ADVANCED INTERNATIONAL CERTIFICATES

Structure

Our courses all follow a similar structure designed to give students a blend of classroom learning and hands-on experience. Mondays, Tuesdays and Wednesdays are lecture courses. Thursdays students have a seminar style course and a company visit afterward. We do our best to divide students by nationality so they are forced to work with peers from different backgrounds. During our two-week courses, students visit businesses on Thursday and have their seminar on Friday. A graduation ceremony replaces the company visit during the final week of the course.

3 Week Course Structure*:

	Monday	Tuesday	Wednesday	Thursday	Friday
9am-12:30pm	Lecture	Lecture	Lecture	Seminar	Company Visit (optional)
2pm-4:30pm	Business English	Business English	Business English	Company Visit	

2 Week Course Structure*:

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9am-12:30pm	Lecture	Lecture	Lecture	Seminar	Lecture	Company Visit
2pm-4:30pm	Business English	Business English	Business English	Company Visit	Business English	

*The schedule is flipped for half our students.

Dates & Duration

January: three-week option Starts: Jan/9th/2017 Finishes: Jan/26th/2017	**January: three-week option** Starts: Jan/8th/2018 Finishes: Jan/25th/2018
July: three-week option Starts: Jul/10th/2017 Finishes: Jul/27th/2017	**July: three-week option** Starts: Jul/9th/2018 Finishes: Jul/26th/2018
September: two-week option Starts: Sep/4th/2017 Finishes: Sep/15th/2017	**September: two-week option** Starts: Sep/3rd/2018 Finishes: Sep/14th/2018

All our courses take place over two or three weeks. Two-week courses have courses on Fridays while our three-week courses leave Fridays free for students to pursue touristic activities over the weekend.

Scholarship

Thanks to the generosity of public and private foundations, we are able to offer a 70% scholarship to your students. The full cost of the program is US $6,990; thus, with a 70% scholarship students must cover $2,100 in tuition. Our Project Management costs slightly less. Students must cover $1,900 with scholarship. We also charge an additional $90 enrollment fee.

Academic Information Described Below

Advanced Topics in Business Strategy

Student Profile: Experienced professionals, MBA's, and those near the completion of an MBA or equivalent degree interested in improving their business decision-making.

Objective: Students will capably integrate internal and environmental analyses to create decision-making processes that result in better business decisions.

How do successful businesses navigate complexity, turbulence, and ever-changing markets? Globalization has made decision-making processes increasingly challenging for managers. Experienced professionals and MBA degree holders, enjoy a unique opportunity to discuss cases and make and analyze decisions using business simulation software. They discuss results within competitive teams using contemporary theories to evaluate decisions. The course is intended to hone students' business acumen by conveying an understanding of decision-making process results and consolidating participants' current strengths. Participants will meet with top executives at relevant companies to learn how these theories are currently being implemented in some of the world's most successful businesses.

Academic Itinerary:

1st week: **Environmental analysis and opportunity scanning**
Internal and External Assessment; External Forces Affecting Business Policies; Competitive Analysis; Industry Analysis.

2nd week: **From Strategic Planning to Strategic Thinking**
Forecasting Tools and Techniques; Types of Strategies; Matching Structure and Strategy; Restructuring and Reengineering; Managing Resistance to Change.

3rd week: **Strategy: Execution and Control Methods;**
The Nature of Strategy Evaluation; Key Performance Indicators and Maintaining a Balanced Scorecard; Strategic Alignment and Contingency Planning;

Professors

Dr. Richard E. Simpson
Dr. Douglas Chun

Advanced Topics in Financial Decisions and Corporate Policy

Student Profile: Experienced professionals, MBA's, and those near the completion of an MBA or equivalent degree interested in financial management and developing better corporate policies.

Objective: Students will be able to develop corporate financial policies for their organization.

A CFOs role goes beyond traditional the financial management and control process. Today, as corporations cross borders and leverage their operations on a global scale, companies expect CFOs to think strategically. This program imparts students with a solid foundation of knowledge in the theory of finance. Participants use their strong academic and professional background to go deeper into recent developments of this area. Additionally, we investigate an international perspective to financial decisions. Company visits with top executives from some of the world's most renowned American businesses give participants a remarkable opportunity to cross-check theory with demands of real-life businesses.

Academic Itinerary:

1st week: **The Theory of Finance and Financial Decision Making;**
Capital Markets, Consumption, and Investment; Market Equilibrium: CAPM and APT; Option Pricing Theory and Evidence; Capital Budgeting: NPV, TIR, and Real Option Analysis.

2nd week**: Corporate Policy: Theory, Evidence and Applications**;
Performance Management and Incentive Design; Capital Structure and the Cost of Capital; Acquisitions, Divestitures, Restructuring, and Corporate Governance.

3rd week: **International Financial Management**;
The Term Structure of Interest Rate; Forward Contracts, and Futures; Volatility in Exchange Rates; International Financial Systems; Management of Foreign Exchange Risks; The Cost of Capital and Currency Risk.

Professors

Dr. Paul J. Abbondante
Dr. Gonyung Park

Advanced Topics in Project Management

Student Profile: Experienced professionals, MBA's, and those near the completion of an MBA or equivalent degree interested in improving their business decision-making.

Objective: Broaden participants understanding of how to navigate the human side of Project Management, especially for large-scale multicultural projects.

What does it take to be a successful Project Manager in the modern business world? This program offers cutting edge knowledge on the most challenging areas in Project Management. It covers tools and concepts useful for leading local and global projects. We go beyond traditional PMBoK contents to focus specifically on the human element of Project Management and explore topics not typically investigated by PMOs. We examine an international perspective to project management by discussing global cases in intercultural groups. Visits with Project Managers at some of the world's most renowned businesses give participants the opportunity to integrate in-class theory with actual PM practices.

Academic Itinerary:

1st week: **Strategy & Management for Project Based Organizations**
Project Management, Strategy, and Strategic Thinking; Project-Based Organizational Structures; Management for Project-Based Companies.

2nd week: **The Human Side of Project Management**
Facing the Challenges of Directing People on Projects: Individual Differences (Personality, Skills, and Abilities); Successful Leadership in Projects and Organizations; Building Cohesiveness Across Teams; Overcoming Challenges in Conducting Multicultural Teams.

3rd week: **Managing Megaprojects**
Virtual Teams; Introduction to Mega Projects; Risk Management: Proactive Risk Management and Contingency Planning; Outsourced Projects.

Professors

Dr. Douglas Chun
Dr. Issam Ghazzawi
Dr. David S. Kung