LEADERSHIP PROGRAMS

2020 EXECUTIVE EDUCATION GUIDE

CHICAGO BOOTH
Executive Education

CHICAGO LONDON HONG KONG
MAKE THE CHICAGO APPROACH™ YOUR OWN

INQUIRY. INSIGHT. IMPACT.

As an Executive Education participant, you will have a transformational experience at Chicago Booth that will help you become a more empowered, impactful leader.

BUILD ON YOUR CAREER SUCCESS AT BOOTH

The University of Chicago Booth School of Business is the second oldest business school in the United States and the first to teach executives. Our academic programs consistently rank among the top schools in surveys worldwide.

In our Executive Education programs, ideas compete and people collaborate. Concepts are authentically and rigorously tested and refined through honest and thoughtful discussion and discourse. After being immersed in one of our programs, you will leave Booth prepared to face any business challenge, at any company, in any industry—for the entirety of your career.

MAXIMIZE YOUR TEAM’S IMPACT

Often, organizations send a team of employees to our programs to increase team dynamics and foster a common goal. Our leadership programs provide the perfect opportunity to learn—as a team—how to effectively manage change for success.

Benefits of group enrollment include:

- Discounted program pricing
- Simple group registration process
- Opportunities for your team to collaborate with each other and learn from global participants facing similar business challenges

LEARN FROM TODAY’S TOP STRATEGIC LEADERS

Accomplished teachers, researchers, and active consultants, our leadership faculty develop and advance the theories that underlie business—and relate them to your role within your organization with powerful results. Our multifaceted approach to leadership is based on a fundamental concept developed by our faculty: the success of an enterprise requires effective use of human capital and social capital.

The late Gary Becker, a Chicago Booth professor, received a Nobel Prize for his work on human capital, while Booth Professor Ron Burt pioneered the concept of social capital. For today’s executive leaders, having a thorough understanding of both of these assets and knowing how to leverage them to maximize your organizational capital are essential for long-term success. There’s simply no better place to study these topics than at the school that invented them.

Booth faculty members in leadership present topics in a variety of ways, including lectures, case studies, and small group discussions using a range of media. This comprehensive approach helps elevate your learning experience at Booth.

CUSTOM LEARNING SOLUTIONS

In addition to the Executive Education programs listed in this guide, Chicago Booth also offers high-impact custom learning solutions that are tailored to meet the specific leadership development objectives of our clients.

To learn more about creating a custom program with Booth, visit ChicagoBooth.edu/ExecEd or contact us at +1 312.464.8732.
FIND THE RIGHT PROGRAM FOR YOU

WHO SHOULD ATTEND

Our leadership programs are designed for the mid- to senior-level executives in charge of creating value for their organizations by advancing their leadership skills. Our leadership programs are an excellent fit for executives who manage high-performing teams, manage during times of change, build cross-functional and cross-organizational relationships, and negotiate or influence for the better of their organization. You will leave Booth with a new set of leadership skills to bring your organization to new heights.

ESSENTIALS OF EXECUTIVE LEADERSHIP: THE PSYCHOLOGY OF MANAGEMENT (EEL)
KEY BENEFITS: Learn to apply insights from the discipline of social psychology to build your ability to effectively lead and manage people, processes, and situations.

HIGH-PERFORMANCE LEADERSHIP (HPL)
KEY BENEFITS: Learn to create a high-performance environment to drive financial results, inspire innovation, and accelerate growth.

LEADING ORGANIZATIONAL CHANGE (LOC)
KEY BENEFITS: Learn powerful methods to revitalize your organization, gain cooperation, and improve strategic thinking and creative problem-solving.

NEGOTIATION AND DECISION-MAKING STRATEGIES (NDMS)
KEY BENEFITS: Acquire frameworks to improve your negotiation skills, your influence, and your decision-making process.

PHYSICIAN LEADERSHIP PROGRAM
KEY BENEFITS: Learn to manage multidisciplinary teams and implement strategic financial decisions for profitable growth.

STRATEGIC BUSINESS LEADERSHIP: ENGAGEMENT, PERFORMANCE, AND EXECUTION (SBL)
KEY BENEFITS: Learn how to use the tools in social capital to build cross-functional, cross-organizational relationships and get ahead of the competition.

LEADING HIGH-PERFORMANCE ORGANIZATIONS—HONG KONG (LHPO-HK)
KEY BENEFITS: This two-day program is designed to provide those in leadership roles with techniques to encourage an environment necessary for long-term, profitable growth.

NEGOTIATIONS: STRATEGIES AND PROCESSES FOR IMPACTFUL OUTCOMES—HONG KONG (NSP-HK)
KEY BENEFITS: Understand different strategic choices and interpersonal skills that drive relative success at the bargaining table in this two-day program.

LIVE-ONLINE PROGRAMS

COURAGEOUS LEADERSHIP FOR HIGH-PERFORMING ORGANIZATIONS (CL)
KEY BENEFITS: Discover how to lead with courage for an agile, high-performance environment.

HIGH-STAKES DECISIONS: MANAGE RISK AND REPUTATION (HSD)
KEY BENEFITS: Develop proactive risk management and communication strategies to better lead your organization through times of crisis and uncertainty.

NEGOTIATE WITH INFLUENCE: SHAPE DECISIONS AT THE BARGAINING TABLE (NI) and (NI-Asia)
KEY BENEFITS: Learn how to negotiate to achieve more value while maximizing the benefits for your organization and yourself.

ONLINE PROGRAM—COMING SOON

BEHAVIORAL ECONOMICS: NUDGING TO SHAPE DECISION-MAKING (BE)
KEY BENEFITS: Learn how to leverage behavioral economic insights to improve economic, policy, and management outcomes.

Our emphasis on agility, delivering high performance, and implementing change creates executives who stand out because of the authenticity, incisiveness, and clarity they bring to leading their organizations.
COURAGEOUS LEADERSHIP FOR HIGH-PERFORMING ORGANIZATIONS (CL)

Discover how to lead with courage for an agile, high-performance environment.

Rising to meet challenges and adversity tend to be watershed moments in a leader’s career. Whether navigating the complex turbulent landscape of a global pandemic, managing technological change, or responding to economic setbacks, the highest-performing leaders are those who are brave, resilient, and embolden others in their organization to action.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level executives who are charged with having tough talks, minimizing fears, and mobilizing an organization to move ahead amid uncertainty.

Leaders from a wide range of industries and organizations, including corporations, associations, nonprofits, startups, and public sector organizations, will find this program beneficial. Executives from most job titles and functions will also benefit from attending this program, including entrepreneurs and consultants; and those in finance, operations, business development, human resources, sales, marketing, general management, donor relations, and operations.

PROGRAM BENEFITS

By attending this program, you will:

• Build respect by learning to lead with courage and confidence by representing your most authentic self
• Explore and encourage the characteristics of a high-performance environment
• Acquire effective communication tools to have courageous conversations, tackle tough issues, and deliver bad news
• Discover how to manage change agents and build agility within your organization

PROGRAM OUTLINE

Courageous Leadership in Challenging Times – Part 1

• Drive high performance in uncertain economic times
• Increase ROI through ROB (brainpower)
• Lead with the heart, not fear
• Learn the three drivers of high performance
• Foster the flow: oxytocin not adrenaline
• Learn the correlation between high-performance attributes and trust
“Leadership is not for the faint of heart—brave leaders face challenges head-on.”

SUSAN LUCIA ANNUNZIO
PRESIDENT AND CEO, CENTER FOR HIGH PERFORMANCE

PROGRAM OUTLINE (CONTINUED)

Courageous Leadership in Challenging Times – Part 2
- How leadership behavior affects results
- Have the courage “to be the last to speak”
- Lead with your values
- Identify leadership Moments of Truth

Managing Change with Resilience
- Learn the 20/60/20 rule, moving the middle, and identifying and enabling top performers
- Identify unspeakable subjects and highly visible statements of change
- Destroy “sacred ducks”
- Mobilize the grapevine

Courageous Communication to Encourage Positive Thinking, Agility, and Change
- Master key communication concepts that allow thinking to thrive
- Explore the anatomy of a miscommunication
- Learn the importance of empathy
- Diffuse negative emotions and challenge assumptions
- Tackle touch questions
- Deliver bad news

LIVE-ONLINE FORMAT

Our live-online programs are delivered in a synchronous format where you’ll engage with faculty, industry leaders, and with a global set of peers in an interactive, high-impact virtual environment. These programs often blend live sessions with activities, projects, and readings to deepen one’s understanding of the materials. The benefit to this format is that you’ll receive Booth’s rigorous content, in short, digestible sessions held multiple times weekly and spanning over a few weeks.

FACULTY

Susan Lucia Annunzio
President and CEO, Center for High Performance

Note: Program, instructors, and fee are subject to change.
HIGH-STAKES DECISIONS: MANAGE RISK AND REPUTATION (HSD)

Develop proactive risk management and communication strategies to better lead your organization through times of crisis and uncertainty.

WHO SHOULD ATTEND?

This program is designed for senior leaders who are responsible for making high-stakes decisions to protect, prepare, or move their organization ahead. It benefits those who are involved in developing a proactive strategic risk management approach for their organization or who play a role in managing their organization’s reputation and risk to shareholders, customers, employees, and other key stakeholders.

Executives from a wide range of industries and organizations, including corporations, startups, and public sector organizations will find this program beneficial. Suggested titles include board of directors, C-suite executives, senior vice presidents, entrepreneurs, and other senior executives.

PROGRAM BENEFITS

By attending this program, you will:
• Scan the horizon for red flags in government and market conditions to better protect your organization from potentially disruptive events
• Broaden your perspective to better understand your organization’s vulnerabilities
• Cultivate a resilient organization in times of uncertainty and change
• Learn how to leverage and enhance your organization’s reputation as a tool in your crisis management planning
• Gain effective communication and messaging frameworks that can be applied to diverse audiences such as investors, customers, employees, and government officials when your organization’s reputation is on the line

PROGRAM OUTLINE

Scanning the Horizon: A Proactive Strategic Risk Management Approach
• Learn how to put your domain expertise in the context of broader risks that pose a threat to your organization and the economy more generally
• Uncover fragile interconnections to understand systemic risks that can emerge from events such as pandemics, policy changes, financial crisis, and supply chain disruptions
• Discover how to step outside your organization in order to understand your vulnerabilities and avoid being hurt as an “innocent bystander”
• Gain the strategic mindset to capitalize on new opportunities that occur as a result of a crisis
PROGRAM OUTLINE (CONTINUED)

- Examine unintended consequences and global spillovers of policy responses to crises and macro volatility
- Apply a risk and reward framework “Urgency, Mission, Agility, and Persistence”—to encourage innovation, manage disruption, and UMAP your future

High-Stakes Leadership: Dealing with Uncertainty and Managing Reputation

- Cultivate resilient, high-performance teams in difficult times
- Learn how to optimize thinking during change and uncertainty
- Understand the important role of emotions and empathy during change?
- Improve strategic communication to lead effectively, guard against miscommunication, and avoid reputational damage
- Gain the communication tools to tell bad news, diffuse negativity, tackle tough questions and unspeakable subjects, and make loud statements of change
- Acquire frameworks to formulate effective messages for different audiences and stakeholders

FACULTY

Randall S. Kroszner  
*Deputy Dean for Executive Programs and Norman R. Bobins Professor of Economics, Chicago Booth*

Susan Lucia Annunzio  
*President and CEO, Center for High Performance*

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

PROGRAM DETAILS

DATES

September 22–October 22, 2020  
February 2–March 5, 2021

PROGRAM FORMAT

Live-Online

Weekly live sessions, group projects, and offline self-study assignments

DURATION

Live-Online: 90 minutes per week  
Offline self-study: 1 to 3 hours per week

SCHEDULE

Live-online sessions are held on Tuesdays and Thursdays from 10–11:30 a.m. US Central Time. These sessions are recorded, but you are highly encouraged to participate live.

INVESTMENT

$4,500

LEARN MORE

ChicagoBooth.edu/HSD
NEGOTIATE WITH INFLUENCE: SHAPE DECISIONS AT THE BARGAINING TABLE (NI) and (NI-Asia)

Learn how to negotiate to achieve more value while maximizing the benefits for your organization and yourself. This live-online program is conveniently offered during US Central Time and Hong Kong Time.

In today’s fast-paced, high-stakes business environment, new opportunities may present themselves at any moment, and executives must be prepared to negotiate. Negotiation skills may make the difference between a favorable and detrimental outcome for your organization. In this program, you’ll learn how to negotiate to achieve more value while maximizing the benefits for your organization.

WHO SHOULD ATTEND?

This program is an excellent fit for early and mid-career executives who seek to grow their negotiation skills for the benefit of their careers and organizations. Leaders from a wide range of industries and organizations, including corporations, associations, nonprofits, startups, and public sector organizations, will find this program beneficial.

Executives from most job titles and functions will also benefit from attending this program, including entrepreneurs and consultants. And those in legal, sales, marketing, real estate, community and social service, information technology, business development, human resources, sales, marketing, general management, and donor relations.

PROGRAM BENEFITS

By attending this program, you will:

• Gain essential strategies to negotiate with influence to prepare for success
• Explore your individual negotiation style and how hidden psychological biases may shape outcomes
• Discover the characteristics of a successful agreement and how social capital can help create organizational value at the bargaining table
• Learn how cultural and cross-border differences can influence negotiations in significant ways
• Understand different strategic choices and interpersonal skills that drive success to create a win-win scenario

PROGRAM OUTLINE

Essentials in Negotiations

• Practical negotiation concepts, techniques, and tactics
• The cognitive aspects of negotiation
• Negotiation approaches and styles
“I have undertaken a number of professional training courses involving negotiation skills. Learning from Booth is one of the most comprehensive in terms of pulling together theory, psychology, and practical elements.”

ERIC DAVIDSON
VICE PRESIDENT, ASIA-PACIFIC-EUROPE-MIDDLE EAST-AFRICA; MODULAR MINING SYSTEMS

**PROGRAM OUTLINE (CONTINUED)**

**Common Psychological Biases and Their Impact on Outcomes**
- Explore individual differences in negotiation styles
- Time and deadline influence in negotiation behaviors
- Value claiming versus value creating
- Integrative negotiation and joint gains

**Influence in Your Negotiations**
- Social capital and leadership techniques for influence
- Bargaining ethics, legal lines, and dishonesty
- Multicultural negotiation considerations
- Real-world constraints and cross-border negotiations

**Negotiation Tools and Multiparty Negotiations**
- Contingent contracts
-Coalitional negotiations
- Standards of fairness
- Commitments and threats

**LIVE-ONLINE FORMAT**

Our live-online programs are delivered in a synchronous format where you’ll engage with faculty, industry leaders, and with a global set of peers in an interactive, high-impact virtual environment. These programs often blend live sessions with activities, projects, and readings to deepen one’s understanding of the materials. The benefit to this format is that you’ll receive Booth’s rigorous content, in short, digestible sessions held multiple times weekly and spanning over a few weeks.

**FACULTY**

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

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

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**PROGRAM DETAILS**

**DATES**
- October 5–14, 2020 (CST)
- February 1–10, 2021 (CST)
- October 6–15, 2020 (HKT)
- 2021 Hong Kong program dates coming soon

**PROGRAM FORMAT**

*Live-Online*

**DURATION**

4–6 hours per week
Program is two weeks in length

**SCHEDULE**

*Online program:* Live sessions are held twice a week from 10 a.m.–Noon US Central Time on Mondays and Wednesdays

*Hong Kong program:* Live sessions are held from 9:00–11:00 a.m. HKT on Tuesdays and Thursdays

**INVESTMENT**

$2,500 USD

**LEARN MORE**

ChicagoBooth.edu/NI
ChicagoBooth.edu/NI-HK (Hong Kong)
BEHAVIORAL ECONOMICS: NUDGING TO SHAPE DECISION-MAKING (BE)

Learn how to leverage behavioral economic insights to improve economic, policy, and management outcomes.

Organizations around the globe are increasingly using “nudge thinking” to help people make more efficient decisions. Nudge units are applying insights from the field of behavioral science to design policy, create change, and build a customer-centric approach to strategy. When these insights are applied to management, leaders discover new ways to drive enterprise value, improve product and service design, and help stakeholders make better choices.

In this online program, executives will learn how to leverage behavioral economic insights to improve economic, policy and management outcomes.

WHO SHOULD ATTEND?

This program is designed for mid- to senior-level employees from around the world who are responsible for making impactful, efficient, and economic decisions for their organizations. Those who are in the role of presenting choices to clients, customers, and key stakeholders (choice architects), will benefit from this program.

In addition, those in the fields of marketing, sales, business development, market research, consulting, policy, and entrepreneurial pursuits will find this program beneficial, as well as executives working in a wide range of industries, such as healthcare, utilities, insurance, banking, retail, manufacturing, nonprofit, and governmental agencies.
PROGRAM BENEFITS

By attending this program, you will:

• Learn how to design products and services that create more value for customers
• Discover the emotional and cognitive underpinnings of economic behavior and how agents make decisions
• Explore hidden biases and heuristics that either reinforce, or counteract, outcomes
• Discover how choice architecture may optimize decisions to benefit economic, regulatory, and policy creation strategies
• Gain the frameworks to draw actionable insights from data intelligence to improve customer experiences
• Discover the tools to optimize your value proposition for greater influence and impact
• Increase management decision outcomes that result in improved enterprise-wide efficiencies and processes

FACULTY

Devin G. Pope
Professor of Behavioral Science and Robert King Steel Faculty Fellow, Chicago Booth

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

PROGRAM DETAILS

DATES
Check back soon for dates

PROGRAM FORMAT
Online

DURATION
4 to 6 hours per week
Program is two weeks in length

INVESTMENT
$2,500

LEARN MORE
ChicagoBooth.edu/BE
ESSENTIALS OF EXECUTIVE LEADERSHIP: THE PSYCHOLOGY OF MANAGEMENT (EEL)

Learn to apply insights from the discipline of social psychology to build your ability to effectively lead and manage people, processes, and situations.

WHO SHOULD ATTEND?

This program will benefit current managers and executives who seek to enhance their management skills and effectiveness within the context of their organization and individual performance. It is ideal for anyone with current or anticipated management responsibilities, ranging from mid- and senior-level management to people expecting to take on a leadership role.

PROGRAM BENEFITS

By attending this program, you will:

• Understand the nature and dynamics of interpersonal and team behavior related to organizational performance and effectiveness
• Develop a framework for analysis and action around your management challenges
• Identify behaviors and situational factors to improve your future outcomes

PROGRAM OUTLINE

Introduction to Essentials of Executive Leadership

• How can we learn the right lessons from experience by employing insight and action skills?

(Mis)Forming Impressions about Others

• How do we acquire and seek out information about others to form impressions?
• How do you defend yourself against bias and use this knowledge strategically?
• What are the limitations of intuition in managing others?
• How do we improve accuracy in decisions about others?

Persuasion and Influence

• How do leaders effectively shape the beliefs, convictions, and actions of others?
• What are the frameworks for effectively influencing others?
• What are the techniques for influencing difficult small group meetings?
“Great program. I believe that with the framework to continue to learn and apply skills learned here, I will be a more effective manager—providing greater value to the organization, customers, and more importantly, my immediate team.”

DONALD CONLEY
DIRECTOR OF TRANSPORTATION SERVICES, UNION PACIFIC RAILROAD

PROGRAM OUTLINE (CONTINUED)

Systematic and Critical Thinking: Decision-Making
- What does it mean to frame decisions, and how do we ask the right questions?
- How do we recognize and avoid decision traps?
- In what ways can we improve our decision-making process?
- How do implicit preferences impact our decisions?
- In what ways can we improve our decision-making for strategic advantage?

Competition and Cooperation: Negotiation
- What are the best ways to prepare for a complex negotiation?
- How can negotiation outcomes be improved?
- What role does creativity play in reaching agreements?
- How do implicit preferences impact our decisions?

Social Psychology: The Power of the Situation
- What is the relationship between personal characteristics and situational factors?
- In what ways can we improve our decision-making for strategic advantage?

FACULTY

Linda E. Ginzel
Clinical Professor of Managerial Psychology, Chicago Booth

Bernd Wittenbrink
Robert S. Hamada Professor of Behavioral Science, Chicago Booth

Boaz Keysar
William Benton Professor of Psychology, University of Chicago

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

PROGRAM DETAILS

DATES
2021 dates coming soon

INVESTMENT
$10,950
(accommodations not included)

LOCATION
Chicago Booth
Gleacher Center
Chicago

LEARN MORE
ChicagoBooth.edu/EEL
HIGH-PERFORMANCE LEADERSHIP (HPL)

Learn to create a high-performance environment that drives financial results, inspires innovation, and accelerates growth.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers and executives who create value for their organizations. The program provides techniques for encouraging an environment necessary to sustain long-term, profitable growth.

PROGRAM BENEFITS

By attending this program, you will:

• Create a plan to eradicate the barriers to high performance in a business unit
• Identify, replicate, and nurture high-performance behaviors and workgroups throughout the organization
• Develop a structured approach to preparing for and thinking about negotiations and everyday influence situations

PROGRAM OUTLINE

Introduction to High-Performance Leadership
• Learn what drives high performance in uncertain economic times
• Identify the three drivers and corresponding attributes of a high-performing work environment

Leadership: Encouraging a High-Performance Environment
• Explore familiar leadership styles and the correlation between leadership style and resultant behaviors
• Identify and enable top performers

The Tenets of a High-Performance Environment
• Explore how good leaders manage change
• Learn how to optimize thinking during change
• Discover the power of the 20/60/20 rule, unspeakable subjects, and making loud statements of change

Respectful Communication
• Communicate to encourage high performance
• Discuss the key concepts of communication that allow thinking to thrive
“Chicago has created a wonderful program to aid in the education of business leaders. I received practical tools that I can use immediately to make my associates feel more valued. I will be a better leader as a result of participating in this program.”

PETER CAREY
NATIONAL ASSET RECOVERY MANAGER, TOYOTA MOTOR CREDIT CORP.

PROGRAM OUTLINE (CONTINUED)

Building a High-Performance Environment
• Learn from each other’s experiences and brainstorm new ideas
• Implement quick wins to take back and begin implementing immediately

Influence and Collaboration: Negotiation
• Become a more effective negotiator
• Prepare for negotiations and everyday influence situations
• Practice and improve influence and collaboration skills

Now Discover Your Strengths
• Take the CliftonStrengths profile to discover your strengths
• Leverage your personal strengths to lead transformational change

Critical Thinking and Consensus: Decision-Making
• Importance of group process dynamics
• Pitfalls and benefits of team decision-making
• Explore the elements of team processes for making decisions

Celebrating Heroes
• Recognize and celebrate heroes within the company
• Craft real-life examples

FACULTY

Linda E. Ginzel
*Clinical Professor of Managerial Psychology, Chicago Booth*

Sonny Garg
*Global Lead for Energy Solutions, Uptake*

Susan Lucia Annunzio
*President and CEO, Center for High Performance (CfHP)*

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

PROGRAM DETAILS

DATES
2021 dates coming soon

INVESTMENT
$10,950
(accommodations not included)

LOCATION
Chicago Booth
Gleacher Center
Chicago

LEARN MORE
ChicagoBooth.edu/HPL
LEADING HIGH-PERFORMANCE ORGANIZATIONS—
HONG KONG (LHPO-HK)

Through this two-day program offered in Hong Kong, regional and global executives will learn behaviors that accelerate or stifle high performance, how to better leverage positive attributes of a work environment, and techniques to build performance drivers into their organizations.

WHO SHOULD ATTEND?

This program will benefit mid- to senior-level managers whose unit is charged with creating value for the organization and who are responsible for leading and managing change. The program is designed to provide regional and global executives in leadership roles with techniques to encourage an environment necessary for long-term, profitable growth.

PROGRAM BENEFITS

By attending this program, you will:
• Learn to recognize and encourage the characteristics of high-performing workgroups
• Acquire the skills and tools to build a high-performance work environment
• Lead more effectively and drive strategic direction by leveraging your strengths

PROGRAM OUTLINE

Introduction to High-Performance Leadership
• Driving high performance in uncertain economic times
• Three drivers and corresponding attributes
• Leadership challenges and ramifications

Leadership: Encouraging a High-Performance Environment
• How leadership behavior encourages/discourages the workforce
• Familiar leadership styles
• The vocabulary of leadership
• Leadership styles and resultant behaviors
• Identifying and enabling top performers

The Fundamentals of a High-Performance Environment
• Optimizing thinking during change
• The 20/60/20 rule, unspeakable subjects, and highly visible statements of change
• Creating flexible work environments
“Over the course of two days, we were able to see some of the critical behaviors of high-performance leadership within our group itself as demonstrated by building trust, sharing, and becoming more willing to listen to different viewpoints.”

YASIR YOUSUFF
SENIOR DIRECTOR, GLOBAL GEO PRODUCT MARKETING, EMC²

PROGRAM OUTLINE (CONTINUED)

Building a High-Performance Environment
• Key leadership attributes in a high-performance environment
• Learning from others’ experiences and brainstorming new ideas
• Quick wins to take back

Respectful Communication: More than the Dissemination of Information
• Communicating to encourage high performance
• Key concepts of communication that allow thinking to thrive
• Implicit versus explicit rules of communication
• How communication breaks down and stifles high performance
• The anatomy of a miscommunication
• Diffusing negative emotions
• Challenging assumptions
• Answering tough questions

Now Discover Your Strengths
• Take the CliftonStrengths profile to discover your strengths
• Leverage your personal strengths to lead transformational change

Celebrating Heroes
• Recognizing and celebrating heroes within the organization
• Examples from other organizations

HERITAGE COURTYARD AND INTERPRETATION CENTRE TOUR
Our Hong Kong campus is home to the Heritage Courtyard and Interpretation Centre. Program participants are offered a tour and access to exhibitions highlighting the unique history of our Mount Davis site.

FACULTY
Susan Lucia Annunzio
President and CEO, Center for High Performance (CfHP)

Note: Program dates, instructors, and fee are subject to change.

PROGRAM DETAILS
DATES
2021 dates coming soon

INVESTMENT
US $3,800
(accommodations not included)

LOCATION
The Hong Kong Jockey Club
University of Chicago Academic Complex | The University of Chicago Francis and Rose Yuen Campus in Hong Kong
168 Victoria Road
Mount Davis
Hong Kong

LEARN MORE
ChicagoBooth.edu/LHPO
LEADING ORGANIZATIONAL CHANGE (LOC)

Learn powerful methods to revitalize your organization, gain cooperation, improve strategic thinking and creative problem-solving, boost performance, and extract maximum benefit from new opportunities.

WHO SHOULD ATTEND?

This program is targeted to senior executives endeavoring to guide and catalyze significant and sustainable change. If you are in the midst of, or are about to initiate, important changes to processes, strategies, structures, or culture, this program is for you. The program is especially recommended for leaders who are looking for new ideas; eager to engage with fellow participants in discussion, consultation, and experiential exercises; and committed to implementing an action plan for change in their business, nonprofit, or governmental organization.

PROGRAM BENEFITS

By attending this program, you will:

• Build organizational agility
• Manage up, down, and sideways
• Move from competing agendas to organizational alignment
• Win hearts and minds to the efforts ahead
• Drive creativity and flexibility in problem-solving
• Guide people through the complexities of change
• Leverage dilemmas to strengthen organizational strategy
• Lead your organization to seize new opportunities
• Anchor your plan of action to the real-world business challenges you are facing
• Benefit from postprogram consultation with the program faculty

PROGRAM OUTLINE

Building Organizational Agility

• Establish trust and credibility as a leader
• Create a change-ready climate
• Build and maintain a shared vision

Exploiting Dilemmas

• Uncover crucial managerial and strategic dilemmas
• Recognize and manage “natural tensions”
• Use dilemmas to create better strategies and tactics
“This class, without a doubt, was the most beneficial of any I’ve taken. The balance of theory and application was tremendous. The entire class was engaging and informative. This is a must take for any leader!”

AMY OHDE
SENIOR DIRECTOR, FIELD DEVELOPMENT, CHICK-FIL-A

PROGRAM OUTLINE (CONTINUED)

Winning Hearts and Minds
• Recognize the mental blocks to accepting new ideas
• Win over skeptics and naysayers
• Overcome resistance to change

Leading Diverse Stakeholders to a Common Future
• Uncover conflicting goals, beliefs, and expectations within your organization
• Manage differences and rivalries
• Understand your organizational culture and subcultures

Encouraging Creativity and Flexibility in Problem-Solving
• Frame problems for optimal solutions
• Foster innovative thinking
• Build top-notch teams for recognizing and seizing new opportunities

Seeing and Communicating the Big Picture
• Understand the sources of unintended consequences
• Use “Systems Thinking” to reduce chaos
• Improve coordination while avoiding “working at cross purposes”

Developing New Skills and Behaviors
• Motivate people in times of transition
• Provide feedback that people will accept and use
• Manage performance

Developing Action Plans
• Create concrete strategies for leading organizational change
• Get everyone on board for the trip
• Lead up: upward change management

FACULTY

Joshua Klayman
Professor Emeritus of Behavioral Science, Chicago Booth;
Partner, Humanly Possible®, Inc.

Jackie Gnepp
President, Humanly Possible®, Inc.

Note: Program dates, instructors, and fee are subject to change.
NEGOTIATION AND DECISION-MAKING STRATEGIES (NDMS)

Learn how to negotiate hard, with integrity, using the basic influence techniques of professional negotiators. You will learn how to acquire frameworks to improve your negotiation skills, influence for success, and improve decision-making processes.

WHO SHOULD ATTEND?

This program is designed to benefit middle, upper-middle, and senior-level managers, who would like to enhance their influence—both internally in their organizations and externally with other organizations and vendors—by improving their negotiation and decision-making skills.

PROGRAM BENEFITS

By attending this program, you will:
• Practice a systematic and insightful approach to negotiations and decision-making
• Monitor and improve your negotiation skills with personalized coaching and feedback from faculty
• Evaluate your performance across situations and people
• Learn how to adapt your negotiation approach to different situations and people
• Know what information is needed to negotiate effective outcomes

PROGRAM OUTLINE

The Psychology of Decision-Making Processes
• Framing decisions and assessing uncertainty
• Seeking information to be more informed
• Managing uncertainty to manage risk
• Recognizing and overcoming biases

Beginning with the Toughest: Price Negotiation
• Negotiating hard with integrity
• Untangling relationship building and price negotiations
• Balancing assertiveness and empathy in negotiations

Techniques for Creating Value
• Identifying tools for uncovering the interests of negotiation partner
• Moving from zero-sum positions to mutually satisfying agreements
• Quantitative preparation techniques for measuring interests and tradeoffs

REGISTER TODAY: ChicagoBooth.edu/ExecEd
“The course provided me with the useful skills that I can apply tomorrow that will benefit not only my organization but also my career objectives. I highly encourage anyone involved in negotiations to take this course.”

BARRY DRASKOVICH, VICE PRESIDENT, PROGRAM AND CONTRACT MANAGEMENT
PARKER-HANNIFIN CORPORATION

**PROGRAM OUTLINE (CONTINUED)**

**Influence Techniques and Problem-Solving**
- Adapting common influence tactics and defenses
- Leveraging creative problem-solving as a negotiation technique

**Coalitions, Power, and Fairness**
- Influencing outcomes when lacking formal authority
- Strategically forming and using coalitions to build power
- Confronting issues of equity within groups and coalitions

**Organizational Decision-Making**
- Preparing for complex negotiations by designing a productive process and agenda
- Managing joint decision-making and obtaining buy-in from large groups

**Action Planning: Putting It All into Practice**
- Construct your personal negotiation strategy in one-on-one expert consultations
- Synthesize all frameworks and hard skills developed during the week in a final multiparty negotiation exercise

**FACULTY**

**George Wu**  
*John P. and Lillian A. Gould Professor of Behavioral Science, Chicago Booth*

**Ayelet Fishbach**  
*Jeffrey Breakenridge Keller Professor of Behavioral Science and Marketing and IBM Corporation Faculty Scholar, Chicago Booth*

Note: Program dates, instructors, and fee are subject to change.

**PROGRAM DETAILS**

**DATES**
2021 dates coming soon

**INVESTMENT**
$10,950  
(accommodations not included)

**LOCATION**
Chicago Booth
Gleacher Center
Chicago

**LEARN MORE**
ChicagoBooth.edu/NDMS
NEGOTIATIONS: STRATEGIES AND PROCESSES FOR IMPACTFUL OUTCOMES—HONG KONG (NSP-HK)

Become a more effective negotiator by developing your “tool kit” of negotiation tactics and strategies. Through this program offered in Hong Kong, you will learn an extensive set of negotiation experiences in class, practice your skills, and benefit from valuable feedback.

WHO SHOULD ATTEND?

This two-day program will benefit middle, upper-middle, and senior-level managers, who would like to enhance their influence and performance—both internally in their organizations and externally with other organizations and vendors—by improving their negotiation skills.

PROGRAM BENEFITS

By attending this program, you will:

• Learn strategies for analysis and preparing for negotiations
• Understand different strategic choices (and interpersonal skills) that drive relative success at the bargaining table
• Know what information is needed to negotiate effective outcomes
• Engage in a variety of negotiation simulations and receive immediate feedback
• Experiment with new techniques and test their effectiveness in the safety of the classroom

PROGRAM OUTLINE

Essentials in Negotiations

• Basic concepts and tactics of negotiations
• The cognitive aspects of negotiation

Negotiation Approaches and Styles

• Understanding your own negotiation tendencies and style
• Psychological biases and their impact on negotiations
• Individual differences in negotiation styles
• Time and deadlines in negotiations
• Value claiming versus value creating
• Integrative negotiation and joint gains
“This program was top-notch from registration through completion. The subject matter is directly applicable to both personal and professional negotiations. In summary, this class was fantastic. I look forward to my next Chicago Booth class.”

BRADLEY LICKENBROCK
AEROSPACE CORPORATE DEVELOPMENT, HUNTSMAN ADVANCED MATERIALS

PROGRAM OUTLINE (CONTINUED)

Negotiations Tools and Multiparty Negotiations
• Contingent contracts
• Coalitional negotiations
• Standards of fairness
• Commitments and threats

Putting It All Together
• Social capital and strategic negotiations
• Schools of bargaining ethics, legal lines, and dishonesty
• Culture and real-world constraints

HERITAGE COURTYARD AND INTERPRETATION CENTRE TOUR

Our Hong Kong campus is home to the Heritage Courtyard and Interpretation Centre. Program participants are offered a tour and access to exhibitions highlighting the unique history of our Mount Davis site.

FACULTY

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

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

PROGRAM DETAILS

DATES
2021 dates coming soon

INVESTMENT
US $3,800
(accommodations not included)

LOCATION
The Hong Kong Jockey Club
University of Chicago Academic Complex | The University of Chicago Francis and Rose Yuen Campus in Hong Kong
168 Victoria Road
Mount Davis
Hong Kong

LEARN MORE
ChicagoBooth.edu/NSP
PHYSICIAN LEADERSHIP PROGRAM (PLP)

MOVING DATA TO IMPACT
Physician Leadership Program is a physician-only program designed to elevate the leadership skills of physicians in administration roles seeking to accelerate sustainable, profitable growth for their healthcare organization.

PROGRAM OVERVIEW
Physicians within both academic and private practice organizations are faced with improving the quality of care and clinical outcomes, while managing the struggle to reduce healthcare costs and minimize medical errors. At the same time, data analytics has brought new opportunities to understand true costs and revenues, although many healthcare organizations struggle with successfully integrating analytical strategies into their operations.

To effectively tackle these challenges, a successful physician leader must understand the business of medicine, as well as the practice of medicine. Developing the necessary management skills is a requirement for physician leaders to be successful in creating healthy workplace environments.

WHO SHOULD ATTEND?
This program is designed for physicians in administrative leadership positions in academic and/or private healthcare organizations who lead clinical divisions or report to a chair of their departments. The program will be attractive to new section chiefs or department chairs in hospitals, physicians in private practice taking on more oversight and leadership, and younger physicians aspiring toward healthcare leadership positions.

This program is an excellent fit for physicians who are in the leadership capacity to create healthy team environments, improve practice efficiencies, and reduce physician burnout.

PROGRAM BENEFITS
By attending this program, you will:
• Understand the drivers of financial health and quality measurement in order to strategically navigate public reporting requirements, hospital and physician ratings systems, and value-based payment programs
• Learn how to use data-driven evidence to benchmark against the competition and to justify and drive organizational change to improve results
• Cultivate loyal executives and positive work environments by building a personal leadership tool kit that supports authentic leadership and builds influence
• Discover the financial, profitable growth that may occur when combining effective leadership with strategic, analytical decision-making skills within your healthcare organization

REGISTER TODAY: ChicagoBooth.edu/ExecEd
LEADERSHIP CHALLENGE

Unlike other physician leadership programs, Chicago Booth's program integrates a Leadership Challenge into its curriculum for an immersive experience. Working in teams, attendees will be challenged to find a solution to a unique management problem using the application of the programs’ core teachings. Ultimately, attendees will leave the program with a new set of strategic decision-making skills that encompass the evolution and deployment of data to influence internal stakeholders.

CORE SESSIONS

VALUE-BASED HEALTHCARE AND FINANCIAL DRIVERS OF PROFITABILITY

This module is focused on strategies and processes to improve the financial health of your organization. Participants will explore how to evaluate their competition, anticipate new market forces, and identify their organizations’ competitive strengths based on their value curves. Participants will discover tactics to grow their profit margins by gaining insights into how professional fees and clinic reimbursements are generated. Attendees will explore how their clinic financials have a direct impact on their public reporting outcomes and how alternative payment models may improve profit margins. Finally, physicians will discover how patient outcomes impact value-based incentives and rankings.

BUILD YOUR TOOL KIT FOR TRANSFORMATIVE LEADERSHIP

This module will channel your authentic leadership style to lead teams effectively for success. You will discover critical traits for building a high-performance work environment that drives financial results and accelerates sustainable, profitable growth. This session includes how to encourage the attributes associated with a healthy workplace environment and how to influence through collaboration, commitment, communication, and valuing people. You will leave the session with the skills to design and lead in a competitive healthcare organization.

NETWORKING

Participants will experience high-impact learning from Chicago Booth, and their personal networks will grow from meeting fellow physicians with common administrative challenges. Participants will have the option to join a group dinner and welcome reception, and connect with other physicians throughout the program.

PROGRAM DETAILS

DATES

Spring 2021 dates coming soon

INVESTMENT

US $8,700

Fee includes tuition, course materials, continental breakfasts, lunches, refreshments, and select class dinners. Accommodations, meals outside of the program, and transportation are not included.

LOCATION

Chicago Booth
Gleacher Center
Chicago

FACULTY

Dan Adelman
Charles I. Clough, Jr. Professor of Operations Management, Chicago Booth

Bruce L. Gewertz, MD
H & S Nichols Distinguished Professor Chair, Vice Dean for Academic Affairs, Vice President for Interventional Services, and Surgeon-in-Chief, Cedars-Sinai Health System

LEARN MORE

ChicagoBooth.edu/PLP
STRATEGIC BUSINESS LEADERSHIP: ENGAGEMENT, PERFORMANCE, AND EXECUTION (SBL)

Learn how to use the tools in social capital to build cross-functional, cross-organizational relationships, and get ahead of the competition.

WHO SHOULD ATTEND?

This program is designed for executives with significant corporate management responsibility, including senior and upper-middle executives who are responsible for executing business strategies.

PROGRAM BENEFITS

By attending this program, you will:

• Learn how agile leaders adapt to situations and people
• Practice leading, following, and collaborating to influence outcomes
• Explore social capital as a means for navigating networks and organizations
• Identify strategies to manage across organizational boundaries

PROGRAM OUTLINE

The Social Capital of Successful Leaders

• What is social capital?
• Learn how social capital gives executives a competitive advantage
• Understand how leaders build social capital

Leadership Agility

• Recognize how you are playing a leadership role
• Identify the ways others respond to you and how to influence their response
• Adapt and grow in a new role with broader responsibilities

Building Bridges with Strategic Partners

• Identifying a strategic partner
• Driving the exchange between a leader and a strategic partner
• Strategic partners who help retain high-potential employees

Creative Leadership

• Understand when creative thinking has the greatest payoff
• Recognize how much creativity is a result of the job and how much is due to the individual
• Identify the barriers to creative thinking at the organizational level and the personal level
• Build commitment that takes hold by communicating with passion and (selling) a mission
PROGRAM OUTLINE (CONTINUED)

Taking Strategic Action

• Look for the proposed benefits and the potential supporters/blockers
• Identify what resources are needed, who has the resources, and how to get buy-in
• Recognize the indicators that stakeholders will be monitoring
• Identify the critical moments and potential roadblocks that can impede the execution

FACULTY

Harry L. Davis
Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management, Chicago Booth

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

Note: Program dates, instructors, and fee are subject to change.
MEET THE WORLD-CLASS FACULTY

Dan Adelman
Charles I. Clough, Jr. Professor of Operations Management, Chicago Booth

Physician Leadership Program
• PhD in industrial engineering and operations research, Georgia Institute of Technology; MS in operations research, Georgia Institute of Technology
• Research on foundations of the operations research field, as well as studies the link between operational performance metrics and financial performance
• Publishes regularly and holds editorial positions in leading academic journals, including area editor for Operations Research, the flagship journal of the field

Susan Lucia Annunzio
President and CEO, Center for High Performance (CfHP)

High-Performance Leadership
Leading High-Performance Organizations—Hong Kong
Courageous Leadership for High-Performing Organizations
High-Stakes Decisions: Manage Risk and Reputation
• Globally recognized speaker and thought leader on shaping and maintaining high-performance business environments
• Author of prominent books including Contagious Success, voted Fast Company’s Reader’s Choice in January 2005

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

Negotiations: Strategies and Processes for Impactful Outcomes—Hong Kong
Strategic Business Leadership: Engagement, Performance, and Execution
Negotiate with Influence: Shape Decisions at the Bargaining Table
• 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

Harry L. Davis
Roger L. and Rachel M. Goetz Distinguished Service Professor of Creative Management, Chicago Booth

Strategic Business Leadership: Engagement, Performance, and Execution
• MBA, Dartmouth Tuck; MA in sociology; and 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)
Ayelet Fishbach
Jeffrey Breckenridge Keller Professor of Behavioral Science and Marketing and IBM Corporation Faculty Scholar, Chicago Booth

Negotiation and Decision-Making Strategies
• MA and PhD in psychology, Tel Aviv University
• Recipient of Society of Experimental Social Psychology’s Best Dissertation and Career Trajectory Award, Fulbright Educational Foundation Award, and University of Chicago Provost’s Teaching Award

Sonny Garg
Global Lead for Energy Solutions, Uptake

High-Performance Leadership
• MBA, University of Chicago; MPP, Harvard Kennedy School of Government
• Former executive committee and chief information and innovation officer, Exelon Corporation
• Served as a White House Fellow, Crown Leadership Fellow, and a member of the Aspen Global Leadership Network

Bruce L. Gewertz, MD
H & S Nichols Distinguished Chair in Surgery, Vice Dean for Academic Affairs, Vice President for Interventional Services, and Surgeon-in-Chief, Cedars-Sinai Health System

Physician Leadership Program
• MD, Jefferson Medical College; BS, Pennsylvania State University
• Vascular surgeon with 40 years’ experience in academic medicine
• Author of The Best Medicine: A Physician's Guide to Effective Leadership
• Keynote speaker and consultant on leadership and organization, counseling multiple academic institutions and hospitals

Linda E. Ginzel
Clinical Professor of Managerial Psychology, Chicago Booth

Essentials of Executive Leadership: The Psychology of Management

High-Performance Leadership
• MA, PhD in experimental social psychology, Princeton University
• Author of Choosing Leadership
• Founding academic director of corporate executive education at Chicago Booth
• Recipient of several teaching awards, including the 2011 Faculty Excellence Award, the 2014 Impact Professor Award, and the 2019 Hillel J. Einhorn Award in recognition of her exceptional teaching in the Executive MBA Program Asia campus
Jackie Gnepp  
*President, Humanly Possible®, Inc.*

**Leading Organizational Change**
- PhD in clinical psychology and developmental psychology, University of Minnesota
- Licensed consulting psychologist specializing in making leaders more successful
- Research and consulting on improving the effectiveness of managerial feedback, promoting women’s leadership, and using theater-based skills to enhance individual and organizational performance
- Previously associate professor at Northern Illinois University, principle fellow at the Melbourne Business School, and visiting professor at Duke’s Fuqua School of Business

Boaz Keysar  
*William Benton Professor of Psychology, University of Chicago*

**Essentials of Effective Leadership: The Psychology of Management**
- PhD from Princeton University; postdoctoral scholar, Stanford University
- John Simon Guggenheim Memorial Foundation Fellowship, Fulbright Scholarship, and the President’s Service Award by President Clinton
- Major grants from the National Institutes of Health, the National Science Foundation, and the John Templeton Foundation
- Recipient of 2018 Quantrell Award for Excellence in Undergraduate Teaching

Joshua Klayman  
*Professor Emeritus of Behavioral Science, Chicago Booth; Partner, Humanly Possible®, Inc.*

**Leading Organizational Change**
- PhD in cognitive and developmental psychology, University of Minnesota
- Teaching and consulting in change and innovation, organizational learning, and managerial decision-making
- Published work includes research on how people test, revise, and change their beliefs (or fail to); how they learn from experience and feedback (or fail to); and when and why they are over—or under—confident
- Previously visiting professor at INSEAD business school, Melbourne Business School, and Duke’s Fuqua School of Business, and president of the Society for Judgment and Decision Making

Randall S. Kroszner  
*Deputy Dean for Executive Programs and Norman R. Bobins Professor of Economics, Chicago Booth*

**High-Stakes Decisions: Manage Risk and Reputation**
- MA and PhD in economics, Harvard University
- Former governor of the Federal Reserve System and former member of the President’s Council of Economic Advisers
- Frequent commentator in the international media and advisor to financial institutions, government organizations, and central banks throughout the world
Devin G. Pope  
Professor of Behavioral Science and Robert King Steel Faculty Fellow, Chicago Booth

Behavioral Economics: Nudging to Shape Decision-Making

- PhD in economics, UC Berkeley
- Published work in top economics outlets such as the American Economic Review, Quarterly Journal of Economics, Journal of Political Economy, and Review of Economic Studies
- Studies how psychological biases play out in field settings and economic markets

Bernd Wittenbrink  
Robert S. Hamada Professor of Behavioral Science, Chicago Booth

Essentials of Executive Leadership: The Psychology of Management

- PhD, University of Michigan
- Fellow of the Association for Psychological Science
- Associate editor, Journal of Personality and Social Psychology
- Grants from the National Science Foundation and the Russell Sage Foundation

George Wu  
John P. and Lillian A. Gould Professor of Behavioral Science, Chicago Booth

Negotiation and Decision-Making Strategies

- MA in applied mathematics; PhD in decision sciences, Harvard University
- Published widely in a number of journals in economics, management science, and psychology, including Cognitive Psychology, Journal of Personality, and Social Psychology
- Former department editor of Management Science; serves on editorial boards for Decision Analysis, Journal of Behavioral Decision Making, Journal of Risk and Uncertainty, and Theory and Decision
We seek out curious people

In our Executive Education programs, ideas compete and people collaborate. Learn alongside top business professionals from a range of industries and functions. Make valuable business connections with business leaders from across the US and around the globe.

WHO SHOULD ATTEND?

Programs are designed for senior-level executives in both functional and general management positions. These leaders may be transitioning into new roles, looking to develop in a specific functional area, or seeking to expand their leadership skills. They may manage teams or contribute on an individual basis, managing or influencing stakeholders across an organization.

Data reflects participants attending strategy programs as of September 2019.
Chicago Booth’s holistic approach couples dedicated professors in classrooms who stress the synergy of ideas with expertly tailored courses to ensure opportunities for personal growth, exceptional networking, and the flourishing of ingenuity.

David Andalcio  
Chief Executive Officer  
Wyndalco Enterprises
Our faculty stand above and apart

Chicago Booth has one of the most highly regarded faculties of any business school in the world. Our faculty members are consistently recognized for their substantial contributions to the fields of business, economics, psychology, and others—and have considerably shaped modern understanding of markets and organizations.

**LEARN FROM HIGHLY REGARDED PROFESSORS WITH REAL-WORLD EXPERTISE**

Chicago Booth professors and practitioners collaborate and consult with firms, serve on corporate boards, and start their own companies. They are sought out for their expert analysis and advice by government and business leaders worldwide. With their distinctive mix of theory and application, participants can start applying what they learn immediately.

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**THE NOBEL PRIZE**

Nine faculty members at Chicago Booth have won the Nobel Prize.

Chicago Booth has nine current and former faculty members who have won the Nobel Prize, and their knowledge and research help shape our Executive Education programs and data-driven approach. You will gain a modern understanding of markets and organizations at Booth that surpasses all other institutions. It’s a distinction we’re extremely proud of because it leads to executive development you can count on.
For more than 100 years, Chicago Booth has been a leader and innovator in business research and education.

**FIRST** to offer a PhD in business

**FIRST** to create an executive MBA program in 1943 to provide senior managers and executives the most up-to-date management education and training

**FIRST** to establish permanent campuses on three continents: North America, Asia, and Europe

**FIRST** to have nine Nobel Prize winning professors

**FIRST** to originate the study of modern finance, develop the concept of social capital, redefine the science of the stock market, and pioneer quantitative marketing
LEARN MORE ABOUT THE UNIVERSITY OF CHICAGO
BOOTH SCHOOL OF BUSINESS EXECUTIVE EDUCATION
ChicagoBooth.edu/ExecEd

CHICAGO
P +1 312.464.8732
E exec.ed@chicagobooth.edu
Gleacher Center
450 N. Cityfront Plaza Dr., Ste. 514
Chicago, IL 60611-4316

LONDON
P +44 (0)207.070.2200
E londonexec@chicagobooth.edu
One Bartholomew Close
Barts Square
London EC1A 7BL United Kingdom

HONG KONG
P +852.2533.9500
E asiaexec@chicagobooth.edu
The Hong Kong Jockey Club
University of Chicago Academic Complex I The University of Chicago Francis and Rose Yuen Campus in Hong Kong
168 Victoria Road
Mount Davis
Hong Kong