Engage with top faculty and practitioners to develop the knowledge, tools, and perspective to solve real business challenges. Our short courses improve organizational performance across all levels of responsibility.

**Pricing:** Fees reflect tuition, materials, and group meals. Participants may also opt to add our lodging package.

**Discounts:** Organizations sending three or more participants to any one offering will receive savings through our Team Rate. Discounts also apply for active military personnel, Penn State alumni, and committing to a certificate track of three courses.

**Contact us to explore a custom engagement for your organization.**

**Please visit psep.smeal.psu.edu on the web for the most up-to-date information.**

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**Custom Solutions for Organizations**

Our programs are flexible in length, timing, location. We’ll work with you to understand your goals, challenges, and opportunities in order to build learning experiences that easily integrate into your developmental initiatives and management processes.

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**Professional Certificates**

Professional Certificates are a win-win for both you and your organization. A Professional Certificate prepares you for new responsibilities, addresses competency gaps, and develops expertise in a customized area of study. Building a holistic understanding also allows you to contribute to broader enterprise goals making you more valuable to your organization.

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**Open Enrollment Programs by Portfolio**

**Leadership and Strategy**

Complete this series and earn a **Professional Certificate in Strategy and Organizational Performance**. Alternate certificate allows substitution with a supply chain course.

- **Strategic Leadership**
  
  March 19–21 or September 17–19 / Fee: $4,150; Team Rate: $3,320
  
  Acquire the perspective to develop strategy and lead change in the organization.

- **Leading in Complex Organizations**
  
  April 16–18 or October 29–31 / Fee: $4,150; Team Rate: $3,320
  
  Develop an integrated approach to strategy implementation and performance management.

- **Finance for Strategic Decision Making**
  
  May 6–8 or December 16–18 / Fee: $4,150; Team Rate: $3,320
  
  Learn how operational decisions impact the financial performance and profitability of the enterprise.
# Supply Chain Management

Complete a combination of three courses to earn a **Certificate in Supply Chain Leadership, Management, or Operations**. Alternate certificate allows substitution with a leadership and strategy course.

<table>
<thead>
<tr>
<th>Course</th>
<th>Dates</th>
<th>Fee</th>
<th>Team Rate</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulfillment and Operations Management</td>
<td>February 12–13</td>
<td>$2,150</td>
<td>$1,720</td>
<td>Acquire a primary understanding of end-to-end fulfillment operations, from forecasting through successful delivery.</td>
</tr>
<tr>
<td>Developing Strategic Supply Chain Leaders</td>
<td>March 12–14 or October 8–10</td>
<td>$3,150</td>
<td>$2,520</td>
<td>Develop supply chain systems that align with organizational strategy and create competitive advantage.</td>
</tr>
<tr>
<td>Achieving Supply Chain Transformation</td>
<td>March 26–28 or October 22–24</td>
<td>$3,150</td>
<td>$2,520</td>
<td>Acquire models and tools for adaptability and leadership skills for creating a high-performing supply chain.</td>
</tr>
<tr>
<td>Aligning Supply Chain Organizations</td>
<td>April 2–3</td>
<td>$2,150</td>
<td>$1,720</td>
<td>Explore the strategic importance of procurement and supplier management.</td>
</tr>
<tr>
<td>Essentials of Supply Chain Management</td>
<td>April 23–25 or September 10–12</td>
<td>$3,150</td>
<td>$2,520</td>
<td>Learn the critical concepts required to lead an integrated supply chain operation.</td>
</tr>
<tr>
<td>Building a Sustainable Supply Chain</td>
<td>April 29 - May 1 or September 24–26</td>
<td>$3,150</td>
<td>$2,520</td>
<td>Enhance supply chain sustainability to better manage financial, social, and environmental risks and opportunities.</td>
</tr>
<tr>
<td>Transportation Operations and Sourcing</td>
<td>May 14–15</td>
<td>$2,150</td>
<td>$1,720</td>
<td>Discover modal options, analyze freight needs, and explore negotiation tactics to improve service levels and reduce costs.</td>
</tr>
<tr>
<td>Forecasting and Inventory Management</td>
<td>May 16–17</td>
<td>$2,150</td>
<td>$1,720</td>
<td>Explore the impact of inflated inventory levels, diagnose process constraints, and leverage techniques to improve performance.</td>
</tr>
<tr>
<td>Processes and Tools for Supply Chain Success</td>
<td>May 21–23</td>
<td>$3,150</td>
<td>$2,520</td>
<td>Learn tools, techniques, and approaches to define, analyze, and improve each major SCOR® function and process area.</td>
</tr>
<tr>
<td>Introduction to Supply Chain Analytics</td>
<td>June 4–5</td>
<td>$2,150</td>
<td>$1,720</td>
<td>Learn techniques to evaluate logistics and supply chain performance.</td>
</tr>
<tr>
<td>Strategic Procurement and Purchasing</td>
<td>June 6–7</td>
<td>$2,150</td>
<td>$1,720</td>
<td>Explore the strategic importance of procurement and supplier management from strategy to negotiation.</td>
</tr>
</tbody>
</table>

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We also offer a wide variety of courses in the management and supervisory portfolio. Contact us to learn more about this portfolio of offerings.

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**Penn State Executive Programs**  
Smeal College of Business  
The Pennsylvania State University

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