**General Management**

- **Business for Scientists and Engineers: Develop the Business Acumen to Advance Your Life’s Work**
- **Enterprise Leadership Program – formerly Known as Advanced Management Program**
- **Executive Development Program**
- **Strategic Capabilities for Emerging Business Leaders: Building a Foundation for Growth**
- **Women’s Senior Leadership Program – multiple sessions**

**Finance & Accounting**

- **Corporate Finance: Strategies for Creating Shareholder Value**
  - Feb 1-12
- **Finance for Executives: Make Better Decisions With Greater Confidence**
  - Feb 1-12
- **Merger Week: Creating Value Through Strategic Acquisitions and Alliances**
  - Mar 1-12
- **Corporate Governance: Effectiveness and Accountability in the Boardroom**
  - Mar 1-12
- **Family Enterprise Boards: Navigating Unique Governance Challenges**
  - Feb 19-23

**Governance**

- **Forming Family Enterprise Governance: Creating Structures and Processes to Ensure Success and Continuity**
  - Mar 8-24
- **Governing Family Enterprises: New Insights and Skills for All Involved in the Family Business**
  - Apr 12-30
- **Women’s Director Development Program: The Journey to the Boardroom**
  - Oct 3-7

**Growth & Innovation**

- **Delivering Business Growth: An Actionable Framework**
  - Jan 27-Feb 3
- **Leading and Sustaining a Culture of Innovation: Cultivate a Leading Edge Organization**
  - June 7-14
- **Constructive Collaboration: Driving Performance in Teams, Organizations and Partnerships**
  - Mar 8-12
- **Driving Organizational Change: Achieving Business Goals Through Purposeful Change Management**
  - Mar 29-Apr 8
- **Energizing People for Performance: Develop People-Engagement Strategies**
  - Apr 11-20
- **High-Performance Negotiation Skills: Maximize Your Outcome With Proven Strategies**
  - May 17-21
- **Leading for Impact Within Family Enterprise: A Personal Approach**
  - Mar 1-9
- **Leading High-Impact Teams: How to Build and Lead a Powerful, Successful Team**
  - Mar 15-22
- **Leading Into the Future: Capitalizing on New Concepts in a Fast-Changing World**
  - Apr 19-28
- **Leading Strategic Change in Health Care**
  - Apr 19-22
- **Leading With Advanced Analytics and Artificial Intelligence: Creating Business Value Through Data Science**
  - Apr 5-27
- **Navigating Workplace Conflict: People Problems and Solutions**
  - Apr 19-23
- **The Customer-Focused Organization: Leading Transformation, Renewal and Growth**
  - May 24-June 4
- **The Leader Within: Maximizing Your Authentic Leadership Impact**
  - Apr 14-23
- **The Single Family Office: Maximizing Performance in a Complex Environment**
  - Oct 25-27
- **The Strategy of Leadership: Unleashing the Power of Influence**
  - May 3-11
- **Advanced Marketing Management: Enhancing Digital Capabilities to Drive Your Marketing Strategy**
  - June 8-15

**Marketing & Sales**

- **Business Marketing Strategy: Driving Profitable Growth in the New Business Environment**
  - Apr 19-May 7
- **Consumer Marketing Strategy: The Kellogg Approach to Building Effective Marketing Plans**
  - Apr 19-28
- **Distribution Channel Management: Optimizing the Customer Experience**
  - Apr 19-28
- **High-Impact Sales Strategy: Driving Revenue and Profit Growth**
  - May 10-18
- **Kellogg on Branding: Creating, Building and Rejuvenating Your Brand**
  - May 10-18
- **Maximizing Sales Force Performance: Implement Frameworks for Driving Top-Line Growth**
  - Mar 8-16
- **Sales Force Effectiveness: Adapting for Success in a New Environment**
  - May 10-28
- **Strategic Marketing Communications: Creating Effective Marketing Campaigns in an Evolving Media Landscape**
  - May 10-21
- **Operations Strategy: Designing Operations to Maximize Value**
  - May 10-21
- **Supply Chain Management: Strategy and Planning for Effective Operations**
  - May 10-21
- **Lean Operations: Managing Risk and Uncertainty**
  - May 10-21
- **Competitive Strategy: Creating and Sustaining Competitive Advantage**
  - May 10-20
- **Creating and Managing Strategic Alliances: Develop Strong Alliance Capabilities**
  - Oct 10-14

**Operations & Technology**

- **Artificial Intelligence: Strategies for Leading Business Transformation**
  - Apr 8-16
- **Creativity as Competitive Edge: Inspiration, Ideation and Implementation**
  - Apr 8-16
- **Customer Loyalty: A Strategic Approach: Retaining Customers and Increasing Their Satisfaction for Organizational Growth**
  - Apr 8-16
- **Digital Marketing Strategies: Data, Automation, AI & Analytics**
  - Apr 8-16
- **Evaluating Marketing for Marketplaces: A Strategic Approach**
  - Apr 8-16
- **High-Performance Marketing Communications: Strategies for Success**
  - Apr 8-16
- **Legal Strategy for Business: Learn How the Law Can Be a Powerful Tool for Guiding Your Organization’s Strategic Direction**
  - Apr 8-16
- **Mastering Sales: A Toolkit for Success**
  - Apr 8-16
- **Negotiating in a Virtual World: Mastering High Performance Skills**
  - Apr 8-16
- **Operations Management: Digital Strategy: Realizing the Impact of Digital Transformation**
  - Apr 8-16
- **Product Strategy: Discovering, Developing, Managing and Marketing Products as a Business**
  - Apr 8-16
- **Professional Certification in Digital Marketing: Advance Your Career in Digital Marketing**
  - Apr 8-16
- **Strategic Change Management: Lead and Implement Change in Your Organization**
  - Apr 8-16
- **Strategies That Build Winning Brands: Creating a Distinct Customer Advantage**
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**Strategy**

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**Online Programs**

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- **Creativity as Competitive Edge: Inspiration, Ideation and Implementation**
  - Apr 8-16
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- **Digital Marketing Strategies: Data, Automation, AI & Analytics**
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*Dates are subject to change.*