

Queen's

EXECUTIVE PROGRAM

Practical, leading edge content · World-class session leaders · Unparalleled customer service



AVAILABLE IN 3 UNIQUE FORMATS

Queen's
EXECUTIVE EDUCATION





QUEEN'S EXECUTIVE PROGRAM

You Belong Here.

You're ready to take the next step in your career – to take on more responsibility, to be at the table when key decisions are made and to increase your value to your organization. We want to help you make it all happen. **You belong here.**

Queen's Executive Program is Canada's leading program for emerging executives from all functional areas. Smith School of Business is consistently ranked among the best in the world by *Financial Times* and the best in Canada in the Environics Report on Executive Education.

Unrivalled Experience in Executive Education

For more than 30 years, Smith School of Business has been Canada's leader in executive education – teaching more senior managers and executives than any other Canadian business school.

The Smith School of Business Learning Model

In the Queen's Executive Program, you will experience a variety of effective teaching methods designed to challenge your thinking and deepen your understanding including: experiential exercises; case studies; simulations; and small team assignments designed to replicate today's fast-paced and ever-changing business environment.

Executive-Level Customer Service

The Program team at Queen's Executive Education will ensure that your experience is nothing short of exceptional.

PROGRAM DESIGN

You may complete the Queen’s Executive Program in one of three unique formats.



Flexible Format

Toronto

This format enables you to earn the Queen’s Executive Program certificate by completing eight 2-day programs at our world-class facility in downtown Toronto. Should you choose this option, you must complete four required 2-day programs, plus four additional programs selected from nine electives. *(See page 2)*



Traditional 3-Week Format

Queen’s Kingston Campus

This is our flagship Queen’s Executive Education experience. Held at our highly-acclaimed conference centre near the Queen’s University campus, this format brings together senior managers and executives from around the world for a 3-week immersion in advanced management, including: transformational leadership; strategic planning and implementation; and cross-functional development. *(See page 3)*



Modular Format

Queen’s Kingston Campus

This format enables you complete the Queen’s Executive Program in three 5-day modules taken when your schedule allows, at our conference centre near the Queen’s campus. Should you choose this option, you will complete Queen’s Leadership Program, Queen’s Strategy Program, plus one of five elective programs. *(See page 4)*



A Recognized Symbol of Excellence



“ I came to the program to prepare for a greater role in the leadership of the organization. Besides providing practical knowledge and skills, I was exposed to different perspectives – from the instructors and fellow participants. This eye-opening experience has influenced the work I’ve been doing since becoming CEO. ”

Janice Kaffer
President and CEO
Hôtel-Dieu Grace Healthcare



FLEXIBLE FORMAT TORONTO

This format provides the ultimate in convenience and flexibility. It enables you to complete Queen's Executive Program by attending eight 2-day programs on your own schedule, at our world-class facility in downtown Toronto.

Should you choose this option, you must complete the four required 2-day programs, plus four additional programs selected from nine electives. Individual program details are available on our website sbs.ca/execed.

Required Programs

- **Coaching for High Performance**
Manage for inspiration, motivation and growth
- **Strategic Decision-Making**
The art and science of decision-making
- **Strategic Planning and Leading Change**
Establish winning conditions for successful strategic planning and organizational change
- **Transformational and Charismatic Leadership**
Lead with authenticity, integrity and inspiration

Elective Programs *(Choose 4)*

- **Accounting for Non-Financial Managers**
Demystify accounting and financial tools and statements
- **Coaching for Challenging Conversations**
Eliminate the temptation to avoid challenging conversations
- **Developing Your Leadership Presence**
Sell yourself and your ideas with poise, power and passion
- **Innovation and Design Thinking**
Rapid prototyping for innovation
- **Marketing**
A leading-edge look at the marketing process
- **Negotiating and Consensus-Building**
Become a successful negotiator
- **Sales Management**
Create a high-performance sales organization
- **Strategic Analytics**
Create competitive advantage through analytics
- **Strategic Mindfulness and Resilience**
Sustain high performance in your professional and personal life





TRADITIONAL 3-WEEK FORMAT KINGSTON

The traditional format is designed to be an immersive, holistic experience that provides the ultimate networking opportunity for senior managers and executives.

Week 1 *Strategy*

- Strategic Planning and Implementation
- Strategic Decision Making
- Leading Change

Week 2 *Management*

- Finance Tools and Techniques for Risk Management
- Human Resources Management
- Operations and Lean Innovation
- Information Management
- Marketing Management

Week 3 *Leadership*

- Transformational Leadership
- Creating a High-Performance Organization
- Negotiation and Consensus-Building

“ I came to this program to prepare myself for a possible move from Director to Vice President. I brought the concepts back to the office to apply immediately. For me, the program was also very personal, prompting me to really look at myself as a leader, to identify ways to build upon my strengths, and to look at opportunities for growth and development. An amazing experience. ”



Shannon Leppky
Vice President, Human Resources
Manitoba Public Insurance

How We Make it Work for You

At Queen's, we recognize that three weeks is a significant time commitment. This format includes services and support designed to help you make it work.

- In addition to regular breaks during the day, most afternoon classes end at 3:30pm, leaving time during business hours to contact your office if necessary.
- There is a fully-equipped 24-hour on-site business centre for the exclusive use of our participants.
- The resources of Smith School of Business are at your disposal, including access to video-conferencing, administrative support and courier services.
- We encourage family or partners to visit on weekends at no extra cost.

Fit to Lead™

During the program, you may take advantage of a wealth of information in the areas of mental, physical and emotional well-being. Many participants leave the program having embraced significant changes to their personal lifestyles. The program also provides a variety of optional recreational and creative extra-curricular activities.





MODULAR FORMAT KINGSTON

This format provides an increased level of flexibility while maintaining many of the elements of the traditional format. It enables you complete the Queen's Executive Program in three 5-day modules taken when your schedule allows, at our conference centre near the Queens' campus. These 5-day modules in Kingston provide an excellent networking environment as well as several social and recreational opportunities, including Fit to Lead™.

Should you choose this option, you will complete Queen's Leadership Program, Queen's Strategy Program, plus one of five elective programs.

Required Modules

- **Leadership Program** (ssb.ca/leadership)
Realize your true leadership potential
- **Strategy Program** (ssb.ca/strategy)
Create and implement winning strategies

Elective Modules *(Choose 1)*

- **Execution Program** (ssb.ca/execution)
Drive effective and efficient strategic plans
- **Finance for the Non-Financial Manager** (ssb.ca/finance)
Develop your financial acumen
- **IT Management** (ssb.ca/it)
Develop leading-edge IT strategies
- **Public Executive Management** (ssb.ca/pem)
A unique learning experience for public sector executives
- **Governance** (ssb.ca/governance)
Increase the effectiveness of your board and the value of your contribution



“ This program helped me to better fulfill my leadership role. I chose Queen's because I really believed that they offered the best program. The learning experience was tremendous, as was the opportunity to connect with leaders from other organizations. Completing the 3-module program has provided me with a strong foundation. ”

Rick Orser
Business Manager, Automotive Aftermarket Division
3M Canada Company

PROGRAM BENEFITS

Queen’s Executive Program is an intensive and unique learning experience that provides significant and lasting benefits to both you and your organization.

The program will enable you to:

- Adopt a general management perspective and bring new ideas, concepts and tools back to the workplace
- Become a more effective leader, strategic thinker, and agent of positive change
- Deepen your understanding of the intricate relationships that exist across functions and beyond the organization
- Take advantage of continuous learning opportunities through Smith School of Business



PROGRAM LOGISTICS

WHO ATTENDS Queen’s Executive Program provides an exceptional learning, networking and idea-sharing opportunity for senior managers and executives of all functional areas. The only prerequisite is prior managerial experience. Queen’s will work with you to ensure the program is an optimal fit for you.

DATES AND FEES Dates and fees may be found on our website ssb.ca/qep

REGISTRATION Apply online at ssb.ca/qep or call us toll-free at 1.888.393.2338 to speak with us about how this program can work for you.

Queen's

EXECUTIVE PROGRAM

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