## 2019 Executive Programs Calendar

### General Management
- **Advanced Management Program** - Contiguous format
  - Jan 21–Feb 6
- **Advanced Management Program** - Modular format
  - July 8–12
  - Sept 15–20 (Check 2)
- **Business for Scientists and Engineers: Develop the Business Acumen to Advance Your Life’s Work**
  - Feb 11–25
  - June 10–26
- **Executive Development Program**
  - June 10–26
  - Sept 15–25
- **Women’s Senior Leadership Program** - Multiple sessions
  - Nov 13, 2019–Oct 2, 2020

### Finance & Accounting
- **Corporate Finance: Strategies for Creating Shareholder Value**
  - March 10–13
- **Finance for Executives: Claim Your Seat in Financial Discussions**
  - April 7–12
- **Merger Week: Creating Value Through Strategic Acquisitions and Alliances**
  - April 14–19
- **Advanced Management Program**
  - July 7–19 (Check 1)
- **Business for Scientists and Engineers: Develop the Business Acumen to Advance Your Life’s Work**
  - July 8–12
- **Finance for Executives: Claim Your Seat in Financial Discussions**
  - July 7–19
  - Sept 15–20 (Check 2)
- **Women’s Director Development Program**
  - Nov 6–8

### Governance
- **Corporate Governance: Effectiveness and Accountability in the Boardroom**
  - March 10–13
- **Family Enterprise Boards: Navigating Unique Governance Challenges**
  - Sept 15–19
- **Governing Family Enterprises**
  - March 3–7
  - Nov 3–7
- **Women’s Director Development Program**
  - Nov 13, 2019–Oct 2, 2020

### Growth & Innovation
- **Delivering Business Growth: An Actionable Framework**
  - March 10–13
- **Leading and Sustaining a Culture of Innovation**
  - March 10–13
- **High Impact Sales Strategy: Driving Revenue and Profit Growth**
  - April 2–5
  - Oct 1–4
- **Navigating Workplace Conflict: People, Problems and Solutions**
  - Dec 2–5
- **The Leader Within: Maximizing Your Authentic Leadership Impact**
  - April 28–May 3
  - May 6–9

### Leadership
- **Constructive Collaboration: Driving Performance in Teams, Organizations and Partnerships**
  - March 11–14
- **Driving Organizational Change: Achieving Business Goals Through Purposeful Change Management**
  - April 15–18
  - Oct 28–31
- **Energizing People for Performance: A Strategic Approach to Empowering People**
  - April 14–17
- **High Performance Negotiation Skills: Maximize Your Outcome with Proven Strategies**
  - May 13–16
  - Sept 23–26
- **Leading Family Enterprises: Lead Your Family Company Forward**
  - May 5–9
- **Leading High-Impact Teams: How to Build and Lead a Powerful, Successful Team**
  - April 2–5
- **Leading into the Future: Capitalizing on New Concepts in a Fast-Changing World**
  - May 20–24
- **Leading with Advanced Analytics and Artificial Intelligence: Creating Business Value Through Data Science**
  - April 15–19
  - Sept 16–20
- **The Customer-Focused Organization: Leading Transformation, Renewal and Growth**
  - May 15–16
  - Oct 28–31
- **The Leader Within: Maximizing Your Authentic Leadership Impact**
  - April 28–May 3
  - May 6–9
- **The Strategy of Leadership: Unleashing the Power of Influence**
  - June 3–5
  - Sept 22–27

### Marketing & Sales
- **Advanced Marketing Management: Enhancing Digital Capabilities**
  - April 28–May 3
  - June 3–7
  - Sept 29–Oct 4
  - Oct 20–25
  - April 28–May 3
- **Consumer Marketing Strategy: The Kellogg Approach to Building Effective Marketing Plans**
  - April 28–May 3
  - Sept 29–Oct 4
- **Distribution Channel Management: Optimizing the Customer Experience**
  - March 17–20
- **High-Impact Sales Strategy: Driving Revenue and Profit Growth**
  - June 2–5
- **Kellogg on Branding: Creating, Building and Rejuvenating Your Brand**
  - May 19–24
- **Maximizing Sales Force Performance: Frameworks for Driving Top Line Growth**
  - March 31–April 4
  - Sept 8–12
- **Strategic Marketing Communications in the Digital Age: Creating Powerful Integrated Marketing Plans**
  - May 13–17
  - Sept 18–22

### Operations & Technology
- **Operations Strategy: Designing Operations to Maximize Value**
  - May 22–24
- **Supply Chain Management: Strategy and Planning for Effective Operations**
  - April 9–12
- **The Science of Lean Operations: Identify and Alleviate Bottlenecks in Your Process**
  - April 7–9

### Strategy
- **Competitive Strategy: Creating and Sustaining Competitive Advantage**
  - May 19–23
  - Oct 6–10
- **Creating and Managing Strategic Alliances: Develop Stronger Alliance Capabilities**
  - May 19–23
  - Sept 10–13

### Online Programs
- **Digital Marketing Strategies: Data, Automation, AI & Analytics**
  - Feb 14–April 17
- **Essentials of Marketing Strategy: Building a Foundation for Marketplace Success**
  - Jan 14–March 4
- **Strategic Marketing Communications in the Digital Age: Creating Powerful Integrated Marketing Plans**
  - May 13–17
  - Sept 18–22
- **Negotiating in a Virtual World: Mastering High Performance Skills**
  - Jan 25–March 1
  - March 8–April 12
  - July 12–Aug 16
  - Oct 18–Nov 22

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**Dates are subject to change.**

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