MAKE THE CHICAGO APPROACH™ YOUR OWN

Simply put, The Chicago Approach builds you up. The Executive Education curriculum, faculty, and community are all designed to support and strengthen you every day, every step of your advancing career.

It gives you the agility to navigate the complexity of leading in a world of constant change, the acumen to inspire high-impact ideas through purposeful inquiry, the concepts for turning data into actionable insights, and the frameworks for multidimensional problem solving.

Most importantly, it provides you with a mutually supportive community that collaborates in the spirit of helping you succeed even further in your own way.

It all comes together through The Chicago Approach that’s empowering leaders who are creating enduring impact in the world.

WHAT MAKES CHICAGO BOOTH THE BEST PLACE TO ADVANCE YOUR CAREER?

Consistently ranked among the top programs in the world, Executive Education at Chicago Booth is founded in the same educational philosophy as our MBA, Executive MBA, and PhD Programs. It is a fundamentals-based understanding of how organizations function, how markets work, and how people make business decisions.

In the Advanced Management Program (AMP), ideas compete and people collaborate. After being immersed in this program, you will leave Booth prepared to face any business challenge in your career. You’ll not only realize your own potential, you’ll also inspire others to achieve greater results and create lasting value for your organization.

You get access to cutting-edge research from Nobel Prize–winning faculty

Our faculty redefined the science of the stock market, originated the study of modern finance, pioneered database marketing, and defined the concept of social capital. Booth continues to shape the way the world does business.

You learn from highly regarded professors with real-world expertise

Booth professors and practitioners collaborate and consult with firms, serve on corporate boards, and start their own companies. Government and business leaders worldwide seek them out for their expert analysis and advice. With their masterful mix of theory and application, you can start applying what you learn immediately.

You will build a strong, well-connected network that lasts a lifetime

Our programs attract some of the brightest and best senior executives from across the world. After learning from each other in a confidential environment, you’ll create close bonds and networks you can tap into throughout your personal and professional life.
The Advanced Management Program (AMP)

With a combination of benefits that no other senior executive program can claim, the Advanced Management Program is designed for those who desire to increase their impact and are serious about taking their organizations—and themselves—to the next level through agile and innovative leadership.

Benefit from a Format That Works for You

Only one school—Chicago Booth—has responded to the changing speed and needs of business by offering an unprecedented level of flexibility and customization in the Advanced Management Program. It’s simply the best way to pursue your educational goals while continuing to lead your organization.

AMP’s effective formula is the result of interviews with more than 300 senior executives, who all cited the need for flexibility and an individualized curriculum.

The program is composed of six weeklong sessions over the course of a year. Three core sessions provide the tools you need to be a more effective leader and the three elective sessions are completely customized by you based on your needs and goals.

With this format, you have the chance to absorb what you’ve learned, implement your new knowledge in the workplace, and bring your questions and observations to the next session.

Receive Regular Coaching and Feedback

Between sessions, you will engage in coaching calls with your peers and an executive coach to discuss your successes and challenges in applying the course frameworks. The ongoing dialogue created through this format is unique to AMP. No other advanced management program offers the opportunity to continuously try new skills and techniques in the workplace while receiving valuable feedback from executive coaches and peers.

Individualized Curriculum

Beyond the three core sessions, participants get to choose three elective sessions to participate in with colleagues from a range of industries and functions. Electives are offered in a range of areas, including finance, marketing, strategy, negotiation, decision-making, and leadership. These elective sessions will allow you to customize the curriculum to best complement your career goals, professional development needs, business interests, and schedule.

Who Should Attend?

Most participants are in general management positions such as president, senior vice president, division president, general manager, managing director, general counsel, CEO, CFO, COO, or executive director.

Program Details

Dates
Introductory Session: Leader as Person
October 14–18, 2019
Midcourse Session: Leader and the Organization
April 20–24, 2020
Capstone Session: Leader and the Community
November 9–13, 2020

Fee
USD $56,000
The fee includes tuition, course materials, continental breakfast, lunches, refreshments, some group activities, and select class dinners. Accommodations and transportation costs are not included.

Note: Program, faculty, and fee are subject to change.

Contact Us: +1 312.464.8732
HOW WILL YOU BUILD YOUR SUCCESS?

| Yesterday’s winning formula or Tomorrow’s better idea |
| Never make a mistake or Never miss an opportunity |
| Know what to think or Know how to think |
| Manage a team or Cultivate greatness |
| Maximize your power or Learn to inspire |
| Confirm what you think you know or Consider what you don’t know |
| Follow a well-made plan or Write your own rules |
| Climb the ladder or Chart your own course |
| Be in the know or Be in the now |

Business as usual or the CHICAGO BOOTH ADVANCED MANAGEMENT PROGRAM?

APPLY TODAY: ChicagoBooth.edu/AMP
PARTICIPANT PROFILE

Daniel Phillipson

“Booth AMP’s combination of theory and practical application was very attractive and it certainly didn’t disappoint. The program provided insightful frameworks and concrete tools that have helped me in evolving and increasingly uncertain markets.”

Daniel Phillipson
Executive Vice President
PIMCO
DEVELOPING VISION, AGILITY, AND LEADERSHIP

AMP is an immersive learning experience focused on enterprise leadership essentials: strategic thinking, articulate advocacy, and creative problem solving.

CORE SESSIONS

INTRODUCTORY SESSION: LEADER AS PERSON
October 14–18, 2019
Managing complex situations, making tough decisions, and leading corporate initiatives require a high degree of self-awareness. Successful executive leadership requires authenticity, clarity, and agility to engage different audiences.

Securing your foundation, this session involves familiarizing yourself with key principles, by focusing on the interplay between your social capital and your own leadership agility.

Topics include:
• Competitive Advantage of Social Capital
• Learning from Experience
• Leadership Agility

MIDCOURSE SESSION: LEADER AND THE ORGANIZATION
April 20–24, 2020
Building on the first core week, this week looks at how your role is integrated into your organization: how you can influence and drive change, develop a results-driven culture, and create value by identifying new opportunities and mobilizing resources around you?

You will become adept at identifying key stakeholders and potential strategic partners, as you improve your ability to engage them. We’ll also explore why maintaining capacity for organizational agility is essential to this session’s discussion of leveraging competitive advantage across an organization.

Topics include:
• Coordinating across the Enterprise and Managing Barriers to Coordination
• Embedding Innovation throughout the Organization
• Leading Sustainable Organizational Change

APPLY TODAY: ChicagoBooth.edu/AMP
CAPSTONE SESSION: LEADER AND THE COMMUNITY

November 9–13, 2020

Business is exposed more than ever before to the external environment. The immediate environment remains critical, but risk and opportunity can now come from far away. This week will help you to think strategically about your organization as being part of a broader system, with discussions ranging from the local community to across the continents.

This core session of your AMP journey is about juggling your roles as a leader for your interests, your company’s interests, and the interests in your profession, and community more generally. You will also have an opportunity to think deeply about your future plans and your legacy as a leader.

Topics include:
• Leadership and the Broader Community
• Managing Organizational Reputation
• The Global Economy

ELECTIVE SESSIONS

Selected from our list of open enrollment courses, electives are taken with executives from a range of industries and functions. Most courses are co-taught by faculty for a multidirectional approach to each discipline, so you’ll expand your mind and your network at the same time.

Choose three electives according to the dates and material that best fit your schedule and professional development needs. It’s also important to note that because electives are taken throughout the year, you have the option to change your electives, should your business needs change as your knowledge develops.

Here is a representative list of electives you’ll be able to choose from. For elective dates and more information, please visit ChicagoBooth.edu/AMP.

Finance
• Finance for Executives
• Financial Analysis for Nonfinancial Managers
• Mergers and Acquisitions
• The Executive Program for Prospective CFOs

Strategy
• The Advanced Strategy Program
• Executive Program in Corporate Strategy

Marketing
• Marketing Analytics to Drive Growth
• Digital Marketing for Executives
• New Product Innovation, Development, and Implementation Strategies
• Pricing: Strategy and Tactics

Leadership
• Essentials of Effective Leadership: The Psychology of Management
• High-Performance Leadership
• Negotiation and Decision-Making Strategies
• Leading Organizational Change

Global Programs
• Leading High-Performance Organizations—Hong Kong
• Negotiations: Strategies and Processes for Impactful Outcomes—Hong Kong
• Innovation and Growth in the Age of Digital Disruption—Hong Kong

KEY BENEFITS

In the three week-long core sessions of the Advanced Management Program, you will:
• Develop a structured method for learning from your experience and generating insights.
• Gain new perspectives on your organization, the industry in which you compete, and the challenges you face.
• Become more reflective and critical in your thinking and encourage the same of your colleagues.
• Learn how to better position your organization for growth in a rapidly and continually evolving business landscape.

CONTACT US: +1 312.464.8732
PARTICIPANT PROFILE

Jackie Foo

“The Chicago Booth AMP was exactly what I needed to help me transition to my new role. The lessons that I learned from AMP were immediately applicable in terms of developing strategy, creating company culture, and driving bottom-line results. Not only have I benefited from world-class professionals, I’ve also met an invaluable network of business leaders that have helped me grow both personally and professionally.”

Jackie Foo
Chief Operating Officer, The Source, a Bell Canada Enterprises company

APPLY TODAY: ChicagoBooth.edu/AMP
STRENGTHEN YOUR KNOWLEDGE AND YOUR NETWORK

The Advanced Management Program is designed for senior-level executives who have achieved rapid advancement in their careers and are looking for a personalized, flexible program.

PARTICIPANT PROFILE

Participants have demonstrated strong leadership skills and play an integral role in setting strategy for their organization or business unit. They are senior-level decision makers sponsored by their organizations. Participants should be ready to engage in various approaches to learning and exposure to diverse frameworks and ideas. Proficiency in written and spoken English is required for successful participation in the program.

THE AMP NETWORK

With AMP, you’ll gain a powerful peer network that extends beyond the classroom. Between core sessions, the executive coach and peer calls allow you to reflect on key takeaways and strengthen and leverage your peer network. After completing the program, participants stay connected to Chicago Booth and their classmates through a wide range of activities, including AMP reunions, Chicago Booth flagship events, regional events, and continued peer coaching opportunities.

COMPANIES RECENTLY REPRESENTED BY AMP PARTICIPANTS

- Alcatel-Lucent
- Aldridge Electric
- Ameren Corporation
- Armstrong World Industries
- BB&T
- Caterpillar
- Chick-fil-A
- CME Group
- Delta Lloyd Group
- Exelon Corporation
- Ferrovial Agroman
- Gimv
- Halliburton
- Itaú Unibanco
- John Deere
- Kiewit
- Lord Corporation
- The Manitowoc Company
- Navistar
- Nokia Siemens
- Novozymes
- Pfizer
- Prudential
- Respol
- Takeda
- Unilever
- Union Pacific
- USG
- Vale
- Wal-Mart Stores Inc.
- W.W. Grainger, Inc.

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LEARN FROM THE WORLD’S BEST BUSINESS PROFESSORS

As world-class researchers and gifted teachers, Chicago Booth’s faculty offer an exciting blend of academic excellence, rigorous scholarship, real-world relevance, and practical application.

CORE FACULTY TEAM

Harry L. Davis
Faculty Director and Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management

Harry Davis teaches MBA and Executive Education courses at the University of Chicago Booth School of Business, where he has been on the faculty since 1963. His teaching and research interests focus in the areas of strategy, leadership, creativity, and innovation. He is a recognized pioneer and innovator in business education. Harry has served as interim dean and deputy dean, and is deeply committed to creating a transformative learning experience for executives in AMP.

- MBA, Dartmouth Tuck; MA in sociology; PhD in marketing, Northwestern University
- Pioneer in leadership development and a distinguished faculty member with more than 50 years of teaching at Chicago Booth
- Published work includes “The Promising Start-up Within: A Guide to Internal Corporate Venturing,” The Virtual Strategist (2001)

Marianne Bertrand
Chris P. Dialynas Distinguished Service Professor of Economics, Chicago Booth

- PhD in economics, Harvard University
- Codirector of Chicago Booth’s Rustandy Center for Social Sector Innovation
- Received the 2012 Society of Labor Economists’ Rosen Prize for Outstanding Contributions to Labor Economics
In my core class, there is a real global flavor and diversity of people and their responsibilities. With a good topic discussion, you come away with as much from the dialogue and interaction among classmates as you do from the professor.”

RUSS MITCHELL
SENIOR VICE PRESIDENT, EUROPE, AFRICA, MIDDLE EAST, ARMSTRONG BUILDING PRODUCTS
CORE FACULTY TEAM

John Burrows  
Senior Lecturer in Leadership, the University of Chicago Harris School of Public Policy

• PhD in behavioral science, University of Chicago; MBA, Chicago Booth
• Teaches general management, leadership, and negotiations for Chicago Booth Executive Education
• Previously, served as partner with Accenture and held senior roles in sales and marketing at enterprise software companies including Siebel and Oracle
• Teaching and research interests include organizational design, workforce analytics, social network analysis, and social capital

Dr. Nancy Tennant  
CEO, Innovation Universe, and Vice President Global Innovation, Whirlpool Corporation, Emeritus

• One of the world’s leading thinkers and theoretic practitioners in transforming businesses and NGOs to achieve innovation
• Named one of the 25 Innovation Champions in the world by Bloomberg Businessweek
• Coauthor of three best-selling books on innovation and virtual teams

Ed Miller  
Lecturer, Chicago Booth; Principal, Ed Miller Coaching and Consulting

• MBA in finance and marketing, Chicago Booth
• More than 25 years of coaching, management, and consulting experience
• Has worked with clients ranging from startup and midsize organizations to Global 100 firms

12 APPLY TODAY: ChicagoBooth.edu/AMP
PARTICIPANT PROFILE

David Andalcio

“The depth of the program has secured immediate benefits for me, my employees, and the clients that count on executives, such as myself, to be leaders in their industry; a modern education with Chicago Booth will help to ensure that you are too. The University of Chicago Booth School of Business is your tool in your toolbox for success and breaking barriers in today’s ever-changing environment.”

David Andalcio
CEO of Wynndalco Enterprises
If you are ready to build on your success and take your career to the next level, Chicago Booth is ready for you.

**PROGRAM DATES AND FEES**

**Introductory Session: Leader as Person**  
October 14–18, 2019

**Midcourse Session: Leader and the Organization**  
April 20–24, 2020

**Capstone Session: Leader and the Community**  
November 9–13, 2020

**USD $56,000**

The fee includes tuition, course materials, continental breakfast, lunches, refreshments, some group activities, and select class dinners. Accommodations and transportation costs are not included.

**PROGRAM ADMISSIONS**

For your convenience, both an online application and a mail-in application are available on our website at [ChicagoBooth.edu/AMP](http://ChicagoBooth.edu/AMP). To apply for the program, candidates must submit:

1. A completed application, which can be accessed at the AMP website
2. A resume or brief biography
3. A letter of recommendation from a member of the sponsoring organization’s executive management team, describing the applicant’s background and motivation for enrolling in the program, as well as why the applicant would benefit from attending

Applications are accepted on a rolling basis and are reviewed immediately upon submission. During the review process, a member of the admissions committee may contact you or your executive sponsor to discuss your application.

To ensure your place in the program and to receive advanced preparation materials in a timely manner, please submit your application at least six weeks in advance of the start of the Introductory Session. Late applications will be considered if space is available.

**CERTIFICATION OF COMPLETION**

The University of Chicago Booth School of Business awards the Advanced Management Program Certificate upon successful completion of the program.

**DEPOSIT**

A $1,000 nonrefundable deposit is required upon program acceptance.

**PROGRAM CANCELLATION POLICY**

Due to the costs of organizing the program, the following cancellation policy is in effect:

- More than 30 days’ notice: 0% Cancellation—0% Transfer Fee
- 14 to 30 days’ notice: 30% Cancellation—15% Transfer Fee
- Less than 14 days’ notice: 50% Cancellation—25% Transfer Fee

No refunds will be given if withdrawal is made after the start of the program. Qualified substitutes for registrants can be accommodated in advance with written notice.

The University of Chicago reserves the right to change seminar arrangements without notice. This includes, but is not limited to, curricula, courses, faculty, tuition, fees, policies, and rules.

**NEED MORE INFORMATION?**

The University of Chicago Booth School of Business  
450 N. Cityfront Plaza Dr.  
Chicago, IL 60611-4316

P: 312.464.8732  
F: 312.464.8731  
E: exec.ed@chicagoboosth.edu

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LOCATION AND ACCOMMODATIONS

Sessions are held at Chicago Booth’s Gleacher Center, 450 North Cityfront Plaza Drive, on the north bank of the Chicago River in the heart of the downtown area known as the Magnificent Mile. Gleacher Center offers an ideal setting for academic programs with state-of-the-art classrooms and exceptional cuisine by Wolfgang Puck Catering.

For our out-of-town participants, Chicago Booth reserves a block of rooms at various hotels in close proximity to Gleacher Center. Participants must directly contact the appropriate hotel at least three weeks prior to the program’s start date. After this time, the hotels cannot guarantee accommodations.