

MGSM Executive Education Open Enrolment Programs 2012



Macquarie Graduate School of Management's range of executive education programs is specifically designed to make it easy for you to enhance your business skills with minimal disruption to your work. Whether you need to fill an identified skills gap, simply refresh or update your knowledge or take the next big step in your career, you will immediately benefit from our industry-leading programs, which cover finance, sales and marketing, leadership, individual development, general management and strategy.

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For further information or to enrol, please contact:

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PROGRAM	FACILITATORS	BRIEF DESCRIPTION	FEES (INC GST)	DAYS	DATES
GENERAL MANAGEMENT AND STRATEGY					
Foundations of General Management (Residential)	Graham Godbee, Chris Clark, Peter McGraw, Randal Tame, Stephen Kozicki	Our flagship program – provides a comprehensive practical grounding in all management areas for newly appointed managers.	\$9,990	5.5	11–16 March 2012 14–19 October 2012
Strategic Management Program (Residential)	Graham Godbee, Chris Clark	This program develops the skills and knowledge to gain and hold competitive advantage and reap financial rewards.	\$6,900	5	7–11 May 2012 12–16 November 2012
LEADERSHIP					
Leadership Development Program	Randal Tame	For experienced managers stepping up to lead larger teams or operational units.	\$4,620	3	27–29 February 2012 21–23 May 2012 19–21 November 2012
High Potential Women Leaders Program (Residential)	Therese Fuller, Dr Debbie Haski-Leventhal	Kick start your journey to success with our empowering program, designed specially for women.	\$4,950	3.5	6–9 March 2012 14–17 August 2012
INDIVIDUAL DEVELOPMENT					
Breakthrough Negotiation	Stephen Kozicki	Practical tools to support effective negotiation; includes finding your own style.	\$2,530	2	6–7 March 2012 14–15 August 2012
Present – Communicate – Influence	Randal Tame	Using verbal and non-verbal tools to convince others to willingly change their attitudes or behaviours.	\$2,530	2	2–3 April 2012 10–11 September 2012
FINANCE					
Finance for non-Finance Managers	Guy Ford	Learn how to analyse financial statements and how to use them to make vital decisions as a manager.	\$2,530	2	19–20 March 2012
SALES AND MARKETING					
Strategic Account Management	Stephen Kozicki, Gary Peacock	Build a profitable and customer-driven key account organisation.	\$4,620	3	28–30 March 2012 21–23 August 2012

Programs subject to change. Information current as of 14 December 2011.

MGSM can run customised programs for your company and also offers a range of MBA and award programs for individuals.

Please contact us on executive.education@mgsm.edu.au for further information