Prepare to Lead *Without Limits.*
Carnegie Mellon University challenges the curious and passionate to imagine and deliver work that matters. With cutting-edge brain science, path-breaking performances, innovative start-ups, driverless cars, big data, big ambitions, Nobel and Turing prizes, hands-on learning, and a whole lot of robots, CMU doesn’t imagine the future, we create it.

The Tepper School of Business at Carnegie Mellon is renowned for bridging disciplines, pioneering an unprecedented and uniquely powerful analytic approach to business management to create disruptive innovation.

Carnegie Mellon Executive Education unlocks potential in your leaders through access to internationally acclaimed faculty and practical solutions to emerging problems.

20 Nobel Laureates

Honored with 20 Nobel Laureates in five of the six categories, Carnegie Mellon stands among the world’s most renowned educational institutions.

- Lars Peter Hansen (2013)
- Dale T. Mortensen (2010)
- Oliver E. Williamson (2009)
- Ada E. Yonath (2009)
- Edward Rubin (2007)
- John L. Hall (2005)
- Finn E. Kydland (2004)
- Paul Lauterbur (2003)
- Walter Kohn (1998)
- Clifford G. Shull (1994)
- Merton H. Miller (1990)
- Franco Modigliani (1985)
- Herbert A. Simon (1978)
- Paul Flory (1974)
- Otto Stern (1943)
- Clinton J. Davison (1937)
Through customized single-client learning solutions and open enrollment programs for individuals, Carnegie Mellon Executive Education partners with organizations to fuel enterprising ingenuity. With an understanding of business, analytics, and technology, leaders are equipped to reimagine the world and answer its challenges.

Whether the need is to build capabilities to solve a complex business problem or develop individual leaders, partnering with Carnegie Mellon provides access to leading faculty, cutting-edge research, proven models, and innovative strategy. Together we facilitate application of new knowledge to achieve tangible business results.

Clients from across industries, government, and military work with us in areas ranging from strategic leadership, innovation, and analytics and to the most recent advances in technology such as digital transformation, AI, robotics, internet of things, and cybersecurity.

Areas of Focus

- Strategic Leadership
- Innovation
- Analytics
- Emerging Technology

tepper.cmu.edu/executiveeducation
As a growing company, rapid progress can only be managed by leaders prepared for the challenge. Too often, an organization’s expansion moves faster than the capabilities of the team.

Whether your need is to identify growth areas for the business, address organizational structure, build financial fluency, or develop core leadership capabilities, Carnegie Mellon is well-positioned to tackle your strategic leadership challenges.

### Custom Program Topics
- Developing winning strategy
- Financial decision-making
- Managing risk and uncertainty
- Collaborative problem-solving
- Leading change
- Building effective teams
- Negotiation
- Women’s leadership development
- Executive presence, communication

### Open Enrollment
- **Leadership and Negotiation Academy for Women**
  - Oct. 12-16, 2020
- **Leadership as a Daily Challenge: An Integrated Approach**
  - Oct. 5-9, 2020
- **Executive Leadership Academy**
  - January through July, 2020

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### Featured Faculty

**Sunder Kekre**  
Vasantrao Dempo Professor, Professor of Operations Management

**Taya Cohen**  
Carnegie Bosch Associate Professor of Organizational Behavior and Theory

**David Lassman**  
Distinguished Service Professor of Organizational Management

**Bryan Routledge**  
Associate Professor of Finance
Innovation

Change is happening at rapid speed. Leaders must transform business models, reinvent products and services and build with agile development to keep up with constantly changing market demands. Mastering innovation is a strategic imperative for competitive advantage.

To maintain and increase their edge, leaders look to Carnegie Mellon Executive Education, a university that holds the singular position as a front-runner in three innovation disciplines — computer science, business, and design.

With access to Carnegie Mellon’s foremost faculty, research, and cutting-edge technologies, Tepper School Executive Education can help leaders innovate to improve your organization’s agility, efficiency, and ultimate success.

Custom Program Topics

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

Featured Faculty

Sevin Yeltekin
Professor of Economics, Senior Associate Dean of Education

Michael Shamos
Distinguished Career Professor at the School of Computer Science, Director of the eBusiness Technology Program

Jimmy Williams
Distinguished Service Professor in Engineering and Public Policy, Executive Director of the Engineering and Technology Innovation Management Program

Peter Boatwright
Professor of Marketing and New Product Development, Co-Director of the Integrated Innovation Institute

Open Enrollment

Leading Innovation: Creating a Dynamic Organization

- Oct. 20–22, 2020

teeper.cmu.edu/executiveeducation
Advanced Analytics

As big data expands and companies grapple with integrating analytics from decentralized business units, experienced leaders recognize the need to translate quantitative model insights into strategic decision-making and innovative business models.

Leverage Carnegie Mellon’s expertise in Advanced Analytics to unlock the ability to inform decisions and spur growth through data insight. From predictive modeling to prescriptive planning, analytic competency is a must in the digital age of information. Learn more about your customers, your products, and your process through expert interpretation of the data available.

### Custom Program 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

### Open Enrollment

**Analytics and Decision Making: Unlock the Power of Data**

- Nov. 11–13, 2020

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**Carnegie Mellon University**

**Tepper School of Business**
Technology

The rapidly evolving landscape of technology and related security challenges requires an understanding of the business application and the ability to apply best practices to create solutions. Carnegie Mellon Executive Education works with leaders at all levels to translate emerging technology into actionable business value. We draw upon expertise across Carnegie Mellon University to deliver programs that help participants understand the technology, use cases, and changes in the competitive landscape, and identify innovations to add value to organizations.

The objective is to assess emerging technology and current use cases and translate these into opportunities to create innovative product and service offerings, increase operational efficiencies, reduce risk, and collaborate with ecosystem partners. The programs provide a baseline of foundational knowledge, updates on new developments, and engagement on the potential for business impact. The programs are modular and can be tailored to different audiences ranging from boards of directors, executive leadership teams, operating units, product development, and functional disciplines such as finance, engineering, and supply chain management.

Custom Program Topics

- Introduction to blockchain and cryptocurrency
- Understanding/managing risk (technical, social, internal/external)
- Valuing cryptocurrency
- Understanding and designing blockchain protocols
- Cybersecurity
- Artificial intelligence and machine learning
- Internet of things
- Regulatory trends

Featured Faculty

Ariel Zetlin-Jones
Associate Professor of Economics

Chester Spatt
Pamela R. and Kenneth B. Dunn Professor of Finance

Param Singh
Carnegie Bosch Associate Professor of Business Technologies, Director of the PNC Center for Financial Services Innovation

Tae Wan Kim
Associate Professor of Business Ethics
The business world moves at a breakneck pace, and hesitation isn't an option. Don't get left behind.

Choose cutting-edge expertise and competitive advantage. Choose Carnegie Mellon Executive Education.

Contact us to get started.