## 2023 Executive Programs Calendar

### General Management
- **Executive Development Program** - *multiple sessions*
  - May 5–May 19/June 4 (optional)/June 5–16
  - Oct 15–Nov 5
- **Strategic Capabilities for Emerging Business Leaders: Building a Foundation for Growth**
  - May 1–5/May 15–19
  - Nov 27–Dec 8
- **Women’s Senior Leadership Program** - *multiple sessions*
  - 2023 Dates TBD
  - Oct 11–13

### Finance & Accounting
- **Corporate Finance: Strategies for Creating Shareholder Value**
  - March 6–17
  - June 4–9
  - Nov 5–10
  - May 25–26
  - Oct 22–27
- **Merger Week: Creating Value Through Strategic Acquisitions and Alliances**
  - Feb 6, 8/Feb 21–24 Miami Campus
  - Aug 28 & 30/Sept 11–14

### Governance
- **Family Enterprise Boards: Navigating Unique Governance Challenges**
  - Feb 27 & March 1 Miami Campus
  - Sept 18 & 20/Oct 2–5
  - May 22–25
  - Nov 6–9
- **Corporate Governance: Effectiveness and Accountability in the Boardroom**
  - May 22–25

### Growth & Innovation
- **Delivering Business Growth: An Actionable Framework**
  - May 15–18
  - Oct 29–Nov 1
- **Beyond Diversity: Executive Strategies for Constructive Disruption**
  - March 6–10
  - June 26–30
  - Feb 6–10
  - May 8–19
  - Aug 28–Sept 11–14
  - Oct 9–12
  - Nov 9–12
- **Empowering Women: From the Poker Table to a Seat at the Executive Leadership Table**
  - 2023 Dates TBD

### Leadership
- **High-Performance Negotiation Skills: Maximize Your Outcome with Proven Strategies**
  - Feb 6–10

### Marketing & Sales
- **Advanced Analytics for Sales Leaders: Utilizing the Power of Data to Drive Sales Performance**
  - April 17–19
  - Nov 13–16
  - April 24–28
  - Sept 11–14
- **Kellogg on Branding: Strategies for Building Strong Brands**
  - April 24–28

### Operations & Technology
- **Lean Operations: Managing Risk and Uncertainty**
  - April 2–4
  - Dec 5–12
- **Operations Strategy: Designing Operations to Maximize Value**
  - May 1–5
  - Nov 13–17

### Strategy
- **Competitive Strategy: Creating and Sustaining Competitive Advantage**
  - May 15–19
  - Sept 25–29
- **Creating and Managing Strategic Alliances: Develop Strong Alliance Capabilities**
  - May 7–10
  - Oct 2–5

### New Programs in 2023
- **NEW: Cybersecurity Program**
  - May 7–10
- **NEW: Sustainability Program**
  - June 26–28

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All program dates are subject to change.
## 2023 Executive Online Programs

<table>
<thead>
<tr>
<th>Online Programs</th>
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<tbody>
<tr>
<td>Advertising and Marketing Communication Strategy: Creating an Integrated Advertising Plan that Drives Business Results</td>
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<tr>
<td>AI Applications for Growth: Creating Customer Value Through the Power of AI</td>
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<td>Business Analytics: Decision Making with Data</td>
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<td>Chief Digital Officer Program: Leading Transformation</td>
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<td>Chief Marketing Officer Program</td>
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<td>Chief Product Officer Program</td>
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<td>Customer Loyalty: Strategy and Application: Retaining Customers and Increasing Their Satisfaction for Organizational Growth</td>
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<td>Design Thinking: A Toolkit for Breakthrough Innovation</td>
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<tr>
<td>Digital Marketing Strategies: Data, Automation, AI &amp; Analytics: Mastering Modern Marketing Practices</td>
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<td>Digital Transformation in Operations</td>
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<td>Essentials of Marketing: Building a Foundation for Marketplace Success</td>
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<td>Kellogg Accelerated Marketing Leadership Program</td>
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<td>Kellogg Sales School: Professional Certificate in Sales</td>
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<td>Legal Strategy for Business: Learn How the Law Can Be a Powerful Tool for Guiding Your Organization’s Strategic Direction</td>
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<td>Managerial Finance</td>
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<td>Mastering Sales: A Toolkit for Success: Increase Your Individual and Team’s Selling Performance</td>
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<td>Omnichannel Marketing: Driving Business Value and Customer Growth</td>
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<td>Product Strategy: Discovering, Developing, Managing and Marketing Products as a Business</td>
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<td>Professional Certificate in Digital Marketing: Advance Your Career in Digital Marketing</td>
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<td>Professional Certificate in Product Management: Advance Your Career in Product Management</td>
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<tr>
<td>Real Estate Finance and Investment</td>
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<td>Strategic Change Management: Lead and Implement Change in Your Organization</td>
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<tr>
<td>Strategies that Build Winning Brands: Creating a Distinct Customer Advantage</td>
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Online programs are being added throughout the year; please visit our website for all programs and dates: kell.gg/kxonline