

EXECUTIVE EDUCATION



Prepare to Lead
Without Limits

Carnegie Mellon University
Tepper School of Business



Carnegie Mellon University

The Leading Edge of Innovation

From computing to robotics, brain science to engineering, human behavior to nanophysics, Carnegie Mellon has achieved an international reputation for moving the world forward. The university has emerged as a center for business startups, groundbreaking research, and creative thinking across disciplines.

Carnegie Mellon Executive Education is uniquely positioned to draw on every bit of this ingenuity and expertise to develop leaders who can help your organization set the pace in a rapidly changing world.

Carnegie Mellon University

Interconnected Culture



20

Nobel Laureates



12

Turing Award Winners



59

National Academy of Engineering Members



50

Tony Awards



10

Oscar Awards



131

Emmy Awards

Carnegie Mellon Executive Education

Access the tools to unlock potential.

Business success demands innovative leaders who imagine and implement ideas never seen before. Leaders who confidently initiate change rather than passively react to it. Leaders who possess the analytical skills to solve complex business problems — and can inspire organizations to embrace those solutions.

Carnegie Mellon Executive Education creates those leaders.

Through one-to-one solutions for individual clients and open enrollment programs for individuals, Carnegie Mellon's Tepper School of Business brings together leading faculty, cutting-edge research, proven models, and innovative technology to prepare your executives to achieve tangible results for your organization.



Custom Programs

Bringing every resource to your unique challenge.

At the Tepper School of Business, we don't believe in off-the-shelf solutions, because your business isn't facing an off-the-shelf challenge. Our mission is to ensure that you and your people are uniquely prepared to solve it. We draw insights from real-world (or more accurately, your-world) case histories. We customize a program that aligns the world-class faculty from across our university to address your exact needs — including computer science, AI, robotics, design, mathematics, cybersecurity, and more.

That same level of all-in customization is the defining characteristic of our highest-level consulting services. Whether it's your corporate strategy, a reorganization, a complete digital transformation, or implementing new systems, our industry-renowned faculty work with you to develop data- and analytics-driven recommendations that are grounded in unparalleled business expertise.

“ The Carnegie Mellon team didn't come in with any preconceived idea of what we need to do. They genuinely got to know our company and our goals for the future. We have a real relationship and are getting the POV of some of the most respected people in the business world.”

Financial Services Client



1 Strategic Leadership

Our analytical approach can help address your need to restructure, identify growth areas, build financial fluency, and develop core leadership to guide your organization in a rapidly changing environment.

Sample Topics

- Developing winning strategy
- Financial decision-making
- Managing risk and uncertainty
- Collaborative problem-solving
- Leading change
- Building effective teams
- Negotiation
- Executive presence, communication



2 Innovation

Tepper taps into Carnegie Mellon's global leadership in computer science, business and design to help you transform business models, reinvent products, and accelerate your organization's agility, efficiency, and ingenuity.

Sample Topics

- Business model transformation
- Building innovation portfolios
- Corporate entrepreneurship
- Startup models, new business networks
- Digital transformation
- Design thinking

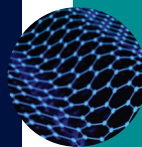


3 Advanced Analytics

Technology has given rise to an explosion of data. Executive Education taps into Carnegie Mellon's expertise in advanced analytics to develop the skills to translate that information into strategic decision-making, predictive modeling, and prescriptive planning.

Sample Topics

- Data selection, management, and competitiveness
- Descriptive models for segmentation and demand management
- Predictive analytics for marketing planning
- Machine learning and artificial intelligence
- Advanced analytics for marketing, operations, optimization, risk, and human resources management



4 Technology

Utilizing the proven technology leadership of Carnegie Mellon University, our program helps your executives learn to identify innovations that add value to your organization and translate emerging technology into actionable business solutions.

Sample Topics

- Blockchain and cryptocurrency
- Managing risk
- Cybersecurity
- Artificial intelligence and machine learning
- Internet of things

Featured Programs



Leadership as a Daily Challenge: An Integrated Approach

Leadership today requires the ability to inspire. By applying learning from different fields to actual personal challenges, learn to understand successful leadership style and grow in confidence to thrive in different situations.



Corporate Innovation: The Portfolio Approach

To stay relevant, an organization must take a portfolio approach to innovation. It's a fact that a number of these projects fail, and to successfully harness novel ideas, the transformative company takes a wider view. Learn relevant tools and techniques for successfully driving your own innovation portfolio and gain the necessary skills to develop and execute the right strategy.



Leadership and Negotiation Academy for Women

Proven experts and renowned faculty help you develop a strategic plan and personal roadmap to guide you into the highest executive levels. Strengthen key negotiating skills, and explore networking and executive presence.



Analytics and Decision-Making: Unlock the Power of Data

Learn from renowned Carnegie Mellon University faculty — leading experts with cutting-edge knowledge and a focus on application and results. Master techniques for the collection, manipulation, and interpretation of data to inform key business decisions and create impact.



Executive Presence: Communicating With Impact

A commanding executive presence is an essential component of leadership. Build that presence by developing the necessary skill set and techniques to hold attention, present effectively, lead high-level meetings, contribute on corporate panels, and more.



Leveraging Financial Technology

Accelerating technological change continues to rock the financial services industry. Transform your ability to harness the power of FinTech to create competitive advantage.



Leading Innovation: Creating a Dynamic Organization

Mastering innovation is a strategic imperative for competitive advantage. Acquire a deeper understanding of the processes, methods, and tools of lean innovative thinking and deal with the challenges of creating an innovation culture.



Earn the Carnegie Mellon Certificate in Executive Leadership

Participate in three executive education open enrollment programs in five years to earn Carnegie Mellon's highest certificate designation for executive education.



The unmatched expertise to
move your business forward.

Partner with Carnegie Mellon Executive Education
to approach your business challenges from a
unique and powerful perspective.

Every resource of our university — including our
faculty, research, and technology — is focused on
helping you achieve your business goals.

**The time is now.
Contact us to get started.**

Carnegie Mellon University
Tepper School of Business

Executive Education
4765 Forbes Avenue
Pittsburgh, PA 15213

p. 412-268-2304
e. exec-director@andrew.cmu.edu

tepper.cmu.edu/executiveeducation

