Competition is fierce. Success requires cutting-edge strategy from a strong analytical foundation to understand business problems, formulate novel market approaches and lead with confidence. Carnegie Mellon Tepper School of Business has demonstrated executive education expertise focused in the areas of analytics, innovation and technology, and women’s leadership to meet the competitive challenges of general management today.

Work with Tepper School of Business Executive Education to design a program that accesses leading faculty and proven models. Leverage data and technology to build a culture of innovation and diverse leadership for corporate growth and long-term success.
The Tepper School of Business at Carnegie Mellon was established with the groundbreaking vision of bridging disciplines, pioneering an unprecedented and uniquely powerful analytic approach to business management.

Today, we maintain that revolutionary insight, and remain on the cutting edge by leveraging expertise across Carnegie Mellon’s seven distinguished, global schools and colleges.

Unlike others, Tepper School Executive Education breaks down silos to unlock that multi-disciplinary advantage through access to the internationally acclaimed faculty that keep Carnegie Mellon as a global center of excellence.

**BOTTOM LINE?** Approaching your organization’s business problems with multidisciplinary solutions equals competitive advantage.

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9 **NOBEL LAUREATES**

Tepper faculty receive wide acclaim for research that integrates across business disciplines. This expertise is applied in our custom programs, giving clients the opportunity to engage directly with some of the world’s leading business minds.

Lars Peter Hansen (2013)
Dale T. Mortensen (2010)
Oliver E. Williamson (2009)
Finn E. Kydland (2004)
Merton H. Miller (1990)
Franco Modigliani (1985)
Herbert A. Simon (1978)
REAL PARTNERSHIP
Because we understand that every organization has unique issues and opportunities, we ensure that every Tepper School Executive Education partner receives a truly customized program structure and experience. We work hand-in-hand to reach your developmental goals — through program development, during program sessions, application implementation and continuous improvement. Our client partners represent a diverse range of industries. At the Tepper School we value “going deep” to build knowledge and capability for the long haul.

REAL APPLICATION
Tepper School Executive Education programs are a unique opportunity to put pioneering research into practice for your organization. Far from mere classroom instruction, we facilitate application of newfound knowledge and skillsets to your current enterprise challenges.

REAL EXPERTISE
We focus on state-of-the-art, innovative and impactful capabilities in advanced analytics, leadership for women, and innovation and technology. At the same time, we are helping companies develop general managers that think strategically and can translate data modeling into profitable decisions.

AREAS OF FOCUS
- Advanced Analytics
- Leadership for Women
- Innovation and Technology
- General Management
As big data burgeons and companies grapple with integrating analytics from decentralized business units — experienced managers of technology-driven companies recognize the need to translate quantitative model insights into strategic decision making.

These managers are turning to Carnegie Mellon’s Tepper School of Business, long-recognized for quantitative problem solving. Tepper School Executive Education is ideally positioned to help your organization conduct advanced integrative analytics to impact short- and long-term business performance.

Don’t struggle to merely keep pace when Tepper School Executive Education can help you lead the field.

**SAMPLE PROGRAM TOPICS**

- Data Selection, Management and Competitiveness
- Descriptive Models for Segmentation and Demand Management
- Prescriptive Optimization Models
- Predictive Analytics for Marketing Planning
- Machine Learning and Artificial Intelligence
- Advanced Analytics for Marketing, Operations and Risk Management

www.tepper.cmu.edu/executiveanalytics
Global organizations and their leaders understand that a strong IT backbone not only supports a thriving business but importantly, fosters innovation and growth. They also realize that a vibrant IT capability can move beyond facilitation into a strategic driving position, further enhancing a healthy bottom line.

To maintain and increase their edge, IT leaders look to Tepper School Executive Education at Carnegie Mellon, a university that holds the singular position as a front-runner in all three contributing disciplines — computer science, business and design.

With access to Carnegie Mellon’s foremost faculty, research and cutting-edge technologies, Tepper School Executive Education can help IT leadership innovate to improve your IT and technology organization’s agility, efficiency and ultimate success.

**SAMPLE PROGRAM TOPICS**

- Emergent and High Value IT
- Building Innovation Portfolios
- Corporate Entrepreneurship, Start-up Models, New Business Networks
- Enabling Analytics Across the Enterprise
- Human Side of Technology Innovation
- Digital Transformation
- Design Thinking
- Emerging Role of CIO
- Super Flexible Innovation Teams

www.tepper.cmu.edu/executiveinnovation
From the executive to the woman on the way up, today’s outstanding female leaders face distinct challenges. Growing organizations, particularly in expanding technical fields, can struggle to develop and retain female talent.

Carnegie Mellon, an acknowledged leader in women’s programming and key player globally and locally, can help your organization address the unique needs of your women leaders — at every level of developing responsibility.

With a focus on practical implementation, our renowned faculty and staff work hand-in-hand with your team members — both male and female — allowing them to immediately apply expanded abilities to heighten both personal and organizational growth and performance.

**SAMPLE PROGRAM TOPICS**

- Leading Change
- Negotiation
- Leadership, Authority and Power
- Building Networks of Influence
- Financial and Evidence-Based Strategic Decision Making
- Managing Teams and Conflict
- Men as Allies and Advocates
- Executive Presence, Communication, Prowess

**FEATURED FACULTY**

- **Dr. Linda Babcock**
  Department Head and James M. Walton Professor of Economics

- **Dr. Laurie Weingart**
  Senior Associate Dean of Education and Richard M. and Margaret S. Cyert Professor of Organizational Behavior and Theory

- **Leanne Meyer**
  Director of Leadership Development, Leadership and Negotiation Academy Program Director

- **Anita Williams Woolley**
  Associate Professor of Organizational Behavior and Theory

[www.tepper.cmu.edu/leadershipforwomen](http://www.tepper.cmu.edu/leadershipforwomen)
As a growing company, it’s crucial to effectively manage rapid progress, particularly as it applies to the most critical resource — your human capital. Too often, an organization’s expansion moves faster than internal development efforts can practically keep up.

Carnegie Mellon and Tepper School Executive Education, a recognized leader both regionally and internationally, will help successfully foster that precious asset. Business leaders have long respected the impact of Carnegie Mellon as a pivotal regional contributor, placing notably high value on the benefits of advanced Tepper School programs.

Develop, enhance and retain your managerial talent pool by leveraging the Carnegie Mellon Advantage.

SAMPLE PROGRAM TOPICS

• Financial Decision Making
• Managing Risk and Uncertainty
• Competitive Strategy
• Organizational Culture
• Collaborative Problem Solving
• Leading Change
• Creating Star Performers
• Building Effective Teams
THE BUSINESS WORLD MOVES AT A BREAKNECK PACE, AND HESITATION ISN’T AN OPTION. DON’T GET LEFT BEHIND.

• Choose Cutting-Edge Expertise
• Choose Competitive Advantage
• Choose Tepper School Executive Education

Contact us to customize a program | www.tepper.cmu.edu/executiveeducation