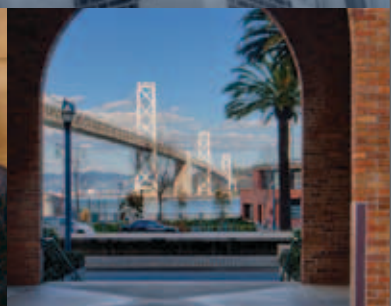




PHILADELPHIA, PA



SAN FRANCISCO, CA

CUSTOM PROGRAMS

Wharton Executive Education



Wharton
UNIVERSITY of PENNSYLVANIA
Aresty Institute of Executive Education

A Partnership for Success

Hello and welcome to Wharton.

For several decades, we have partnered with some of the best and most innovative companies across the world to develop their senior leaders. It's the heart of what we do, and we welcome the opportunity to partner with you for similar success.

As one of the world's leading business schools, we will bring deep and broad expertise in a variety of management disciplines to our partnership. Our faculty will challenge your thinking with new perspectives, and share practical frameworks and tools that will yield an immediate impact on your business. Our exceptional Custom Program design team will work with you as trusted advisors to create innovative learning solutions tailored to your specific goals and objectives. And our skilled program facilitators will ensure that your experience here at Wharton is like no other.

We get to the core of your challenges, so that every engagement becomes an investment that generates significant results for your business. We have helped organizations like yours build competitive advantage, overcome cultural challenges, drive innovation, and succeed in a constantly shifting global marketplace.

If you are looking for a partner that will deliver knowledge for immediate impact on your business and is dedicated to your success, please contact us. We want to learn about your ambitious plans for growth and uncover your most daunting challenges so that we can prepare you, and your leaders, for where you want to go.

Sincerely,



Sandhya Karpe
Managing Director, Custom Programs
Wharton Executive Education

Our Work begins with Your Work. Contact us today:

Sandhya Karpe
Managing Director
Custom Programs

**Aresty Institute of
Executive Education**

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University of Pennsylvania

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THE WHARTON EXPERIENCE

Leadership Development Designed for Your Company

For over 60 years, Wharton Executive Education has been designing customized Leadership Development experiences for mid- to senior-level executives of the top 500 global companies and leading non-profits.

We bring you direct access to:

- Wharton's world-renowned business faculty
- A Custom Program design team of more than 25 professionals
- An extensive global network of industry experts
- Game-changing business ideas with immediate impact
- Practical tools and frameworks to put those ideas to work in your organization

At Wharton, we partner with you as a catalyst for organizational change. Our programs can transform the outlook of your top leaders and grow your business at the same time. Your partnership with Wharton is an investment that yields tremendous benefits.

The Wharton Partnership Model

WHARTON
BRINGS:



YOUR
ORGANIZATION
BRINGS:



IMPACT

1 Needs Assessment

We start by developing a deep understanding of your organization, your objectives, and your strategic challenges.

2 Customized Solutions

Our extensive experience in curriculum design and executive learning styles ensures that your solution is uniquely customized to your needs, and effective in developing your leaders.

3 Transformational Experiences

Knowledge is not enough. We design transformational learning experiences that include guided practice and specific application of the knowledge to your leaders' and company's challenges.

4 Actionable Ideas

The knowledge, tools, and frameworks your leaders gain can be put to immediate use back in your organization to achieve the ultimate goal: significant business impact.

1 Corporate Strategy

Your corporate strategy is the starting point and guiding force for everything we do. Our programs are highly relevant, timely, and impactful because they focus on accelerating strategic progress.

2 Executive Insights

Your leaders know your business better than anyone else. We'll engage your executives to act as both resources and experts in tandem with Wharton faculty.

3 Real Issues

By bringing your current business challenges into the program, your executives gain meaningful stretch assignments and generate useful solutions.

In-Depth Industry Experience in:

- Financial and Professional Services
- Health Care and Pharmaceuticals
- Manufacturing, Energy, Technology, and Consumer Products
- Public and Social Sectors: Government, Education, Non-Profits, and Corporate Foundations

Unique Customized Solutions in:

- Leadership
- Strategy
- Customer Focus
- Innovation
- Change Management
- Teams and Engagement
- Negotiation
- Finance
- Marketing
- Business Acumen

A Few of Our 100+ Partner Organizations:



The Wharton Difference

Partner with Trusted Advisors

Right from the start, you'll partner with our Custom Program design team, whose members are learning solutions experts with deep experience in your specific industry. Together, you will identify and prioritize your leadership development needs and your most pressing challenges. Then, our team works with you to design targeted learning experiences that deliver the greatest immediate impact—fully aligned with your organization's strategy, vision, and culture.

Connect with Academic Thought Leaders

With more than 230 standing faculty, 25 research centers, and an extensive global network of industry experts, Wharton brings you access to world-class, multi-disciplinary thought leadership. We connect your leaders directly to the leading minds in business and the latest research impacting your industry.

Experience Flexible Delivery

From Memphis to Mumbai, our learning solutions experts will tailor your programs to the diverse environments in which you operate. And our professional delivery team is adept at managing customized programs at Wharton's Philadelphia or San Francisco campuses, at company sites, or anywhere in the world.

Invest for Impact

A Wharton Custom Program is an investment that will yield huge dividends on an individual, corporate, and global level. Designed with your strategic outcomes in mind, our programs deliver immediate impact. Wharton has been recognized internationally for its excellence in program design.

Learn more at www.WhartonCustomPrograms.com. Talk to us at **+1.215.898.1776** (worldwide) or email exced@wharton.upenn.edu.

Learning Modalities for Every Need



Action Learning

Custom-designed team or individual projects put learning into action for stretch assignments and profitable business results.

Global Learning Journeys

Accompanied by Wharton faculty, your most senior executives are immersed in an emerging market where they observe and interact with real consumers.

Experiential Learning Events

Energizing non-classroom activities—such as team rowing, museum tours, historic site visits, and social impact projects—drive home the classroom learning.

Virtual Learning

Wharton faculty instruct “up close” at a distance via our virtual classroom, webinars, and other conferencing tools.

Simulations

Participants take on key leadership roles in simulated business environments, where every decision counts.

Case Studies and Live Cases

Small peer teams gain valuable business insights grappling with real corporate challenges.

Coaching and Assessments

Deepen self-knowledge, benchmark against other global leaders, and design action plans for advancing personal leadership skills.

The Wharton Impact

“The Estée Lauder Companies has a long-standing relationship with Wharton Executive Education. We recently designed a three-day Global Marketing Symposium for 90 of our senior leaders. We came away impressed, once again, by the breadth of expertise and capability the Wharton Executive Education team always brings to the table.

We partnered with Wharton faculty who created customized content that was relevant, stimulating, and actionable. Our executives spoke highly of the experience and said they came away with tools and new models that will inform concrete actions in their businesses.”

—*Phebe Farrow Port, Senior Vice President,
The Estée Lauder Companies*



“We’ve become known as integrators. We synthesize the talents of Wharton faculty, industry experts, and senior executives to provide multiple perspectives. We integrate multiple teaching modalities. And we reach beyond the program’s boundaries, to link the impact with your broader talent management and strategic initiatives.”

—*Alison Peirce, Practice Leader,
Financial and Professional Services,
Wharton Executive Education*

“Wharton Executive Education leadership programs give the participants what they need so they can do something different. It’s not about abstract theories or analyses—it’s about being equipped to take appropriate action. In many ways, that is the true definition of leadership.”

—*Michael Useem, Professor of Management,
Director, Center for Leadership and
Change Management, The Wharton School*





The Wharton School of the University of Pennsylvania—founded in 1881 as the first collegiate business school—is recognized globally for intellectual leadership and ongoing innovation across every major discipline of business education. The most comprehensive source of business knowledge in the world, Wharton bridges research and practice through its broad engagement with the global business community. The School has 5,000 undergraduate, MBA, executive MBA, and doctoral students; more than 9,000 annual participants in executive education programs; and an alumni network of 88,000 graduates.

Wharton | San Francisco embodies the innovative, entrepreneurial spirit of the Wharton School in one of the world's most vibrant cities. Wharton's dynamic, technologically advanced space is located in the historic Hills Plaza, along the Bay on the Embarcadero.



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