ADVANCED MANAGEMENT PROGRAM

PROGRAM DATES:
OCT. 1–NOV. 3, 2017 • PHILADELPHIA, PA
MAY. 27–JUN. 29, 2018 • PHILADELPHIA, PA
Overview

The Wharton Advanced Management Program (AMP) is a transformative experience for senior leaders. Designed for those who have the vision and management capabilities to lead their organizations through change, the five-week program is immersive and intellectually rigorous. It accelerates both personal and professional breakthroughs.

Delivered in partnership with the Wharton Leadership Program, AMP propels participants to view their world through a different lens, challenging assumptions and revealing previously unforeseen business opportunities.

Because top leadership requires more than just an understanding of current business trends, the program addresses the whole person—examining leadership style and inspiring personal growth. Among the many aspects that differentiate Wharton’s AMP from those offered at other business schools is its emphasis on experiential learning, executive coaching, peer mentoring, and guided practice and reflection.

Martin Cass

CEO at MDC Media Partners and Assembly, a New York City-based marketing and advertising firm

“Wharton’s AMP is not for executives who just want to tick the education box. You have to want to make a change in your career, either by stepping up to a higher level or going somewhere else. It opens your eyes to what is possible. If you go through the program and you’re not able to enact the kinds of changes you are inspired to lead, you will be frustrated. That is where I was, and AMP came at the right time for me.”

Featured Video

“Wharton’s Advanced Management Program created a close, cohesive learning community of leaders who became both teammates and friends. This management development program is a defining personal and professional moment—the starting point for that next level of achievement and success.”

— Mark Wallis (Australia)

Featured Video

Iain O’Brien (Scotland) credits Wharton’s Advanced Management Program with significantly expanding his professional and personal network.
Experience & Impact

**AMP** leverages the strengths of the school's world-renowned faculty, who provide cutting-edge research, knowledge, and tools. Participants also obtain unparalleled access to core faculty members who are present throughout the program to help participants integrate lessons and experiences.

Program content, whether about finance or marketing, strategy or innovation, has an uncommon rigor and a real-time, global context that goes beyond historical case studies.

**POST-PROGRAM EXPERIENCE**

In addition to follow-up sessions with your coach, **AMP** academic directors continue the dialogue for months, sharing new research and providing a forum for networking and relationship building. Many **AMP** group members retain relationships with one another and with Wharton faculty throughout their careers.

**AMP** provides unique opportunities to make connections between what you are learning and your work and personal life. They include:

- **Daily faculty-led integration sessions:** To help you link new knowledge and tools to your unique business and personal situation, these sessions encourage reflection, questions, and rich conversation with your peers.

- **Stretch Experiences:** Designed to test your strengths and reveal critical, real-time lessons in teamwork, they push you to dig deep intellectually, creatively, and emotionally. They may include a day of training at the New York Firefighter Academy; filmmaking, including script writing, acting and directing, camera and sound work, and post-production, all with the guidance of an award-winning theater company; and an introspective writing project in which you craft a cover story about your future self, describing your most meaningful accomplishment(s) in any area of your life.

- **Executive Conversations:** Current and former CEOs share their experiences in intimate, informal dialogues with **AMP** participants. It’s a rare opportunity to learn from the successes (and failures) of some of the biggest names in business. These sessions have been described by many past participants as startlingly candid and particularly informative.

- **Executive Coaching:** Team and individual sessions accelerate learning and personal growth during the program and continue after **AMP** concludes. You will work on the issues that are important to you, and get real-time feedback from your coach and your team.

- **Expanded Network:** Meaningful relationships are built within the select and highly accomplished group of participants, faculty, executive mentors, and coaches. **AMP** participants also become Wharton alumni, joining a 93,000-member network in more than 130 nations, supported by 77 U.S. and international clubs and annual forums.
This selective and intellectually rigorous program is for senior executives who are already successful leaders within their organizations. While participants come from diverse cultural and professional backgrounds, they all share several key qualities.

Specifically, AMP is for multidimensional executives who:

- Motivate by example and have the vision, leadership capabilities, influence, and business acumen to lead effectively in a world of uncertainty and complexity.
- Seek a learning experience that provides an opportunity for deeply personal self-assessment.
- Are within three reporting relationships of the CEO.

**RECENTLY ATTENDED**

- Boeing Company
- Bupa
- Citibank
- Credit Suisse
- Diamond Bank, Ltd.
- Exxaro Resources
- Fujitsu
- Heineken
- Hewlett-Packard
- Hyundai Heavy Industries
- Larsen & Toubro Ltd.
- Mitsui & Co., Ltd.
- PETRONAS
- Royal Philips Electronics
- Shui On Group
- Siam Cement Co.
- SK Telecom
- TD Securities Inc.
- UBS AG
- Wal-Mart Brasil

**INDUSTRY**

- Finance/Banking/Insurance: 28%
- Manufacturing/Engineering: 25%
- Energy: 16%
- Prof. Services/Consulting: 12%
- Technology/Telecom: 10%
- Government/Military/Nonprofit: 8%
- Other: 6%

**REGION**

- Asia-Pacific: 27%
- Europe: 10%
- Middle East: 6%
- North America: 6%
- South America: 41%
Participant Profile

In addition to presidents, chief executive officers, and other senior leaders, past participants have included successful entrepreneurs, media and technology executives, and leaders of nonprofit organizations. Candidates must be nominated by the chief executive officer, senior divisional executive, or head of corporate human resources of their organization.

A high level of English language proficiency is necessary to actively engage in group discussions and reading assignments. Scores for the Test of English for International Communication (TOEIC), taken within the past two years, must be 800 or higher.

JOB TITLES

- Chief Communications Officer
- Chief Executive Officer
- Chief Financial Officer
- Chief Information Officer
- Chief Marketing Officer
- Chief of Staff
- Chief Operating Officer
- Commissioner
- Deputy Chairman
- Executive Director
- Executive Vice President
- General Manager
- Managing Director
- Managing Partner
- Member of the Board
- President
- Senior Vice President

JOB FUNCTION

- General Management
- Finance/Accounting
- Operations
- BD/Dev/Sales
- Strategic Planning
- IT
- Other
Michael Useem is a professor of management and the director of Wharton’s Center for Leadership and Change Management. He teaches MBA and executive MBA courses on leadership and change, and he offers programs on leadership, teamwork, governance, and decision making for managers in the United States, Asia, Europe, and Latin America. He also works on leadership development and governance with many companies and organizations in the private, public, and nonprofit sectors.

Michael is the author of The Leadership Moment, Investor Capitalism, The Go Point, and The Leader’s Checklist. He is coauthor and/or coeditor of Learning from Catastrophes; Boards That Lead: When to Take Charge, When to Partner and When to Stay Out of the Way; and The India Way: How India’s Top Business Leaders Are Revolutionizing Management.
ADDITIONAL FACULTY

The interactive and intensive nature of AMP allows participants to work closely with some of the finest minds and thought leaders in the world of business. Following is a partial list of participating Wharton faculty. (Faculty for specific runnings may change.)

Jeff Klein
Executive Director, McNulty Leadership Program; Lecturer, The Wharton School and the School of Social Policy and Practice, University of Pennsylvania

Sigal Barsade, PhD
Joseph Frank Bernstein Professor of Management, The Wharton School

Quinn Bauriedel
Speaker, Pig Iron Theatre Company

David Bell, PhD
Xinmei Zhang and Yongge Dai Professor; Professor of Marketing, The Wharton School

Brian Bushee, PhD
Geoffrey T. Boisi Professor of Accounting, The Wharton School

Geoffrey Garrett, PhD
Dean, Reliance Professor of Management and Private Enterprise, The Wharton School

Mauro Guillén, PhD
Dr. Felix Zandman Professor; Professor of International Management, The Wharton School; Director, the Lauder Institute, University of Pennsylvania

Witold Henisz, PhD
Deloitte & Touche Professor of Management, in Honor of Russell E. Palmer, former Managing Partner, The Wharton School

Todd Henshaw, PhD
Senior Fellow, Center for Leadership and Change Management, The Wharton School; President, Leader Development Associates

Martin Ihrig, PhD
Adjunct Associate Professor, The Wharton School

Rodrigo Jordan, PhD
Senior Fellow, Center for Leadership and Change Management, The Wharton School; Executive Vice President, Vertical SA

John Kanengieter
Senior Fellow, Center for Leadership and Change Management, The Wharton School; Director, Kanengieter Consulting

Ian MacMillan, DBA
The Dhirubhai Ambani Professor; Professor of Innovation and Entrepreneurship; Director, Sol C. Snider Entrepreneurial Research Center, The Wharton School

Richard C. Marston, PhD
James R. F. Guy Professor of Finance, The Wharton School

B. Cade Massey, PhD
Practice Professor, Operations, Information and Decisions, The Wharton School

David Reibstein, PhD
William Stewart Woodside Professor; Professor of Marketing, The Wharton School

Nancy Rothbard, PhD
David Pottruck Professor; Chairperson, Management Department, The Wharton School

G. Richard Shell, JD
Thomas Gernity Professor; Professor of Legal Studies & Business Ethics and Management; Chairperson, Legal Studies & Business Ethics Department, The Wharton School

Jeremy Siegel, PhD
Russell E. Palmer Professor of Finance, The Wharton School

Nicolaj Siggelkow, PhD
David M. Knott Professor; Professor of Management; Co-Director, Mack Institute for Innovation Management, The Wharton School

Harbir Singh, PhD
Mack Professor of Management; Co-Director, Mack Institute for Innovation Management; Vice Dean for Global Initiatives, The Wharton School

Christian Terwiesch, PhD
Andrew M. Heller Professor; Senior Fellow, Leonard Davis Institute for Health Economics; Co-Director, William and Phyllis Mack Institute for Innovation Management, The Wharton School

James D. Thompson, PhD
Co-founder and Director, Wharton Social Enterprise Program, The Wharton School; Adjunct Associate Professor at the School of Social Policy and Practice, University of Pennsylvania

Ilene Wasserman, PhD
Lead Executive Coach; President, ICW Consulting Group

David Wessels, PhD
Adjunct Professor of Finance, The Wharton School

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## Sample Program Schedule - Week 1

### ADVANCED MANAGEMENT PROGRAM

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<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
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<tbody>
<tr>
<td>BREAKFAST</td>
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<tr>
<td>Developing Your Leadership</td>
<td>Developing and Managing Innovation Capability</td>
<td>Global Strategy: Creating Competitive Advantage in New Markets</td>
<td>Strategic Management: Discovery-Driven Planning</td>
<td>Leading High-Performing Teams in Dynamic Environments</td>
<td>Leading High-Performing Teams in Dynamic Environments</td>
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<tr>
<td>LUNCH</td>
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<tr>
<td>Leadership Navigation Challenge</td>
<td>Developing and Managing Innovation Capability</td>
<td>Strategic Management: Competing Under Uncertainty</td>
<td>Executive Coaching</td>
<td>Leading High-Performing Teams in Dynamic Environments</td>
<td>Leadership and Ethics</td>
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<td>DINNER</td>
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<tr>
<td>Executive Mindfulness</td>
<td>Executive Mindfulness</td>
<td>Executive Mindfulness</td>
<td>Executive Speaker Series</td>
<td>Weekly Wrap-Up</td>
<td>BBQ</td>
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## Sample Program Schedule - Week 2

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<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
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<tr>
<td><strong>BREAKFAST</strong></td>
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<tr>
<td>Strategic Management:</td>
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<tr>
<td>Executive Negotiation Workshop</td>
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<td>A working lunch will be served.</td>
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<tr>
<td><strong>LUNCH</strong></td>
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<tr>
<td>Creating and Sustaining a</td>
<td>Pig Iron Theatre Company Leadership Venture</td>
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<td>Organizational Culture: What Is It? Why Is</td>
<td>Team Coaching</td>
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<td>Competitive Advantage</td>
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<td>It Important? And What Can We Do About It?</td>
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<td><strong>DINNER</strong></td>
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<tr>
<td>Project Consultation</td>
<td>Pig Iron Theatre Company Leadership Venture</td>
<td>Project Consultation</td>
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## Sample Program Schedule - Week 3*

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<tr>
<th>MONDAY</th>
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<th>THURSDAY</th>
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<tbody>
<tr>
<td>Global Strategy: Corporate Diplomacy</td>
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<td>Lunch will be provided.</td>
<td>Building Future Markets: Project Presentations</td>
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<td></td>
<td>Executive Speaker Series</td>
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<tr>
<td>Project Consultation</td>
<td>Project Consultation</td>
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## Sample Program Schedule - Week 4*

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<tbody>
<tr>
<td><strong>BREAKFAST</strong></td>
<td><strong>LUNCH</strong></td>
<td><strong>DINNER</strong></td>
<td><strong>BREAKFAST</strong></td>
<td><strong>LUNCH</strong></td>
<td><strong>DINNER</strong></td>
</tr>
<tr>
<td>The Week Ahead</td>
<td>FDNY Leadership Venture</td>
<td>Emotional Intelligence</td>
<td>Leading Change</td>
<td>Geopolitics</td>
<td>Executive Life: Cover Story Private Group Presentations, and Feedback</td>
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<tr>
<td>Financial Strategy: Corporate Strategy and Valuation</td>
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<tr>
<td>Managing the Corporate Portfolio: Piel Cosmetics</td>
<td>Financial Strategy: Driving Superior Shareholder Value</td>
<td>Marketing Strategy</td>
<td>People Analytics</td>
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<tr>
<td>Executive Speaker Series</td>
<td>Executive Mindfulness</td>
<td>Team Coaching</td>
<td>Weekly Wrap-Up</td>
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## Sample Program Schedule - Week 5*

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<tbody>
<tr>
<td>The Week Ahead</td>
<td>Customer-Based Corporate Valuation</td>
<td>Strategic Management: Managing Corporate Acquisitions</td>
<td>Boards That Lead</td>
<td>Checkout</td>
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<tr>
<td>Critical Thinking</td>
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<tr>
<td>Critical Thinking</td>
<td>Demographics and the World Economy</td>
<td>Mural Arts</td>
<td>Community Closing</td>
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<tr>
<td>Executive Mindfulness</td>
<td>Executive Mindfulness</td>
<td>Partners Welcome Reception</td>
<td>Graduation and Reception</td>
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**LUNCH**
- Lunch Speaker: Jane Golden

**DINNER**
- Partners Welcome Reception
- Graduation and Reception

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