



# EXECUTIVE EDUCATION PROGRAMS

## PROGRAMS FOR INDIVIDUALS

Short duration, high impact programs that are focused on application. Available individually or as part of the following certificate programs:

### Executive Certificate in Supply Chain Management

Supply Chain for Competitive Advantage, Demand & Inventory Planning in a COVID Environment, Supply Chain Risk & Resilience, and Supply Chain Analytics

### Executive Certificate in Management and Leadership

Take any four programs that best fit your professional development goals and earn our Executive Certificate in Management and Leadership. This flexible format allows you to mix and match any of our programs – complete it in as little as a few months!

## CUSTOM PROGRAMS FOR ORGANIZATIONS

Now more than ever, organizations are finding that the key to employee retention is in learning development. Partner with Lehigh's Vistex Institute on a custom program that honors your organization's mission while using our proven adult learning techniques that will have an immediate impact on your day-to-day operations.



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**Find the program that fits your needs!**

Program spaces are limited – save the dates and register now!

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### Contact Us:

[Business.Lehigh.edu](mailto:Business.Lehigh.edu)

610.758.3590

[execed@lehigh.edu](mailto:execed@lehigh.edu)

**>>Program Calendar Located on Back**



# EXECUTIVE EDUCATION Fall 2022 PROGRAM CALENDAR

## MANAGEMENT AND LEADERSHIP

### [Project Management Foundations](#)

October 6 and 7, 2022 from 8:30 AM – 4:30 PM ET | In-Person | \$1,995

Based on decades of research and experience, the program uses a two-pronged approach to help you succeed. First, you will explore the most common reasons why projects fail and how to spot potential pitfalls before they derail your project. Second, you will gain proven tools and powerful techniques that will guide you through the project management process.

### [Essentials of Negotiation: Optimizing Outcomes & Maximizing Value](#)

November 9, 2022 from 8:30 AM - 4:30 PM ET | In-Person | \$1,195

In this experiential program, attendees will examine the social psychology and economics behind successful negotiation skills. Participants will learn how to prepare for negotiations including how to ask for and to get more of what you want using various normative and informational influence techniques. Finally, you will apply those newly acquired skills in a series of simulated business negotiations.

### [Connected Leadership: Creating & Retaining an Engaged Team](#)

December 1, 2022 from 8:30 AM – 4:30 PM ET | In-Person | \$1,195

This program will help develop the specific skills needed to better connect with your employees. Through this dynamic and highly interactive workshop, you will learn how to build stronger relationships that increase your value, influence, and impact. You will leave with increased clarity on your leadership brand, new tools and skills, and a greater confidence – ready to engage your team and expand your influence throughout your organization.

## SUPPLY CHAIN MANAGEMENT

### [Supply Chain for Competitive Advantage](#)

September 13, 15 and 16, 2022 from 11:30 AM - 1:30 PM ET | Live Online | \$895

Discover the principles of supply chain excellence, identify potential areas for improvement in your organization, and develop ways to address them. This hands-on program is based on the latest data, standards, and best practices from multiple industries. Leave with a plan for applying what you learned to make your organization's supply chain process a sustainable source of competitive advantage.

### [Demand & Inventory Planning in a COVID Environment](#)

October 11, 13 and 14, 2022 from 12:30 PM - 2:30 PM ET | Live Online | \$895

This program provides you with the tools and methods you need to define, develop, and manage efficient and effective planning processes that balance demand forecasts with existing supply and inventory, leading to significantly reduced costs.

### [Supply Chain Risk & Resilience](#)

November 15, 17 and 18, 2022 from 11:30 AM - 1:30 PM ET | Live Online | \$895

This program will help you develop your supply chain risk management capabilities through understanding the key elements of supply chain risk, being able to assess the severity and probability of risk events and being better prepared to mitigate and manage risks as they occur.

### [Supply Chain Analytics](#)

December 6, 8 and 9, 2022 from 11:30 AM - 1:30 PM ET | Live Online | \$895

Learn the roles of analytics in supply chain management, different types of analytics (descriptive, predictive, and prescriptive), cleaning and preparing data for analyses, conducting exploratory data analyses, visualizing data and creating dashboard, and storytelling with data.

**Spring 2023 Programs to be announced soon!**