

ACADEMY *of* EXECUTIVE EDUCATION



**World-class professors teaching
today's critical business topics**



AEE programs combine quality, convenience, and affordability

- Emphasis on the case method of teaching
- World-class faculty, with professors from the top MBA programs, as well as seasoned entrepreneurs
- Courses on the most critical topics for senior executives
- Affordable, convenient options offered at your location
- Small class size to facilitate best group interaction
- Top client satisfaction ratings

Affordable, convenient learning solutions from top professors

Our world-class professors will instruct and engage you on today's most critical business topics. Led by faculty from the best business schools, as well as experienced entrepreneurs, Academy of Executive Education (AEE) uses the compelling teaching methods and real-world cases of top MBA programs to create a memorable learning experience. Our courses offer an efficient, effective way for senior executives to keep a competitive edge.

Courses tailored to your needs & interests

AEE courses address topics that are top of mind for business executives. We offer a core curriculum that focuses on broadly applicable subjects such as corporate finance, innovation and entrepreneurship, corporate governance, and tech trends. We also present high-interest vertical programs on insurance, real estate, and banking. We can even create a custom curriculum to better suit an organization's goals. Whatever your objectives, you'll find a program tailored to your needs.

What and how we teach

Most AEE courses run two to four days, depending on client preference. While specific objectives vary by course, in general participants will learn topic fundamentals vital to executives, explore key issues and trends, and gain practice in applying knowledge to their business.

Essential to our approach is using real-world cases and simulated scenarios, having participants react as involved decision makers. Rather than being subjected to a one-sided lecture, students engage in active discussions that demand critical thinking. Discussions are structured by the professor, who steers the dialogue to cover key points and drive home lessons. Because classes are small—from 15-40 members—everyone can contribute. Participants find the experience fast-paced, relevant, memorable—and excellent training for actual decision making.





CORPORATE GOVERNANCE

This comprehensive corporate governance course addresses the critical questions “To whom do corporate officers and directors owe responsibilities? What is the nature of these responsibilities, and how are they fulfilled?” Through case studies, we examine the obligations to shareholders, customers, employers, and the public. We show how every decision should be tested with three lenses: financial, legal, and ethical. We also focus on the role of the board and its committees, as well as the impact of the board’s actions in instituting or reinforcing a corporate culture.

CORPORATE FINANCE

We explore how firms allocate, manage, and invest financial resources to create and sustain shareholder value. We first focus on financial management and how firms use financial resources to support corporate strategy, reduce risk, and maximize value for shareholders. Cases will examine companies experiencing rapid growth, plus the risks of such financial strategy and its sustainability. We then turn to how firms create value by mergers, acquisitions, and restructuring. Through cases and lectures, we explore what makes these actions successful, how some actions may destroy value, and how firms can create and realize value.

INNOVATION AND ENTREPRENEURSHIP

Whether you are an executive looking to take your business to the next level or an entrepreneur launching a business, this course helps you to address the various issues of building new ventures. We explore the skills and practices necessary to effectively assess opportunities and to make sound business decisions in developing an innovative new company. We’ll also help cultivate the management skills and perspective needed at all stages of a new venture’s development.

TECH INNOVATION BRIEFINGS

For busy executives, keeping up with evolving technologies can be impossible. This course brings you up to speed on emerging trends, technologies, and business models that are impacting economies around the world. We give clear background briefs on major developments, then look at cases and scenarios to see practical uses of new technologies. Finally, we engage in discussions about implications and applications to understand how your business can leverage these technologies.

BANKING INSIGHTS

As financial intermediaries, banks mobilize funds from savers and channel them to capital users to finance economic activities. Equally important are their fiduciary, socio-economic, and developmental roles. Therefore, directors have great responsibility to shareholders and the public at large to ensure, through effective oversight of the board, that banks are operating in a sound manner. As banking business becomes more complex, a strong foundation in knowledge about banking is critical.

PRIVATE EQUITY

This course follows the life cycle of a private equity transaction, from deal sourcing, due diligence, and structuring to closing, monitoring, and adding value before finally looking at exiting an investment. We also step back to examine industry structure and fund strategies as they relate to value creation, explore areas of conflict between private equity firms and investors, and discuss what the future of the private equity industry may hold.

REAL ESTATE

Our overview of forces shaping real estate addresses growing demands for global perspectives and cross-functional expertise. We target emerging trends and opportunities, review challenges, and identify ways to enhance portfolio management. Participants gain tools to analyze risks and rewards of different capital structures, negotiate deals that create more value for all parties, and build strategic skills for effective decision making and implementation.

COURSE OFFERINGS

CUSTOM PROGRAMS

Besides adjusting courses to fit clients, we can create programs to suit your specific needs. Examples of custom offerings include:

- Going Public
- Change Management
- Leadership
- Crisis Management
- Insurance

AEE CLIENTS

Our clients include insurance companies, financial institutions, universities, venture capital firms, banks, oil companies, and more. What participants have said:

"My instructor was dynamic, effective, and engaging. It is difficult to make finance enjoyable and he was great at it. Very responsive to questions and concerns, but knows how to keep discussion moving forward."

"The most dynamic professor I have had the pleasure to learn under. His ability to explain theoretical concepts and drive them home with clear real world examples is much appreciated."

"Makes the class relevant to decisions which professional managers face. Great sense of humor."

"Excellent at explaining concepts in a simple and intuitive way. Good at asking questions to ensure you really understand the fundamentals."



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