

# Penn State Executive Programs

## 2012 Program Schedule

### Leadership & Strategy

#### Aligning Strategy, Leadership, and Culture: Keys to Competitive Advantage

**March 25–30, 2012; September 16–21, 2012**

This one-week program is designed for leaders charged with creating and implementing strategy. Participants will assess forces shaping their business environment, examine organizational capability and talent needed to compete, and learn how to establish a common sense of focus and purpose that drives commitment, cooperation, and performance.

\$7,950

#### Developing Managerial Effectiveness

**April 22–27, 2012; October 21–26, 2012**

This one-week program guides managers to develop an integrated approach to strategic, financial, and performance management. You will hone personal leadership, decision-making, and influence skills while maximizing the use of management systems to improve the overall success of your organization.

\$7,150

### Finance

#### Finance for the Non-Financial Manager

**April 30–May 4, 2012; December 3–7, 2012**

Participants acquire a complete “toolbox” of accounting and financial knowledge for making decisions that affect the performance of their unit and contributes to the overall profitability of the organization. This four-day program covers accounting basics, financial analysis and planning, strategic finance, and corporate valuation.

\$5,750

### Information Technology

#### Enterprise Integration & Transformation: Beyond IT/Business Alignment

**February 20–24, 2012; December 3–7, 2012**

In affiliation with Gartner, this four-day program covers critical enterprise principles and provides a roadmap for achieving sustainable transformation through alignment. Topics include enterprise strategy, planning, and infrastructure issues as well as those surrounding external alliances and partnerships.

\$5,750

\$4,750: Affiliate Association Members

### Supply Chain Management

Programs are presented in partnership with the Center for Supply Chain Research and co-sponsored by the Council of Supply Chain Management Professionals. By attending multiple supply chain programs at the University Park campus or the Southern Maryland Higher Education Center, you can earn a Certificate in Supply Chain Management, Supply Chain Leadership, or Supply Chain Operational Excellence. Visit [www.smeal.psu.edu/psep](http://www.smeal.psu.edu/psep) for more information about corporate and military certificate options.

#### Essentials of Supply Chain Management

**April 9–13, 2012; October 8–12, 2012**

This four-day program offers a foundational understanding to managing effective supply chains. Learn common terminology, inventory methodologies, distribution concepts, and service performance tactics. Three CEUs.\* This program is also delivered at the Southern Maryland Higher Education Center.

\$4,200

\$4,100: CSCMP Members

\$3,600: CSCR Corporate Sponsors

#### Processes & Tools for Supply Chain Success

**May 20–24, 2012; November 13–16, 2012**

Using the Supply-Chain Operations Reference (SCOR) Model as the thread, participants learn tools and techniques to define, analyze, and implement improvements for each major function with the supply chain. This program is also delivered at the Southern Maryland Higher Education Center.

\$4,200

\$4,100: CSCMP Members

\$3,600: CSCR Corporate Sponsors

#### Achieving Supply Chain Transformation

**March 19–23, 2012; September 10–14, 2012**

Intended for mid-level and senior managers responsible for leveraging supply chains for financial and service performance, this four-day program provides a unique step-by-step methodology of strategies and capabilities for supply chain innovation and transformation. Three CEUs.\* This program is also delivered at the Southern Maryland Higher Education Center.

\$4,200

\$4,100: CSCMP Members

\$3,600: CSCR Corporate Sponsors

#### Applying Lean Principles Across the Supply Chain

**February 27–March 2, 2012;  
October 29–November 2, 2012**

Learn a systemic approach for applying Lean thinking to supply chain challenges in this four-day program. Three CEUs.\*

\$4,950

\$4,850: CSCMP Members

\$4,350: CSCR Corporate Sponsors

#### Designing and Leading Competitive Supply Chains

**March 11–16, 2012; September 16–21, 2012**

Targeted for senior-level executives charged with design and orchestration of complex supply chain systems, participants in this one-week program learn practices that enhance supply chain speed, flexibility, and competitive differentiation.

\$6,150

\$5,950: CSCMP Members

\$5,550: CSCR Corporate Sponsors

#### Global Supply Chain Strategy & Risk Management

**September 24–27, 2012**

Discuss macroeconomic factors affecting extended supply chains in this three-day program. Learn techniques and strategies to deal effectively with unique managerial, cultural, and infrastructure issues associated with different geo-centers of expertise.

\$3,600

\$3,500: CSCMP Members

\$3,000: CSCR Corporate Sponsors

#### Supply Chain Collaboration and Alignment

**October 15–18, 2012**

Improve supply chain performance through integrated business management and strategic partnerships. Topics in this three-day program covers processes for improving internal functional alignment through sales and operations planning as well as ways to improve alignment externally through collaborative planning among trading partners.

\$3,600

\$3,500: CSCMP Members

\$3,000: CSCR Corporate Sponsors

\* Penn State Continuing Education Units (CEUs) are available based on a standard unit of one unit per ten hours of classroom instruction. Upon completion of this program, each participant will be awarded a certificate for three Penn State CEUs earned.)

PENN STATE



Executive Programs

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### Registration Process

Reserve your place by phone or e-mail and then complete your registration online at [www.smeal.psu.edu/psep](http://www.smeal.psu.edu/psep). There is no application fee or exam. Program fees are due prior to the start date and include course materials, private accommodations, and meals. Registrations are requested a minimum of six weeks prior to the start of the program.

*Dates and fees are subject to change. Please visit Penn State Executive Programs on the web for the most up-to-date information.*

### Special Participation Options

We believe team participation can maximize the impact of learning and drive change within your organization faster and more effectively. Organizations that send three or more participants to any program will receive significant savings.