

Additional Degree and Non Degree Offerings for Professionals

EXECUTIVE MBA ST. LOUIS • KANSAS CITY • SHANGHAI

Ranked #2 by the Wall Street Journal, Olin's Executive MBA immerses students in an intense, 18 to 20-month weekend learning experience with seasoned professionals, accelerating their personal impact and influence, and positioning executives to drive new levels of business growth and innovation.

EXECUTIVE EDUCATION OPEN ENROLLMENT BUSINESS SEMINARS

Gain knowledge and tools you can apply immediately to your job in our one- and two-day seminars. Senior and mid level managers from organizations of all sizes will benefit from these highly interactive open enrollment seminars.

CORPORATE EXECUTIVE PROGRAMS

Working in partnership with organizations, we design and implement Corporate Executive Programs to help develop corporate leaders and structured solutions that will drive organizational change.

CERTIFICATE PROGRAMS FOR PROFESSIONALS

Taught by Olin's renowned world-class faculty, Olin's certificate programs offer timely deep dives into four distinct areas: *finance, leadership, supply chain management, and women's leadership.*

 **Washington
University in St. Louis**
OLIN BUSINESS SCHOOL

Creating knowledge...Inspiring individuals...Transforming business.

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 **Washington
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Leadership For High Performance



Certificate Programs for Professionals

Elevate Your Advantage

Equip yourself with the skills and strategies needed to meet the challenges of the new normal economy. Taught by Olin's renowned world-class faculty, Olin's certificate programs are timely deep dives into finance, leadership, women's leadership topics and supply chain management. The curriculum is geared for busy professionals who value leading-edge, in-depth and relevant management training that is immediately applicable in the work place.

Certificates are offered in convenient two-day modules and are designed to maximize learning and accommodate demanding schedules.

- Energize your education with interactive team learning.
- Explore innovative ideas and practical feedback with faculty experts and professional peers.
- Become part of the global Washington University network.

LEADERSHIP FOR HIGH PERFORMANCE

Gain the critical skills for success in key leadership areas: relationship management, interpersonal skills, collaboration and change leadership.

Leadership for High Performance prepares you to effectively and confidently lead performance-driven teams. Successful completion of the program will result in a Certificate in Leadership for High Performance issued by Washington University in St. Louis, Olin Business School.

WORLD-CLASS FACULTY

As world-class researchers, our faculty members help executives and their organizations apply the latest, most innovative research-based thinking to their most complex business challenges.



"I have been extremely pleased with the leadership certificate program. This program has provided me with real solutions that I can apply immediately to my business. Not only was the coursework right on track, but the interaction with other business leaders provided additional insight pushing this program over the top. Well done."

BRUCE DIONNE
General Manager
Megamet Solid Metals, Inc.

WHO SHOULD ATTEND?

This program is right for managers in any functional field in an organization, such as:

- Procurement
- Marketing / Sales
- Operations / Logistics
- Human Resources / Learning and Development
- IT
- Legal / General Counsel
- Research/Development
- Engineering

BENEFITS

Participants will develop and improve skills in areas necessary to lead effectively. **Leadership for High Performance** will enhance their ability to:

- Engage and motivate those they lead in a complex and constantly evolving business environment
- Work in collaboration with peers and other colleagues to improve performance and deliver results through influence and persuasion
- Launch and lead teams to ensure involvement, participation across boundaries and sustainable high performance
- Lead and manage organizational change initiatives

Leading through Influence

DAY 1: POWER AND POLITICS

- The influence framework
- Analyzing tendencies: self-assessment
- Networks and power bases

DAY 2: THE SCIENCE OF INFLUENCE

- Influence tactics
- Managing power gaps
- Managing up

Leading Teams for High Performance

DAY 1: FOUNDATIONS OF TEAM LEADERSHIP

- Productivity drivers
- Understanding team development
- Facilitating effective team interactions

DAY 2: SUSTAINING HIGH PERFORMANCE

- Five dysfunctions of a team
- Conflict management
- Facilitating difficult conversations

OPTIONAL:

You may participate in a 1-day Executive Education Open Enrollment Seminar of your choice, **or** complete an assessment with a consultation.



FORMAT

The program consists of three 2-day modules, which can be taken in any order, to be completed within two years. This ensures a flexible learning experience with fellow professionals facing similar challenges and opportunities. Each module includes leadership and team assessments to facilitate insight, understanding and action planning. One-on-one coaching and feedback sessions with faculty are available as a program option.

FACULTY

William Bottom, Joyce and Howard Wood Distinguished Professor of Organizational Behavior

Stuart Bunderson, George & Carol Bauer Professor of Organizational Ethics & Governance

Kurt Dirks, Bank of America Professor of Managerial Leadership

Lee Konczak, Senior Lecturer in Organizational Behavior & Leadership Development

Paul Paese, Adjunct Professor of Organizational Behavior

LOCATION

The program takes place at the Charles F. Knight Executive Education and Conference Center on Washington University's Danforth Campus in St. Louis, Missouri.

APPLICANT REQUIREMENTS

Applicants should be mid to senior level managers.

TUITION

\$6,000

Learn more at www.olin.wustl.edu/certificates

Contact us with any questions.

ExecEd@wustl.edu • 314-935-9494

"The professors and cases used in this certificate program created great dialogue, and the classes logically built on each other. The resulting perspectives from peers at different companies were invaluable. I was able to use the information immediately to improve my leadership skills, leading to better results."

STEVE SMITH
Partner
Edward Jones

