/strategic-projects

Develop an understanding of the benefits and complexities associated with strategic project leadership.

You will:

• Learn to respond to complexities faced when dealing with people, power and politics
• Explore how to lead strategic projects through uncertainty to achieve organisational objectives
• Develop a set of personalised design and leadership skills to help you guide teams to successful project delivery

Designed for

Professionals seeking to introduce strategic approaches and techniques for project leadership.

Oxford Leading Sustainable Corporations Programme

Lead positive change and drive sustainability in your organisation

www.sbs.oxford.edu/olscp

As corporate social responsibility is coming under ever greater scrutiny across the global economy, it is increasingly vital for a company’s business strategy to consider its environmental impact. Over six weeks, you’ll learn to lead efforts to address sustainability concerns in your organisation, while developing the skills necessary to measure the social impact of these strategies. You’ll step beyond traditional methods of performance measurement, and learn how sustainability can be integrated into existing corporate governance and risk management structures.

Designed for

Senior professionals with an interest in pursuing sustainable business and leadership objectives, particularly in the finance, banking, investment, IT, and manufacturing sectors, as well as the public sector and non-profit organisations.
Oxford Leading Through Uncertainty and Disruption Programme

Building resilient organisations

www.sbs.oxford.edu/orp

Resilient companies don’t simply bounce back, they bounce forward – through constant adaptation, staying at the forefront of trends, and finding new opportunities in adversity and uncertainty. This programme provides you with the skills to effectively anticipate and respond to disruption.

You will:

• Evaluate the degree to which your personal attributes foster your ability to lead resiliently
• Develop a robust business strategy while assessing how organisational governance, design, and operations can maximise resilience
• Explore how resilience can be woven into your organisation’s leadership, culture, and relationships

Designed for

Professionals in leadership positions who want to proactively build their organisation’s resilience on an ongoing basis in order to respond to new and future business challenges and improve their organisation’s longevity.

Oxford Private Markets Investments Programme

Integrate private markets assets into your investment strategy

www.sbs.oxford.edu/opmip

Build on existing financial industry experience to broaden your knowledge of this niche sector, enabling you to diversify your investment portfolio and the services you offer.

You will:

• Gain access and insight into the world of private markets
• Understand how to operate confidently and knowledgeably within this evolving sector
• Learn the necessary skills to capitalise on new opportunities

Designed for

Experienced finance professionals looking to move into the sector, and service providers (lawyers, accountants, fund administrators, placement agents) who need to have a comprehensive view of their clients’ operations.
Oxford Strategic Innovation Programme

Create an environment where innovation thrives

www.sbs.oxford.edu/osip

Approach innovation as a tool for handling challenges that cannot yet be predicted. Explore different ways of navigating innovation and learn how to incorporate it within your organisation.

You will:

• Develop a mindset that deconstructs and redefines what innovation means
• Gain a toolkit to build the capacity to face future challenges
• Knowledge of various innovation systems and strategies that you can apply to your organisation

Designed for
Senior professionals, leaders, entrepreneurs, and consultants who wish to leverage innovation in order to face new organisational challenges.

Oxford Strategic Management Executive Programme

Develop management skills in leadership, strategy, and finance with a curated learning experience.

www.sbs.oxford.edu/osmep

This learning journey leverages content from three leading online Oxford programmes to provide you with core leadership, strategy, and finance skills to drive a competitive advantage for your company.

You will:

• Successfully navigate change and uncertainty using an integrated approach to management
• Gain leadership knowledge to think critically about the current business landscape and develop skills to bring greater value to your teams and organisation

Designed for
Professionals, managers, leaders and executives wishing to develop a suite of skills enabling them to lead effectively, deliver value, make better strategic and financial decisions.
Oxford Women’s Leadership Development Programme

Increase your impact as a woman in leadership

www.sbs.oxford.edu/owldp

Approach leadership as a reflective practice through this programme, structured around three main themes: self-acceptance, self-management, and self-development.

You will:

• Critically examine your own identity as a leader and recognise your leadership
• Understand how your organisation responds to culture and gender assumptions
• Create a personal development plan so that you may move into the future with confidence as a female leader

Designed for

Leaders navigating the challenges and gender biases within the workplace, and aspiring leaders seeking to develop critical skills to lead, influence, and mentor.

‘This programme was incredible. As a young faculty member at my institution I have often faced barriers due to my age and gender. This course has provided me with tools and building blocks for a leadership role in my department. I discovered much about my strengths and weaknesses and how to manage these qualities to be become an effective leader’

Alexandra Lewis, Memorial Sloan Kettering Cancer Centre, Anaesthesiologist, United States
Global partnerships programmes

Global Partnerships at Saïd Business School is proud to partner with global organisations and membership associations from the public, private and not-for-profit sectors to bring tailored versions of our Open Executive Education programmes and/or customised programmes to groups of participants faced with distinctive challenges that are associated with their location, industry, profession or a combination of these factors. Examples of our collaborations include:

- Partnering with a government-mandated entity in the Middle East to design and deliver a programme to address the leadership challenges faced by two groups of experienced and aspiring leaders from across the public and private sector, in order to better equip the country’s current and future business leaders with the skills required to meet the challenges of the 21st-century

- Working with a large, not-for-profit organisation in the Far East with a remit to prepare the leaders of the future for the distinctive challenge of leading organisations responsibly for a sustainable future

- Providing academic rigour for a global transformational change programme aimed at designing and implementing more successful financial inclusion strategies at scale

- Building a high-impact development experience for a privately-owned corporation for whom it was critical to understand client road maps spanning several geographic regions and sectors

- Enriching intellectual content through partnerships with other academic institutions to create comprehensive executive programmes for senior leaders

- Partnering with Membership Associations to design and develop a programme to enable professional communities to elevate and respond to the unique challenges

If you would like more information about working with us on our Global Partnership programmes, please contact: execed@sbs.ox.ac.uk
Custom Executive Education

Transformational learning to drive business success

Custom programmes at Saïd Business School create powerful transformational experiences that lead to lasting change, inspiring leaders, empowering organisations, and driving progress in both business and society.

We provide a range of executive education solutions for organisations which vary widely but might include:

• A transitional leadership programme that prepares high-potential leaders for new roles and responsibilities

• A cultural-change programme that drives transformation across the organisation

• A programme dedicated to strengthening core competencies in a particular area, such as innovation

• An educational offering that builds better relationships with clients

We are proud to work with a myriad of clients ranging from governments to listed companies, privately owned firms, not-for-profit and the public sector, we have a global client base and are able to deliver in Oxford, locally, and digitally.

If you would like more information about working with us to develop a bespoke programme for your organisation please contact:

customised@sbs.ox.ac.uk
Tel: +44 (0)1865 422580
Contact us and how to apply

For further information about any of our programmes visit our website or call one of our Programme Teams. We will be pleased to discuss your requirements and help you find the right programme to enable you to fulfil your career ambitions or your organisation’s development needs.

Open Programmes Team
Tel: +44 (0)1865 422500
execed@sbs.ox.ac.uk
www.sbs.oxford.edu/execed

Custom Programmes Team
Tel: +44 (0)1865 422580
customised@sbs.ox.ac.uk
www.sbs.oxford.edu/custom

Online Programmes Team
Tel: +44 (0)7701 305954
onlineexeced@sbs.ox.ac.uk
www.sbs.oxford.edu/online

Register for regular programme news and updates:
www.sbs.ox.ac.uk/about-us/news/sign-said-business-school-news

If you already know which programme you would like to join, you can apply directly online at: www.sbs.ox.ac.uk/programmes/executive-education
Saïd Business School at the University of Oxford blends the best of new and old. We are a vibrant and innovative business school, but yet deeply embedded in an 800-year-old world-class university. We create programmes and ideas that have global impact. We educate people for successful business careers, and as a community seek to tackle world-scale problems. We deliver cutting-edge programmes and ground-breaking research that transform individuals, organisations, business practice, and society. We seek to be a world-class business school community, embedded in a world-class university, tackling world-scale problems.