For more than 60 years, Penn State Executive Programs has been partnering with organizations to develop leaders and shape business strategies. We collaborate to deliver transformative learning experiences that build the capabilities to succeed.
How can we work with you?

At Penn State Executive Programs, our areas of practice include:

1. **Executive Education Short Courses**
   We offer a complete and constantly evolving portfolio of campus-based programs in areas such as strategy and leadership, supply chain, and management and supervisory development.

2. **Custom Learning Solutions**
   We collaborate with your leadership to develop customized learning engagements that address your unique challenges and help you achieve success through measurable results.

3. **Online Learning**
   We provide modular online programs designed to connect geographically dispersed learners from a single organization to build each business unit’s unique capability in end-to-end supply chain excellence.

Penn State Executive Programs is a six-time recipient of Chief Learning Officer magazine’s highest executive education partnership award.

[distinct link] psep.smeal.psu.edu
Open the doors to transformational learning experiences with Penn State Executive Programs. Quickly develop new capabilities in critical areas such as strategy and leadership, supply chain, and management and supervision. Our multiple-day programs are held throughout the year on Penn State’s University Park campus or can be brought to your location.

Each program in our diverse portfolio offers:

- Learning experiences that pair practical action learning and coaching with new knowledge, tools, and perspectives;
- Exposure to leading faculty and practitioner executives with extensive experience working with business professionals;
- Deeper exploration of critical topic areas with examples of how organizations around the world are addressing challenges now;
- Focus on successfully applying concepts to meet the needs of your unique situation and your organization.

"After 25 years of training on many topics, this was the best at dissecting what is working for me, how I work, and how I can truly be more effective in both my personal and work experiences."

Kathy Abernaty, Global Marketing Communications Manager, Hercules, Inc.

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### 2018–19 Open Program Schedule

**Leadership and Strategy**

*Complete these three programs and earn a Professional Certificate in Strategy and Organizational Performance.*

<table>
<thead>
<tr>
<th>Program</th>
<th>Dates</th>
<th>Fee:</th>
<th>Value Team Rate:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategic Leadership</td>
<td>Sept. 11-13, 2018 or March 19-21, 2019</td>
<td>$4,150;</td>
<td>$3,320</td>
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<td></td>
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<tr>
<td>Leading in Complex Organizations</td>
<td>Oct. 23-25, 2018 or April 16-18, 2019</td>
<td>$4,150;</td>
<td>$3,320</td>
</tr>
<tr>
<td>Finance for Strategic Decision Making</td>
<td>Dec. 10-12, 2018 or May 7-9, 2019</td>
<td>$4,150;</td>
<td>$3,320</td>
</tr>
</tbody>
</table>

**Pricing and Registration**

Prices shown reflect tuition, materials, lunch, breaks, and a group dinner. Participants may opt for our meals and lodging package.

Earn the Value Team Rate by enrolling three or more team members. Discounts also apply for active military personnel and Penn State alumni and staff.

To register, call or email us to reserve your seat; then complete your registration at [psep.smeal.psu.edu](http://psep.smeal.psu.edu).

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

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*“This program helped me to start to think outside the box and learn the concept of continual product/process development, as well as leadership styles and when and how to use them.”*

Nabeel Sarwani, M.D., Radiologist, Penn State Milton S. Hershey Medical Center

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Continued on next page
Human Resources

There are more than 100,000 SHRM-certified professionals, the fastest-growing HR certification community. The SHRM-CP and SHRM-SCP are the most widely taken HR exams in the world. You can prepare for the exam through Penn State, where our pass rates regularly exceed national rates.

SHRM Exam Prep Course

Oct. 6 - Dec. 8, 2018
Fee: $1,299; $1,199 SHRM members

This exam review helps prepare individuals for the Society for Human Resources Management Certified Professional (SHRM-CP) and Senior Certified Professional (SHRM-SCP) certifications. Using the SHRM Learning System, content is delivered in a convenient model that blends in-class sessions with instructor-led webinars.

Management

A new two-part program to help mid-level managers improve performance, drive change, and support organizational initiatives. Participants may have budgetary, operational or organizational change responsibilities. Modules must be completed sequentially in spring or fall to earn a Professional Certificate in Functional Management.

Developing Middle Managers

Oct. 16-18 and Nov. 6-8, 2018
Fee: $2,795; Value Team Rate: $2,235

Module 1: Effective Management Practices
Ground yourself in contemporary and foundational management practices. This program covers traits and values of mid-level managers, business management tools, and techniques for performance management and feedback.

Module 2: Improving Personal Effectiveness
Communications and problem solving are at the heart of every successful manager. This program advances your interpersonal skill at influencing others and resolving conflict. Tools for effective presentations and project management will also be covered.

Module 3: Organizational Cultures and Change
Managing change is difficult. Learn how to build a culture for success and resilience through employee involvement and empowerment, teamwork and cooperation. You will acquire techniques for monitoring and sustaining change.

This program awards 3.6 CEUs* and 35 SHR PDCs for HR Professionals.

“The content and topics were right on target. I enjoy the openness of these executive classes and the ability to allow the participants to guide the learning. Although there is an agenda for the class, the instructors are always willing to use real life cases and help individuals in the class solve their issues with the group.”

Timothy Malloy, Sartomer-Arkema Group

Continued on next page
Supply Chain Management

Our two- and three-day programs combine deep technical knowledge, leadership strategies, and cross-functional insights for making large- and small-scale improvements. By attending multiple programs, you can earn a Professional Certificate in Supply Chain Operations, Management, or Leadership. Note: Programs do not provide credit for any supply chain degree program.

Essentials of Supply Chain Management
Sept. 11-13, 2018 or April 23-25, 2019
Fee: $3,150; Value Team Rate: $2,520
Learn the critical foundational concepts required to lead and integrated supply chain operation. Integrate functions through shared objectives, develop common performance metrics, improve customer satisfaction, maximize capital turnover and enhance alliances and partnerships. This program awards 2.4 CEUs.*

Building a Sustainable Supply Chain
Sept. 25-26, 2018 or May 7-9, 2019
Fee: $3,150; Value Team Rate: $2,520
Enhance supply chain sustainability to better manage financial, social, and environmental risks and opportunities. Topics include: supplier assessment, closed-loop supply chains, and meeting customers’ sustainability requirements. This program awards 2.4 CEUs.*

Achieving Supply Chain Transformation
Oct. 23-25, 2018 or March 26-28, 2019
Fee: $3,150; Value Team Rate: $2,520
Acquire models and tools for adaptability from strategy formulation to supply chain design and execution. Identify trade-offs and priorities for innovation to create competitive advantage. This program awards 2.4 CEUs.*

Developing Strategic Supply Chain Leaders
Sept. 18-20, 2018 or April 9-11, 2019
Fee: $3,150; Value Team Rate: $2,520
Develop supply chain systems that align with organizational strategy. Innovate the supply chain to create competitive advantage for your organization through speed, flexibility, reduced costs, and competitive differentiation. Link SC metrics to enterprise priorities. This program awards 2.4 CEUs.*

Processes and Tools for Supply Chain Success
May 21-23, 2019
Fee: $3,150; Value Team Rate: $2,520
Through the lens of the SCOR® (Supply-Chain Operations Reference) Model, learn tools, techniques and approaches to define, analyze, and implement improvements for each major function and process area. This program awards 2.4 CEUs.*

Strategic Procurement and Purchasing
June 6-7, 2019
Fee: $2,150; Value Team Rate: $1,720
Explore the strategic importance of procurement and supplier management in supply chain performance and achieving competitive advantage. Develop strategies and understand key issues in supplier negotiations impacted by economic and regulatory issues. This program awards 1.5 CEUs.*

We are ranked No. 1 in Supply Chain. Gartner has consistently ranked Penn State as the nation’s No. 1 supply chain institution based on assessments by both practitioners and academics.
Aligning Supply Chain Organizations
April 2-3, 2019
Fee: $2,150; Value Team Rate: $1,720

Ensure that supply chain strategies and processes align with organizational priorities. Coordinate key initiatives among trading partners. Topics include: planning, forecasting, and replenishment (CPFR); sales and operations planning (S&OP); integrated business planning (IBP) and integrated business management (IBM). This program awards 1.5 CEUs.*

Introduction to Supply Chain Analytics
June 4-5, 2019
Fee: $2,150; Value Team Rate: $1,720

Learn analytic techniques to evaluate logistics and supply chain performance. Discover methods to interpret critical data and apply the information to improve performance and achieve organizational goals. This program awards 1.5 CEUs.*

Forecasting and Inventory Management
May 16-17, 2019
Fee: $2,150; Value Team Rate: $1,720

Explore the impact of inflated inventory levels, diagnose process constraints, and leverage techniques to improve performance through accurate forecasts and inventory levels. This program awards 1.5 CEUs.*

Transportation Operations and Sourcing
May 14-15, 2019
Fee: $2,150; Value Team Rate: $1,720

Discover the modal options that make the most sense for your company, analyze freight needs, and explore negotiation tactics with third-party providers to improve service levels and reduce costs. This program awards 1.5 CEUs.*

*Note: Penn State Continuing Education Units (CEUs) are available based on a standard unit of one unit per ten hours of classroom instruction.
Custom Learning Solutions

Build a critical mass of leaders who are aligned in their behaviors and approaches and share a collective ability to deal with ambiguity, develop innovative solutions, serve as catalysts for change, and drive growth.

Custom learning solutions from Penn State Executive Programs are:

- Driven by your unique vision, mission, strategic direction, organizational culture, and operational processes;
- Relevant, practical, and directly tied to business goals;
- Seamlessly integrated into other developmental initiatives and management systems within your organization;
- Flexible in program length, timing, location, and delivery options.

“Our collaboration with Penn State University has not only produced exceptional financial benefits for SABIC, but also has given us a repeatable process we can use to even greater benefit across the company.”

George Brennan, Chief Learning Officer, SABIC
Learning Solutions that Drive Results

**Collaborative**
We listen, get to know you and your organization, and take the time to understand your goals, challenges, and opportunities within the context of your unique business environment.

**Innovative**
As part of one of the world’s leading universities, we connect you to relevant content, deep expertise, and effective multi-level learning and blended delivery models.

**Measurable**
Our learning engagements are designed to complement your professional and strategic priorities, emphasizing forward-looking analysis of organizational impact and benefit.
Online Learning

“...new ways of thinking about the supply chain, and I especially liked reading the commentary from my colleagues with various perspectives based on our differing roles in the organization.”

Global Life Sciences Company

Improve the efficiency and effectiveness of your supply chain. The Supply Chain Leadership Academy connects supply chain leaders in a combination of asynchronous and live sessions to build upon existing organizational expertise and solve complex supply chain challenges.

This company-sponsored, cohort-based online program is uniquely characterized by:

- Formal and informal social learning developed and led by Penn State faculty;
- Scalable, collaborative experiences that build competence across “leadership teams,” and accelerate individual skill development along the way;
- Tailored modules that address your leaders’ specific needs and outcomes in the context of your business;
- Immediately applicable tools and concepts that reduce cycle time from development to business results.

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Developing Leaders. Delivering Results.
Connect with Us

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The Pennsylvania State University
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814-865-3435
psep@psu.edu

We look forward to partnering with your organization in your learning and development journey. Please reach out to discuss the possibilities and begin planning for the future.