From the first rung on the career ladder to the corner office, Vanderbilt Business offers programs for every stage of your career.

Join us on campus. We’ll love to have you.

Are you a working professional considering executive education?

**Degree**

**Vanderbilt Executive MBA**
One of the world’s premier, full 60-credit MBA options for busy managers and executives with diverse industry and functional expertise and differing business needs.

**Vanderbilt Americas MBA for Executives**
A full 60-credit MBA designed exclusively to provide cross-equator executives with the rigorous curriculum and cultural immersion to handle senior-level responsibilities for the Americas.

**Vanderbilt Master of Management in Health Care**
A one-year degree program designed to help health care professionals, physicians and practitioners succeed in management.

**Non-Degree**

**Open Enrollment**
Short and focused, proven and practical programs designed to refresh, engage and strengthen management expertise. Open to the public. Flexible for your needs. Earn an immediate ROI and get the Vanderbilt experience by joining us on campus.

**Certificates of Excellence**
Comprised of a strategic combination of Open Enrollment Programs, certificates give you the ability to master certain areas of business over a period of time, without investing in a full-time degree. Choose to combine classes into certificates focused on leadership, management or general business strategy.

**Custom Programs**
Custom designed for specific needs of organizations, these professional development programs benefit groups of employees and rising executives. Each program is constructed to accommodate the needs and strategic goals of the organization and focused on ROI.

From the first rung on the career ladder to the corner office, Vanderbilt Business offers programs for every stage of your career.

Join us on campus. We’d love to have you.
PREPARE YOURSELF. TRAIN YOUR TEAM.
DEVELOP LEADERS. START HERE.

Executive Development Institute

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Custom Programs for Organizations
Custom designed for specific needs of organizations, these professional development programs benefit groups of employees and rising executives. Each program is constructed to accommodate the needs and strategic goals of the organization, with a focus on immediate return on investment.
THREE PATHS TO RESULTS.
WHICH IS RIGHT FOR YOU?

Need to hone skills on a particular topic?

OPEN ENROLLMENT

Need to expand your knowledge base in a broader business area?

CERTIFICATES OF EXCELLENCE

Need to propel your company to the next level with leadership training?

CUSTOM PROGRAMS FOR ORGANIZATIONS

How you will benefit:
Designed to meet the needs of working professionals, our short, focused two to three day programs, on campus, facilitate the development of critical business skills and allow you to fill any gaps to strengthen your professional toolkit.

Program design:
With a variety of programs to choose from in leadership, strategy and management, exercise your options at the times that are right for you.

Ideal for:
Individuals
Small Teams
Small to Medium-Sized Businesses

How you will benefit:
Designed to help you develop a mastery of business skills in a certain area, our certificate programs also allow you to take advantage of the convenience and variety of the Open Enrollment Programs available to you when you join us on campus. You earn an esteemed Vanderbilt Certificate without the commitment of a degree.

Program design:
Combine a series of programs over a designated period of time to obtain a Vanderbilt Certificate in Leadership Excellence, Management Fundamentals or Business Excellence.

Ideal for:
Individuals
Small Teams
Small to Medium-Sized Businesses

How you will benefit:
Designed to meet your organization’s needs, strategic goals and objectives, our custom management education programs are built for results and immediate return on investment. Benefit from expert insight and instruction from world-renowned faculty.

Program design:
Join us on campus or we will come to you. Tell us your goals and plans and collaborate with us on a customized solution to meet your organization’s needs.

Ideal for:
Large Organizations
Large Teams or Groups (15+ people)

Kathleen Overlin
AVP, Chubb Group of Insurance Companies,
Franklin, TN

“I deal with a lot of different businesses. So to sit in a classroom with people from all those different businesses has been invaluable. I’ve been able to see their perspective and better understand how they’re coming at different issues. Their willingness to share, challenge and suggest resolutions has allowed me to consider new ways to tackle long-standing protocols and circumvent potential problems.”

Key Program Advantages:
- Benefit from immediate ROI.
- Learn from world-renowned faculty.
- Advance your career and your organization.
- Exercise your options with program flexibility and geographical convenience.
- Get the Vanderbilt experience.
The number of books that Dick Daft—popular author and Vanderbilt professor—has written on the topic of leadership. His most recent—The Executive and the Elephant: A Leader’s Guide for Building Inner Excellence—currently boasts a 5-star rating on amazon.com.

For full faculty bios and feature videos, visit owen.vanderbilt.edu/faculty.
Leadership

Executive Leadership
Transform your leadership style. Build the skills to effectively design, implement and manage vision that will make an impact and drive your organization’s success.

Leadership Coaching
Strengthen your managerial effectiveness. Build the distinctive set of competencies to coach, motivate and empower high-performance employees.

Leading Change
Become an influential leader of change within your organization. Successfully spearhead change initiatives using analytical frameworks and proven models.

Communication Strategies for Senior Leadership
The higher you move up the management ladder, the more your communication skills play a critical role in your ability to be an effective leader. In this interactive program, you’ll develop techniques for communicating at a senior level. Through a series of discussions, exercises and simulations, you’ll learn how to speak, write, listen and influence so that you can lead your organization more effectively and master key skills to enhance your executive brand.

Strategy

Enterprise Risk Management
Protect your organization’s bottom line from potential hazards. Learn to identify, manage and mitigate possible disaster and threats to your organization.

Negotiation Skills for Managers
Gain the ability to negotiate and resolve disputes using a systematic framework. Identify your best negotiation style and learn practical tools and techniques to improve your effectiveness at achieving the best possible outcomes.

Strategic Innovation
Forward-thinking firms understand that innovation is too important to be left to chance. In this two-day program, you will discover how to be more productive and to increase your level of innovation. You will understand how organizational elements interact in ways that can enhance the generation, growth and implementation of new ideas—and how to overcome the organizational, interpersonal and competitive forces that can stifle innovation.

Management

Achieving Operational Excellence
Learn best-practice operations strategies to achieve improved business results. Understand how to increase efficiencies, implement high-performance processes and deliver value at lower costs.

Finance & Accounting for Non-Financial Managers
Understand what the numbers mean and how to use financial systems and data to identify risks and opportunities. Increase your value with a foundation in finance and accounting basics.

Leading Projects Teams for Strategic Results
Leading strategic projects effectively requires a combination of skills: designing and executing strategies, managing relationships and evaluating results. This engaging and highly interactive two-day program is designed for experienced project managers who strive to become more effective in conveying vision, coping with complexity and energizing people to achieve important goals.

Managing Teams in Organizations
Be a leader who creates, empowers, motivates and sustains high-performing teams. Develop the knowledge to understand the roles of individuals and the complexity of team dynamics to best drive your teams forward.

Marketing for Strategic Growth
Make key marketing decisions with confidence. Explore the basic marketing fundamentals and leave with a toolkit of models and frameworks to aid in developing, implementing and evaluating your organization’s marketing strategies.

Special Topics

Private Wealth Management
Develop the fundamental knowledge to confidently oversee the management of your investments and portfolios. Learn how to select an advisor, determine when philanthropy is appropriate and evaluate effective investment strategies.

Open Enrollment Programs


Our portfolio offers a variety of programs to choose from. Select the programs that meet your professional development needs to enhance your management toolkit. Here’s a sample of what you will find at the Vanderbilt Executive Development Institute.

Strategy

Enterprise Risk Management
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Negotiation Skills for Managers
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Visit VanderbiltExecutive.com to view the most current list of programs offered.

“Having spent close to three years researching various leadership development programs at numerous well-respected institutions, I completed the Vanderbilt certificate program with a sense that the right decision had been made. Almost immediately I was able to apply several of the principles discussed into my current position. With continued review of the materials and lessons, I hope to fine-tune even more skills. The courses in the certificate program were a great start for aligning my experience with a focused knowledge base to improve future performance. The program has given me a new perspective as well as sparked some new ideas.”

Josepha Cheong, M.D.
Professor, Psychiatry
University of Florida, College of Medicine
The programs at Vanderbilt really broadened my horizons and gave me exposure to the way the business world thinks and the way it works. I was really going to need that if I wanted to make the impact that I wanted to make in my field.

Lynn Matrisian, Ph.D.
Vice President, Scientific and Medical Affairs, Pancreatic Cancer Action Network, Manhattan Beach, CA

“..."
Custom Programs for Organizations

Tailored solutions and targeted results for your business challenges.

Vanderbilt Executive Development Institute offers Custom Programs that can help your organization achieve its strategic goals and reap immediate results. Leveraging the talents of top faculty from Vanderbilt and leading practitioners, each program is constructed around your culture and strategy and designed for your unique needs. There are no rules regarding how programs are built or how or where they are delivered. Through in-depth discussion and our five-step development process, we’ll help you identify your objectives and needs and construct the program that is right for you. The result—faster, more efficient implementation of new ideas and changes across an entire organizational enterprise.

1. First, we listen closely to understand your objectives, get a feel for the individuals/teams that comprise the audience and grasp any overarching issues or circumstances that will help guide us in building a working relationship.

2. We establish a client team for your organization who will develop and deliver your program. They’ll dig for details to understand all facets of your development needs, challenges and desired outcomes.

3. We’ll devise and customize a blueprint that melds expert and relevant curriculum with innovative learning practices. In this collaborative process, we consult you for feedback, modifying and refining the content, design and delivery until they meet your approval.

4. Our faculty, recognized as expert instructors, will deliver and implement your made-to-order program according to plan. Because we believe in long-term relationships, we extend our work for you beyond the classroom, conducting a thorough evaluation (including surveys of participants and internal sponsors) to understand how well the program met your objectives. Our faculty remain available to your management team and program participants.

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With several managed care industry customers and prospects like AETNA, Humana, Wellpoint, Medco and United Healthcare, Eli Lilly wanted to ensure that their executives had a strategic understanding of what mattered most to their clients and how they could better provide solutions to help directly address them. Eli Lilly wanted to have more substantive, strategic conversations with the “C-suite”. They also wanted their representatives to be comfortable with interpreting prospects’ financial reporting data. The Executive Development Institute at Vanderbilt engaged faculty from the highly regarded Health Care MBA program to develop a Custom Program for Eli Lilly’s sales executives. The goal: to dramatically boost each member’s understanding of key drivers and influences within this dynamic and evolving industry.

At Nissan, cultivating talent and growing new leaders are essential to the company’s long-term success as a global innovator. Because of this, Nissan executives saw the need for an approach to talent development and succession planning that focused on new ways to grow their emerging leaders. Vanderbilt’s custom design approach integrated faculty subject matter experts with Nissan’s business leadership to create two programs that contributed significantly to the succession planning of the company and had a large impact on the company’s bottom line. To view Nissan’s case study and hear directly from their executives, go to owen.vanderbilt.edu/edi.

Challenged with supplementing their already robust internal development effort, the management team at NASA’s Marshall Space Flight Center in Huntsville, Alabama, chose Vanderbilt to provide supplemental professional development experiences to alumni of their proprietary Leadership Development Series. Vanderbilt faculty were brought on board as supplemental instructors to provide expertise in areas of leadership development and organizational performance.
We cater to executive students. Literally.

Executive students are masters at juggling. Job. Family. School. That’s why, at Vanderbilt, we cater to you.

We’ve dedicated an entire wing of our facility to Executive Programs—a space that combines the historic character of one of Vanderbilt’s earliest buildings (circa 1888) with contemporary classrooms and state-of-the-art technology.

In our Executive Lounge, set aside exclusively as a home away from home for executive students, you’ll find a business center, quiet study area, fresh coffee, soft drinks, M&Ms and other treats.

You’ll also enjoy an even more valuable resource: the full support of our staff, who will (not quite literally, but almost) bend over backwards to meet your needs.

CLIENT LIST Here are just a few of the companies represented by students in Vanderbilt Executive Programs.

- Procter & Gamble
- HCA
- Autozone
- Morgan Keegan
- Bridgestone
- NASBA
- Cummins
- Johnson & Johnson
- Ford Motor Credit
- General Motors
- Jones Lang LaSalle
- Brown-Forman
- Community Health Systems
- Big Time Toys
- Nissan
- Gibson Guitar
- DuPont
- Humana
- Dollar General
- Home Depot
- Mapco
- Dell
- BlueCrossBlueShield of Tennessee
- Mars Petcare
- AT&T
- FedEx
- Sara Lee
- Tractor Supply Company
- National Federation of Independent Business (NFIB)
- ExxonMobil Corporation
- TVA
- Gaylord Entertainment
- Harrah’s
- Allstate
- NASA
- Pharm M.D.
- SunTrust Bank
- Unum Provident
- Allergan
- Bristol-Myers Squibb
- Cisco
- Cardinal Health
- GlaxoSmithKline
- HealthStream
- International Paper
- Smith & Nephew
- AOL
- Vanderbilt University Medical Center
- Avery Dennison
- Carrier
- GE Appliances
- Schneider Electric-Square D
- Whirlpool
- Ozburn-Hessey Logistics
- Asurion
- Oracle
- Motorola
- Bosch
- United Technologies
- Covenant Transport
- U.S. Army
- Medtronic
- Medad Johnson
- Amgen
- Wackenhut Services
- KPMG
- Eli Lilly
- Hewlett-Packard
- ServiceMaster
- Aegis Technologies
- Chubb Insurance
- LP Building Products
- Ring Container Technologies


Just a few of the cities—near and far—from which students travel to attend Vanderbilt Executive Programs.

50

The number (at last count) of U.S. cities that have direct service to Nashville International Airport.

365

The number of nights that you can find affordable accommodations, good music, restaurants and entertainment, all just an easy walk or drive from campus.

Nashville is served by three major interstate highways and an international airport that offers 380 flights daily and nonstop service to 50 cities. Ten of the nation’s top 10 metro areas are within a two hour flight. Three other major cities close by are within a two hour drive.