

SINGAPORE MANAGEMENT UNIVERSITY

EXECUTIVE DEVELOPMENT



FOCUSED ON **ASIA—TRANSFORMING** PERFORMANCE

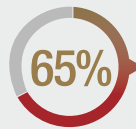
Integrating the best of Asian and Western practices and theories, our Public Programmes and company-specific Custom Programmes deliver outstanding returns on investment for individuals and organisations, leveraging meticulously-designed curricula which address business challenges in the context of Asia.

2016 HIGHLIGHTS



165

OPEN AND CUSTOM PROGRAMMES DELIVERED



65%

RETURN CUSTOM CLIENTS FROM 2015



TRANSFORMED APPROXIMATELY OVER

5000

DIVERSE SENIOR EXECUTIVES

CUSTOMISED CORPORATE PROGRAMMES

Individually designed to address organisation-wide competencies and relevant business issues, our company-specific custom programme ensures the knowledge and skills imparted to executives fits the context and requirements of the organisation's learning objectives. Our ability to listen and respond to our clients' needs is amplified by our blend of practice-experienced faculty together with our research and teaching capabilities. This combination enables us to adopt a consultative approach to achieving the performance results desired.

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PUBLIC PROGRAMMES PROGRAMME CALENDAR 2017

DATE	PROGRAMME	LEVEL	DATE*	LENGTH	FEE*
OCT 2	Advanced Negotiation Strategies – Run 2 This interactive programme is a well-balanced blend of theory and practice. It is designed primarily to sharpen your negotiation and persuasion skills. The advanced simulations that are included in this programme will introduce you to the complexity and demands of multi-party and team negotiations.	Executives to senior managers of any industry involved in the negotiation process internally and externally	Run 2 2–3 Oct 2017	2 days	SGD 2,800
OCT 4	Women & Leadership Programme A unique leadership development programme for aspiring women leaders to enable competency in personal leadership and leading others so as to increase their chances of success in the higher echelons of an organisation.	Mid-level executives open to leadership development through mindfulness-based approaches that involve experiential mind-body practices such as secular meditation.	4–6 Oct 2017	3 days	SGD 5,000
OCT 12	International Corporate Coaching – ICC1b A certification programme with a comprehensive perspective on practice coaching, personal development, integrity, ethical behaviour, and intuition needed for effective coaching in Asia	Mid-level Corporate Executives HR executives and consultants who want to add coaching to their portfolio of services; Individuals who want to start the journey to become internationally certified;	ICC1b 12–13 Oct 2017 23–24 Oct 2017	2 days	SGD 3,450 per module
OCT 23	Strategic Conflict Resolution for Leaders Successful leaders of today need to understand conflict and be well-equipped to not only pre-empt, mitigate, avoid and de-escalate conflict, but to also transform what could have been a full-blown dispute into opportunities.	Executives to senior managers of any industry involved in negotiation and/or conflict management processes both internally and externally	23–24 Oct 2017	2 days	SGD 2,800
OCT 30	Winning Business Performance in Asia (SkillsFutureAward) Asia, a thriving hub of opportunities, also presents vast challenges in its labyrinth of cultural mores and values. Executives tasked with new regional responsibilities are often unaware or underestimate the differences in the way businesses are conducted between cultures. To effectively do businesses against a backdrop of intricate traditional Asian values, special knowledge, skills and flexibility are required.	Executives new to Asia and newly appointed country or general managers. Executives who are undertaking or will take responsibilities that are specific to the region. Local Asian executives taking a first role outside their home country.	30 Oct–1 Nov 2017	3 days	SGD 5,000 <i>(Price includes GST)</i>
NOV 1	SID-SMU Directorship Programme Taught by expert faculty and industry professionals, the programme helps to enhance executive board level skills and ability to lead in challenging times. Module 2: Assessing Strategic Performance: The Board Level View	Company directors, senior executives or aspiring directors.	Module 2: 1–3 Nov 2017	Modules 1–3: 3 days	SID members: SGD 2,800 per module Non-SID members: SGD 3,200 per module
NOV 6	Johnson & Johnson – SMU Hospital Management Programme A specialist programme with insights into best practices in hospital management.	Senior hospital administrators in both clinical and non-clinical functions.	6–10 Nov 2017	5 days	SGD 2,150 <i>(Price excludes GST)</i>
NOV 13	EXCEL Leadership Programme – Run 2 Strategic leadership is effectively the intersection of three lines of inquiry: 1. Constructing Strategy 2. Making Decisions 3. Working with People Most organisations lack leaders with strategic skills to lead in an extremely VUCA environment. The programme emphasises on individual development, readiness for career transitions from operational to strategic leadership role.	Senior functional managers/directors in transition to general/regional/global management.	Run 2 13–17 Nov 2017	5 days	SGD 5,900 <i>(Price excludes GST)</i>
NOV 15	Global Supply Chain Management (SkillsFutureAward) The programme offers state-of-the-art insights into effective global supply chain networks within the Asian context, empowering you to manage global supply chain networks with greater success.	Global Supply Chain: Mid-career and senior industry executives from product and service-oriented multinationals, supply chain partners, consultancies managing global and Asian supply-chain operations	15–17 Sep 2017	3 days	SGD 5,000 <i>(Price includes GST)</i>

PUBLIC PROGRAMMES
PROGRAMME CALENDAR 2017 (NOV) – 2018 (DEC)



DATE	PROGRAMME	LEVEL	DATE*	LENGTH	FEE*
NOV 21	Accenture–SMU Change College: Managing Change – Run 2 A highly interactive programme that equips managers with leading-edge tools and knowledge to deliver effective change management, based on rigorous academic research and insights into the global change management experience.	Change managers who are leaders of change project teams.	Run 2 21–21 Nov 2017	2 days	SGD 2,800
NOV 22	SID-SMU Directorship Programme Taught by expert faculty and industry professionals, the programme helps to enhance executive board level skills and ability to lead in challenging times. Module 3: Finance for Directors	Company directors, senior executives or aspiring directors.	Module 3: 22–24 Nov 2017	Modules 1–3: 3 days SID members: SGD 2,800 per module Non-SID members: SGD 3,200 per module	
NOV 30	International Corporate Coaching A certification programme with a comprehensive perspective on practice coaching, personal development, integrity, ethical behaviour, and intuition needed for effective coaching in Asia ICC1a / ICC1b: The first two modules are designed to teach the basics of corporate coaching and are suitable for anyone who has not attended formal coach training. ICC2a / ICC2b: These modules are designed to build on the core coaching competencies and provide participants with the additional skills and experience necessary to coach proficiently internally and/or externally.	Mid-level Corporate Executives HR executives and consultants who want to add coaching to their portfolio of services; Individuals who want to start the journey to become internationally certified;	ICC2a 30 Nov–1 Dec 2017 ICC2b 25–26 Jan 2018 Intake 2018 ICC1a 5–6 Feb 2018 2–3 Aug 2018 ICC1b 15–16 Mar 2018 13–14 Sep 2018 ICC2a 26–27 Apr 2018 25–26 Oct 2018 ICC2b 7–8 Jun 2018 6–7 Dec 2018	2 days	SGD 3,450 per module
JAN 25					
DEC 6					
MAR 7	SID-SMU Directorship Programme Taught by expert faculty and industry professionals, the programme helps to enhance executive board level skills and ability to lead in challenging times. Module 1: Effective Succession Planning and Compensation Decisions Module 2: Assessing Strategic Performance: The Board Level View Module 3: Finance for Directors Module 4: Risk and Crisis Management Module 5: Strategic Corporate Social Responsibility and Investor Relations Module 6: Effective Succession Planning and Compensation Decisions	Company directors, senior executives or aspiring directors.	Module 1: 7–9 Mar 2018 4–6 Jul 2018 Module 2: 4–6 Apr 2018 1–3 Aug 2018 Module 3: 23–25 May 2018 5–7 Sep 2018 Module 4: 4–5 Oct 2018 Module 5: 3–4 May 2018 1–2 Nov 2018 Module 6: 29–30 Nov 2018	Modules 1–3: 3 days SID members: SGD 2,800 per module Non-SID members: SGD 3,200 per module	
APR 4					
NOV 29					
MAR 14	Asia Leaders Programme In Infrastructure Excellence (ALPINE) Building an understanding of how complex infrastructure projects in dynamic Asia can be made more successful and robust, ALPINE is designed to groom the next generation of infrastructure project planners & developers.	Mid-level executives who are involved in infrastructure planning, financing, development and operations in Asia.	Module 1: 14–16 Mar 2018 Module 2: 23–25 May 2018	6 days	SGD 9,000
MAR 22	Future Ready Forum SPECIAL EVENT Gain the latest knowledge and insights of your choice by selecting from 24 short, high impact sessions shaping you to be Future Ready.	Executives from all levels and industries, teams in particular, to enhance team and organisational capabilities.	22–23 Mar 2018	2 days 1 day	SGD 299 SGD 199