



**HARVARD  
BUSINESS SCHOOL**

Executive Education

# PROGRAM CALENDAR

JUL 2020–AUG 2021





## Our Mission

We educate leaders  
who make a difference  
in the world.

## CONNECTING. LEARNING. THE HBS EXPERIENCE.

Though it comes from within, transformation often requires a catalyst. And for many business leaders, HBS Executive Education has been that catalyst. With HBS, you take part in a transformational learning experience, networking with executives from around the world, and engaging in programs led by experienced HBS faculty. It's a dynamic environment that will enrich your career—and your life.

**Value**—Many of our alumni and participants call HBS Executive Education a “life-changing experience.” That’s because in addition to building your expertise, you’ll examine where you’ve been—and where you want to take your career and your organization.

**Learning experience**—From case study discussions and small-group projects to simulations and dynamic lectures, you’ll have ample opportunities to deepen your knowledge, broaden your skill set, and collaborate with your peers.

**Actionable format**—Interact directly with HBS faculty who bring their latest research to the programs. You’ll gain the strategies, tools, and insights to solve your most challenging problems while making new connections and forming lasting relationships.

## Comprehensive Leadership Programs

Fast-track your leadership growth—and your career—through a transformative learning experience. Each program journey offers a broad business management and leadership curriculum, personalized coaching, individual projects that address your business challenges—and the opportunity to earn HBS alumni status. Go further than you thought possible.

### ADVANCED MANAGEMENT PROGRAM

#### NEW BLENDED\* FORMAT

#### AUG 2020–FEB 2021 SESSION

Program Fee: \$75,000

- Module 1: 10 AUG–30 SEP 2020
- Module 2: 01–28 OCT 2020<sup>†</sup>
- Module 3: 29 OCT 2020–06 FEB 2021
- Module 4: 07–26 FEB 2021

#### CONTINUOUS 7-WEEK FORMAT

#### APR–MAY 2021 SESSION

Program Fee: \$84,000  
05 APR–21 MAY 2021

#### BLENDED\* FORMAT

#### AUG 2021–FEB 2022 SESSION

Program Fee: \$84,000

- Module 1: 09 AUG–02 OCT 2021
- Module 2: 03–22 OCT 2021
- Module 3: 23 OCT 2021–05 FEB 2022
- Module 4: 06–25 FEB 2022

[www.exed.hbs.edu/calendar/amp](http://www.exed.hbs.edu/calendar/amp)

### GENERAL MANAGEMENT PROGRAM

#### AUG–NOV 2020 SESSION

Program Fee: \$65,000

- Module 1: 03 AUG–07 SEP 2020
- Module 2: 08 SEP–02 OCT 2020<sup>†</sup>
- Module 3: 03–31 OCT 2020
- Module 4: 01–25 NOV 2020<sup>†</sup>

#### JAN–APR 2021 SESSION

Program Fee: \$73,000

- Module 1: 11 JAN–13 FEB 2021
- Module 2: 14 FEB–12 MAR 2021
- Module 3: 13 MAR–10 APR 2021
- Module 4: 11–30 APR 2021

#### AUG–NOV 2021 SESSION

Program Fee: \$73,000

- Module 1: 02 AUG–06 SEP 2021
- Module 2: 07 SEP–01 OCT 2021
- Module 3: 02–30 OCT 2021
- Module 4: 31 OCT–19 NOV 2021

[www.exed.hbs.edu/calendar/gmp](http://www.exed.hbs.edu/calendar/gmp)

### PROGRAM FOR LEADERSHIP DEVELOPMENT

#### DEC 2020–JUL 2021 SESSION

Program Fee: \$52,000

- Module 1: 01 DEC 2020–27 FEB 2021
- Module 2: 28 FEB–12 MAR 2021
- Module 3: 13 MAR–19 JUN 2021
- Module 4: 20 JUN–02 JUL 2021

#### JUL 2021–JAN 2022 SESSION

Program Fee: \$52,000

- Module 1: 06 JUL–02 OCT 2021
- Module 2: 03–15 OCT 2021
- Module 3: 16 OCT 2021–15 JAN 2022
- Module 4: 16–28 JAN 2022

#### NOV 2021–JUL 2022 SESSION

Program Fee: \$52,000

- Module 1: 30 NOV 2021–26 FEB 2022
- Module 2: 27 FEB–11 MAR 2022
- Module 3: 12 MAR–18 JUN 2022
- Module 4: 19 JUN–01 JUL 2022

Module 5 (Optional)<sup>‡</sup>

#### JUL 2021 SESSION

\$27,000 • 11–23 JUL 2021

[www.exed.hbs.edu/calendar/pld](http://www.exed.hbs.edu/calendar/pld)

### OWNER/PRESIDENT MANAGEMENT

#### AUG 2020 SESSION

Program Fee: \$44,000 (per Unit)

- Unit 1: 02–21 AUG 2020<sup>†</sup>
- Unit 2: 31 JAN–19 FEB 2021
- Unit 3: MAR 2022

#### MAY 2021 SESSION

Program Fee: \$45,500 (per Unit)


- Unit 1: 16 MAY–04 JUN 2021
- Unit 2: FEB 2022
- Unit 3: MAR 2023

#### SEP 2021 SESSION

Program Fee: \$45,500 (per Unit)

- Unit 1: 12 SEP–01 OCT 2021
- Unit 2: SEP 2022
- Unit 3: NOV 2023

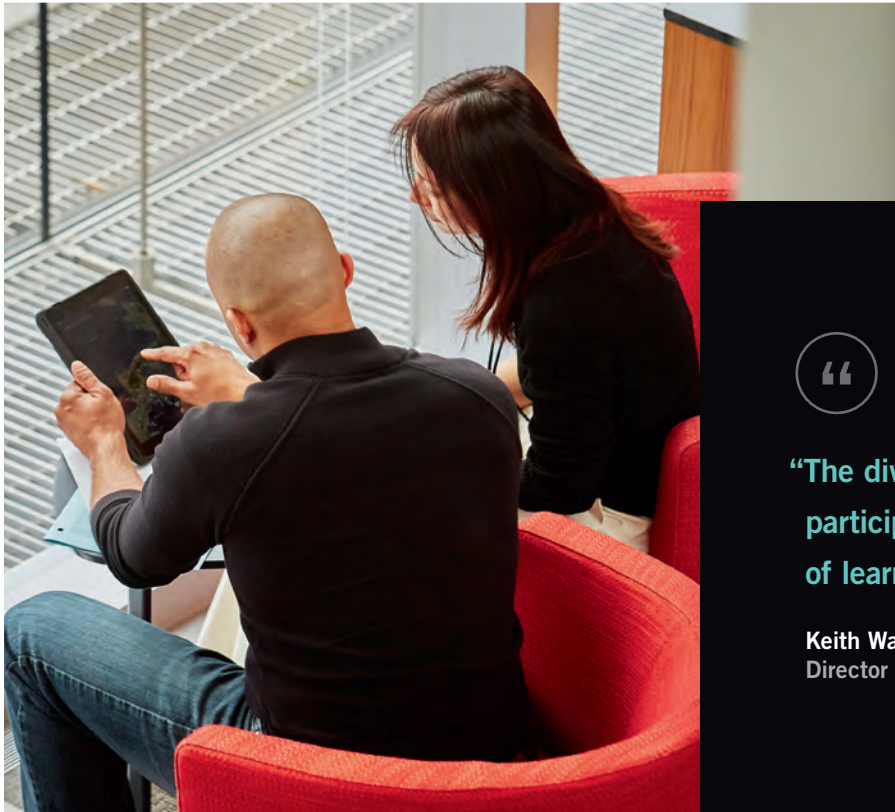
[www.exed.hbs.edu/calendar/opm](http://www.exed.hbs.edu/calendar/opm)

 Distance/Virtual learning at your home or office.

\* Blended combines both in-person and virtual learning.

<sup>†</sup> As a precautionary measure due to the COVID-19 pandemic, this module/unit will be offered virtually.

<sup>‡</sup> To attain HBS alumni status, you must complete PLD Module 5 or complete 10 additional nights of our programs.







“The diversity of backgrounds and opinions from fellow participants created the ideal ingredients for the recipe of learning and debate.”

**Keith Wagner**  
Director of Channel Accounts, Lilly USA, U.S.

## Virtual Programs

Harvard Business School Executive Education's live online programs prepare leaders and their organizations to be proactive in the face of today's changing environment, adept at navigating unpredictable situations, and capable of responding quickly in bold, innovative ways.

Designed with the same rigor as our in-person programs and led by our world-class HBS faculty, you will experience a timely, demanding curriculum, a global perspective, dynamic, real-time exchanges with your peers, and actionable, practical solutions to business challenges that you can apply immediately.

VIRTUAL PROGRAMS		JUL	AUG	SEP	OCT	NOV	DEC
	<b>NEW</b> DRIVING CORPORATE PERFORMANCE—VIRTUAL	\$7,500	13–17				
	<b>NEW</b> MAKING CORPORATE BOARDS MORE EFFECTIVE—VIRTUAL	\$7,500	15–18				
	<b>NEW</b> COMPENSATION COMMITTEES—VIRTUAL	\$5,000	19–21				
	<b>NEW</b> AUDIT COMMITTEES—VIRTUAL	\$5,000	22–24				
	<b>NEW</b> CHANGING THE GAME: NEGOTIATION AND COMPETITIVE DECISION-MAKING—VIRTUAL	\$10,000	26 JUL–07 AUG				
	<b>NEW</b> LEADING THROUGH CRISIS FOR ENDURING SUCCESS—VIRTUAL	\$7,500		03–14			
	<b>NEW</b> LEADING DIFFERENCE FOR HIGH PERFORMANCE—VIRTUAL	\$7,500		04–27			
	<b>NEW</b> MANAGING SALES TEAMS AND DISTRIBUTION CHANNELS—VIRTUAL	\$5,000		10–19			
	<b>NEW</b> STRATEGIC AGILITY FOR TURBULENT TIMES—VIRTUAL	\$7,500			10–24		



This program is part of the Corporate Director Certificate. To earn this certificate, board directors must complete the three qualifying corporate governance programs in 36 months. We are offering a temporary 12 month extension due to the COVID-19 pandemic. Please see our website for more details.









This program is part of the Certificate of Management Excellence (CME). To earn this certificate, participants must complete three select topic-focused programs in 36 months. We are offering a temporary 12 month extension due to the COVID-19 pandemic. Please see our website for more details.

## Topic-Focused Programs

When your challenge calls for targeted, in-depth learning, we have the programs you need.

DIGITAL TRANSFORMATION		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
<b>NEW</b> COMPETING IN THE AGE OF DIGITAL PLATFORMS	\$10,250							21–24					
COMPETING ON BUSINESS ANALYTICS AND BIG DATA	\$13,250									30 MAY–04 JUN			
DRIVING DIGITAL STRATEGY	\$13,250							14–19					
<b>NEW</b> LEADING AN AGILE WORKFORCE TRANSFORMATION	\$10,000		11–14										
FAMILY BUSINESS		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
<b>NEW</b> BUILDING A LEGACY: FAMILY OFFICE WEALTH MANAGEMENT (Two Sessions)	\$10,000	13–16							06–09				
FAMILIES IN BUSINESS (Each additional person, add \$11,750)	\$47,500 (Teams of up to four)			CANCELLED									
FINANCE		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
FINANCE FOR SENIOR EXECUTIVES	\$13,250						07–12						
FOUNDATIONS OF PRIVATE EQUITY AND VENTURE CAPITAL	\$10,250							07–10					
<b>NEW</b> LEVERAGING FINTECH INNOVATION TO GROW AND COMPETE	\$10,000	08–11											
PRIVATE EQUITY AND VENTURE CAPITAL	\$10,250							10–13					
<b>NEW</b> SUCCEEDING AS A STRATEGIC CFO	\$TBD												
GENERAL MANAGEMENT		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
THE BUSINESS OF ENTERTAINMENT, MEDIA, AND SPORTS	\$10,000				09–12								
DRIVING CORPORATE PERFORMANCE: ALIGNING SCORECARDS AND STRUCTURE FOR STRATEGY EXECUTION	\$13,250											11–16	
LEADING PROFESSIONAL SERVICE FIRMS (Two Sessions)	\$15,750					24–29							
											27 JUN–02 JUL		

Our program calendar continues to be impacted by the COVID-19 pandemic. As a result, some programs may be cancelled or rescheduled. Please visit the program page on our website for the most current information about future program dates and related programs.

GENERAL MANAGEMENT (continued)		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
REAL ESTATE MANAGEMENT PROGRAM: FINANCE, DESIGN, AND LEADERSHIP	\$13,000		04–09										
 TRANSFORMING CUSTOMER EXPERIENCES	\$TBD												
GOVERNANCE		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
 AUDIT COMMITTEES IN A NEW ERA OF GOVERNANCE (Two Sessions)	\$6,700 \$6,800			12–14								21–23	
 COMPENSATION COMMITTEES (Two Sessions)	\$6,700 \$6,800			15–17								18–20	
 MAKING CORPORATE BOARDS MORE EFFECTIVE (Two Sessions)	\$10,000 \$10,250			18–21								14–17	
<b>NEW</b> PREPARING TO BE A CORPORATE DIRECTOR	\$10,250							14–17					
WOMEN ON BOARDS: SUCCEEDING AS A CORPORATE DIRECTOR	\$12,500			30 NOV–04 DEC									
HEALTH CARE		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
MANAGING HEALTH CARE DELIVERY	\$27,000												
Module 1 (HBS Campus)				01–06									
Module 2 (HBS Campus)							21–26						
Module 3 (HBS Campus)										02–07			
STRATEGY FOR HEALTH CARE DELIVERY	\$6,800					06–08							
VALUE MEASUREMENT FOR HEALTH CARE	\$6,800											28–30	
INNOVATION		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
 DISRUPTIVE INNOVATION: STRATEGIES FOR A SUCCESSFUL ENTERPRISE (Two Sessions)	\$15,500 \$15,750			30 NOV–05 DEC								24–29	
LAUNCHING NEW VENTURES	\$18,000						28 FEB–06 MAR						
 LEADING PRODUCT INNOVATION	\$11,400					18–22							

 This program is part of the Corporate Director Certificate. To earn this certificate, board directors must complete the three qualifying corporate governance programs in 36 months. We are offering a temporary 12 month extension due to the COVID-19 pandemic. Please see our website for more details.

 This program is part of the Certificate of Management Excellence (CME). To earn this certificate, participants must complete three select topic-focused programs in 36 months. We are offering a temporary 12 month extension due to the COVID-19 pandemic. Please see our website for more details.

LEADERSHIP		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
	AGRIBUSINESS SEMINAR					10–13							
	AUTHENTIC LEADER DEVELOPMENT (Two Sessions)				06–11								
	HIGH POTENTIALS LEADERSHIP PROGRAM (Three Sessions)		18–23		13–18								
	THE HR–EXECUTIVE SUITE CONNECTION			08–11									
	LEADERSHIP FOR SENIOR EXECUTIVES								05–09				
	LEADING AND BUILDING A CULTURE OF INNOVATION				06–11								
	LEADING CHANGE AND ORGANIZATIONAL RENEWAL							21–26					
	LEADING GLOBAL BUSINESSES					31 JAN–05 FEB							
	SENIOR EXECUTIVE PROGRAM—AFRICA												
	Module 1 (Lagos, Nigeria)				15–20								
	Module 2 (Independent Business Challenge Project)					21 NOV–27 MAR							
	Module 3 (HBS Campus)							28 MAR–02 APR					
	THE WOMEN'S LEADERSHIP FORUM									03–07			

MARKETING & SALES		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
	ALIGNING STRATEGY AND SALES				13–18								
	MANAGING SALES TEAMS AND DISTRIBUTION CHANNELS												02–06
	STRATEGIC MARKETING MANAGEMENT										20–25		

NEGOTIATION & DECISION-MAKING		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
	BEHAVIORAL ECONOMICS: UNDERSTANDING AND SHAPING CUSTOMER AND EMPLOYEE BEHAVIOR		18–23										
	CHANGING THE GAME: NEGOTIATION AND COMPETITIVE DECISION-MAKING (Two Sessions)			01–06									25–30

 This program is part of the Certificate of Management Excellence (CME). To earn this certificate, participants must complete three select topic-focused programs in 36 months. We are offering a temporary 12 month extension due to the COVID-19 pandemic. Please see our website for more details.



NEGOTIATION & DECISION-MAKING (continued)		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
	MERGERS AND ACQUISITIONS: STRATEGY, EXECUTION, AND POST-MERGER MANAGEMENT	\$15,750				10–15							
	STRATEGIC NEGOTIATIONS	\$13,250							18–23				

SOCIAL ENTERPRISE & NONPROFITS		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
	GOVERNING FOR NONPROFIT EXCELLENCE	\$5,000	09–12										
	PERFORMANCE MEASUREMENT FOR EFFECTIVE MANAGEMENT OF NONPROFIT ORGANIZATIONS (Harvard Kennedy School, Boston, MA, U.S.)	\$5,400								23–26			
	STRATEGIC NONPROFIT MANAGEMENT—INDIA (Ashoka University, Sonapat, Rai, India)	\$TBD											
	STRATEGIC PERSPECTIVES IN NONPROFIT MANAGEMENT	\$6,700										11–17	

STRATEGY		SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
	<b>NEW</b> BUILDING AND SUSTAINING VALUE ACROSS MARKETS	\$13,000	25–30										
	CREATING SHARED VALUE: COMPETITIVE ADVANTAGE THROUGH SOCIAL IMPACT	\$10,000			06–09								
	DRIVING PROFITABLE GROWTH	\$13,000	27 SEP–02 OCT										
	REIMAGINING STRATEGY: APPLYING DESIGN THINKING TO YOUR ORGANIZATION	\$10,000		15–18									
	RISK MANAGEMENT FOR CORPORATE LEADERS	\$13,000			13–18								
	STRATEGIC IQ: CREATING SMARTER CORPORATIONS	\$13,000	25–30										
	STRATEGY: BUILDING AND SUSTAINING COMPETITIVE ADVANTAGE	\$15,750									06–11		

This program is part of the Certificate of Management Excellence (CME). To earn this certificate, participants must complete three select topic-focused programs in 36 months. We are offering a temporary 12 month extension due to the COVID-19 pandemic. Please see our website for more details.



“The content is world class. The combination of the teaching quality, learning techniques, and materials and exercises provided a high level of insight and knowledge.”

Laura O'Reilly  
Co-Founder and Director, Hireup, Australia



## Regional Programs

In today's evolving economy, organizations need exceptional leaders who are confident decision-makers, global thinkers, and skilled strategists. To help meet this need, HBS Executive Education offers senior leadership programs in India, China, and the Middle East. Tailored to each region's unique challenges, these programs are designed to help you improve your skills—and your organization.

### SENIOR EXECUTIVE LEADERSHIP PROGRAM— CHINA

TBD

**Program Fee:** RMB 530,000

**Module 1:** TBD

HBS Campus

**Module 2:** TBD

Harvard Center Shanghai, China

**Module 3:** TBD

Harvard Center Shanghai, China

**Module 4:** TBD

HBS Campus

[www.exed.hbs.edu/calendar/selpch](http://www.exed.hbs.edu/calendar/selpch)

### SENIOR EXECUTIVE LEADERSHIP PROGRAM— INDIA

TBD

**Program Fee:** ₹40,00,000 plus  
Goods and Service Tax (GST)

**Module 1:** TBD

HBS Campus

**Module 2:** TBD

Taj Lands End, Mumbai, India

**Module 3:** TBD

Taj Lands End, Mumbai, India

**Module 4:** TBD

HBS Campus

[www.exed.hbs.edu/calendar/selpi](http://www.exed.hbs.edu/calendar/selpi)

### SENIOR EXECUTIVE LEADERSHIP PROGRAM— MIDDLE EAST

TBD

**Program Fee:** \$75,000 plus  
Value Added Tax (VAT)

**Module 1:** TBD

HBS Campus

**Module 2:** TBD

Taj Dubai, Dubai, UAE

**Module 3:** TBD

Taj Dubai, Dubai, UAE

**Module 4:** TBD

HBS Campus

[www.exed.hbs.edu/calendar/selpme](http://www.exed.hbs.edu/calendar/selpme)



## HARVARD BUSINESS SCHOOL

Executive Education

### HAVE MORE QUESTIONS OR NEED CUSTOM ADVICE?

If you have additional questions or need help finding the program best suited to your needs, contact the HBS Executive Education Program Advising team at:

**Email:** [executive\\_education@hbs.edu](mailto:executive_education@hbs.edu)

**Telephone:** 1.800.427.5577

(outside the U.S., call +1.617.495.6555)

---

[WWW.EXED.HBS.EDU/CALENDAR](http://WWW.EXED.HBS.EDU/CALENDAR)

---

In accordance with Harvard University policy, Harvard Business School does not discriminate against any person on the basis of race, color, sex or sexual orientation, gender identity, religion, age, national or ethnic origin, political beliefs, veteran status, or disability in admission to, access to, treatment in, or employment in its programs and activities. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Ms. Liza Nascembeni, Harvard Business School, Soldiers Field, Boston, MA 02163-9986 U.S.

Programs, dates, fees, and faculty are subject to change. ©2020 by the President and Fellows of Harvard College. All rights reserved.