

Darden Executive Education - Top Five Global Provider of Open-Enrollment Programs (Financial Times, 2005-2011)

SUCCESS FACTORS	Leadership	Strategic Thinking	Analytical Thinking	Execution	Business Orientation	Entrepreneurialism and Innovation	Communication and Interpersonal Skills	Teambuilding	Customer Focus	Negotiation/Influence	Conflict Management	Employee Development	Intercultural Adaptability	For Executives/Officers	For Directors/Managers
Darden Executive Education Programs															
Advanced Management/Senior-Level															
<i>The Executive Program (TEP)</i>	x	x	x	x		x	x		x		x		x	x	x
General Management															
<i>Management Development Program: Driving Vision, Action, and Results (MDP)</i>	x	x	x	x		x	x					x			x
<i>Growing Great Managers: The Core Essentials</i> <small>(For managers with 2-6 yrs. experience)</small>	x	x	x		x			x				x	x		x
Leadership and Change															
<i>Women Emerging in Leadership</i>	x	x				x	x	x				x		x	x
<i>True Leadership: Leading With Meaning</i>	x	x		x		x	x	x				x		x	x
<i>Leading Teams for Growth and Change</i>	x	x				x	x	x				x		x	x
<i>Leading Organizational Effectiveness</i>	x	x	x	x		x	x		x			x			x
<i>Leading Innovation: Thinking Creatively for Positive Change</i>	x	x	x			x	x	x		x		x	x	x	x
<i>Servant Leadership: A Path to High Performance</i>	x	x	x	x		x	x	x	x	x		x	x	x	x
<i>Power and Leadership: Getting Below the Surface</i>	x			x			x			x	x	x			x
<i>Managing Individual and Organizational Change</i>	x			x			x			x	x				x
<i>Influencing to Win: Seizing Opportunities</i>	x		x				x			x	x				x
<i>Developing HR Capabilities in Strategy, Leadership, and Change</i>	x	x		x				x				x		x	x
Marketing and Sales															
<i>Strategic Marketing Management</i>	x	x	x						x						x
<i>Strategic Sales Management</i>	x	x	x			x	x		x						x
Financial Excellence															
<i>Financial Management for Non-Financial Managers</i>			x	x		x									x
Strategic Growth															
<i>Growth Catalysts: The Right Leadership, Culture, and Processes</i>	x	x				x	x	x	x					x	x
Capability Development: Individual and Organizational															
<i>Strategic Thinking and Action</i>	x	x	x	x	x								x	x	x
<i>Strategic Decision Making</i>		x	x		x				x		x			x	x
<i>The Mind of the CFO: Becoming a Strategic Leader</i>	x	x	x				x			x				x	x
<i>Managing Conflict and Creating Consensus</i>	x	x					x	x		x	x				x
<i>Negotiating Success: A Learning Laboratory</i>			x				x			x	x				x

To discuss your next program and the competencies addressed in your selected course(s), contact: Susian Brooks, Senior Director, +1 434.924.3904; BrooksS@darden.virginia.edu

