



IFL EXECUTIVE EDUCATION

International Executive Program – TIO

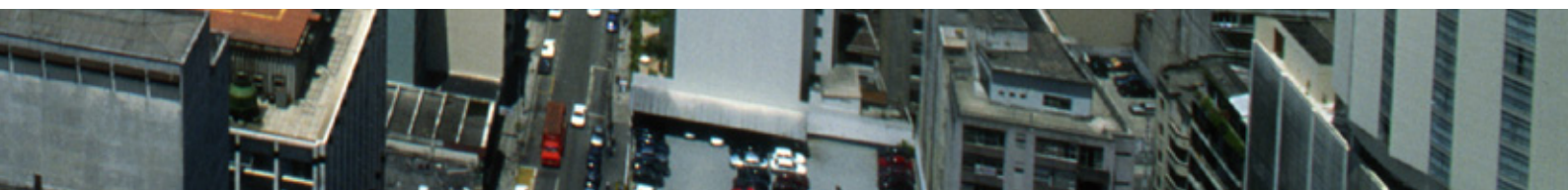
Atlas Copco, Saab, Sandvik, Scania, Stora Enso and participants from similar companies.



SAAB



SCANIA



An unparalleled breadth of international executive experience

TIO brings together people with an unparalleled breadth of experience and background; all of whom work in companies that share the same basic business values. This makes TIO the optimal setting in which to learn about international business and to increase understanding of the values, beliefs and behavior underpinning management cultures from around the world. TIO is the third step in a talent pipeline of IFL consortium general management development programs.

The goals of TIO

The clearly expressed objective of the program is to support the development of the participants' competence and ability to manage and lead international business. TIO represents a unique opportunity for you to enhance your ability to do business, through people and networks, in complex global organizations and to create and take the next steps in an ongoing process of change.

You will also broaden your understanding of business, control and leadership by listening to participants from other companies and by realizing that there is never merely one single way to success in business.

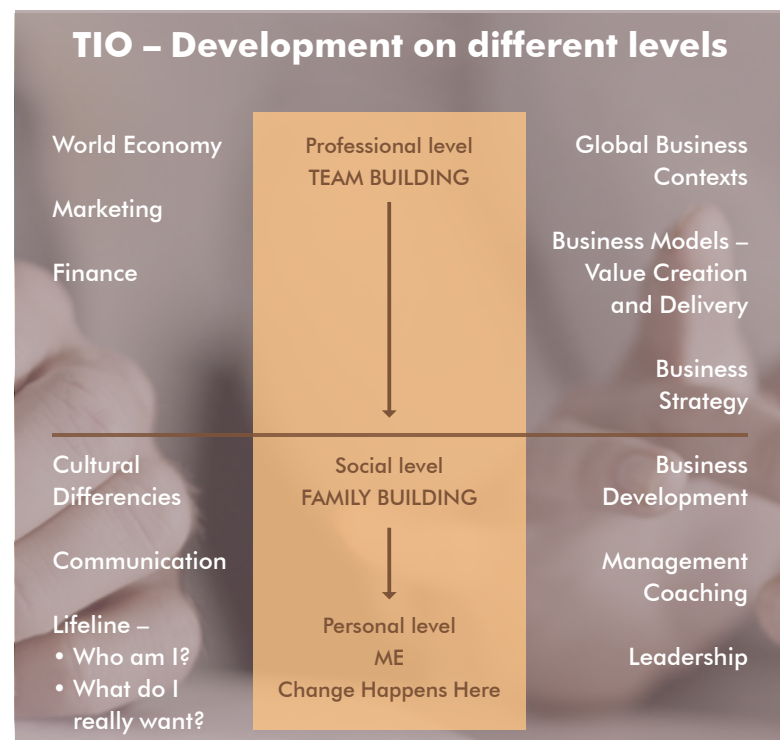
Program design and content

TIO is organized into three modules, each of nine days, working during weekends, over a period of five months. This means a minimum of time away from your company whilst maintaining full involvement and the tempo in the program.

During the program issues addressed are:

- Corporate Finance and Financial Markets
- World Economy Trends
- Major International Business Context and Business Strategy
- USA, Europe, Asia, South America - Cross Culture Communication and Management
- Leadership and Coaching – of oneself and teams
- HR Management in a Global Environment

The program is designed according to the principle of “The Rotating Classroom” where the program will take place at different geographical locations according to the need of the learning process – Sweden, China and Brazil.



Faculty and learning approach

TIO uses a variety of interactive learning approaches selected for their effectiveness in helping experienced managers exchange knowledge and learn from each other. You will have the opportunity to work in a variety of teams of different sizes (pairs, small teams, large groups).

The case-based approach is used when applicable and the efficacy of this method is enhanced by the fact that some of the cases used in the program are derived from actual business situations in the TIO companies.

Consulting teams are formed during the program whereby participants are invited to consult each other on specific business issues of interest. Company visits within the TIO participating companies, as well as to other companies, are also used as a source of learning and benchmarking opportunities. Interaction with senior executives is also an important part of the learning concept.

The entire learning process is supported by world-class international faculty and experienced coaches. The program features international faculty associated to SSE IFL Executive Education, with a wide spread from the academy to consultants and experienced managers from business society. Senior executives acting as guest speakers is a unique feature of the TIO program which provides the participants with an opportunity to discuss their most current strategic and operational issues in international business with prominent business leaders.

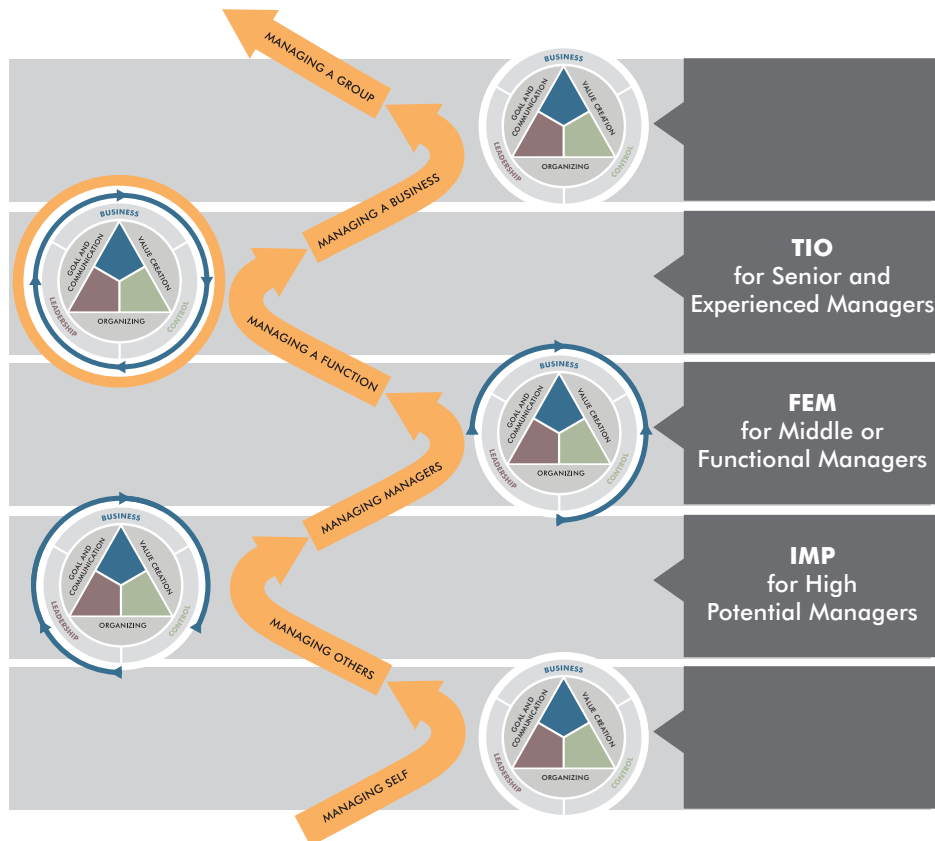
Among the senior executives who have contributed to recent editions of the program are:

- Ronnie Leten, CEO, Atlas Copco**
- Leif Östling, CEO, Scania**
- Lars Pettersson, former CEO, Sandvik**

“The exchange of experience with so many managers, from so many cultures and firms, has really meant a lot to me. I learned so much.”

– **Jakke Mänttari,**
vice President IT, Stora Enso.
TIO-52 participant.

LEADERSHIP PASSAGES



Source: Leadership Pipeline, revised by SSE IFL



Your profile

TIO is intended for international general managers and executives. You are most likely leading a management team with responsibility for an international market and/or a product segment. Participants are experienced executive with at least 10 years of experience in business, preferable with some experience as expatriates. Average age is 42, with a span from 33 to 54 years.

The program is designed for participants from the partner companies Atlas Copco, Saab, Sandvik, Scania and Stora Enso. Non-Swedish participants from similar companies are welcome on request. The last programs have had participants from all major parts of the world representing 16 nations including US, Japan, Malaysia, Australia and all major European countries. No more than 30% of the participants in each group share the same national background.

TIO - A holistic perspective for successful leadership

Successful management and leadership impose complex demands. Managers at all levels need to find a balanced personal competence profile which combines leadership, management control and the ability to move the business forward. A good manager must command the skill-base required by these three components of general management whilst understanding how they inter-relate. We are convinced that a holistic perspective is the cornerstone of successful leadership.

The challenge in integrating the areas business, control and leadership lies in the interface between them. Here we encounter the complexity of corporate organization in conjunction with leadership issues on the one hand and control on the other. In another way, the company's operational vision unifies the leadership perspective with the business development perspective.

In this truly comprehensive program, all these areas are represented and tailored to tackle the actual challenges you face in your role as manager and leader. This methodology places great demands on the learning process and on the participants' ability to switch between various perspectives.



The Consortium Model for Management Development

Consortium programs have long been at the core of our executive education offerings. Our consortium collaborations all share some key characteristics: a select group of partner organizations (typically 5-8) with a long term view on structured management development; a shared desire to exert a proactive influence on program goals and structure; and a joint interest in cross-company experience sharing and networking. Furthermore, the consortium model leverages the process of making real impact in the organizations by allowing several participants from each organization to participate at any point in time. This facilitates the task of processing company-specific challenges as part of the program process, and beyond.

Global Perspective, a Dynamic Network

SSE IFL Executive Education has been delivering executive development around the world for over 40 years. We are ranked by the Financial Times as one of the world's foremost providers of executive education with a position as the leading provider in Northern Europe. We have offices in Sweden, Finland, Russia and the Baltic States and a strong network of international faculty in more than 20 countries. Key to our mission is that we are firmly anchored in the commercial world, in academia and in the community at large. As such, we constitute a dynamic network of researchers and experienced business leaders from the entire world.

Our View of Learning Produces Results

We focus on learning, not on teaching. You will develop by sorting, evaluating and construing the context within which your organization operates. This strengthens you in your mandate to lead others. By developing a holistic understanding of your organization and its business, you will understand how to act strategically. We are not a conventional school. You can be certain that our faculty resources represent the foremost in their respective fields, but for us the meeting of minds, the exchange of experience, the dialogue and reflection, carry equal weight in creating a real learning outcome. For us, generating real results in the organization is our challenge and our priority. Want to learn more? Visit us on www.ifl.se/philosophy.

Want to Know More?

Up-to-date information on programs, contact persons and application forms can be found on www.ifl.se



IFL EXECUTIVE EDUCATION

Stockholm School of Economics IFL Executive Education

Stockholm School of Economics IFL Executive Education is ranked by the Financial Times as one of Europe's leading business schools and is pre-eminent in Leadership and Business Development, Economics and Finance. We bring together academic research and close co-operation with the market-place to offer a range of open programs for individuals and custom programs for corporate and institutional clients. Our membership of the world's top networks provides a truly global reach in Leadership Development.

| STOCKHOLM | HELSINKI | RIGA | MOSCOW | ST PETERSBURG |

International Executive Program – TIO

A general management program for participants with extensive management experience at international units, TIO is designed to develop and broaden your understanding of business and leadership. The focus is on current business practices, issues and situations

Duration

The TIO-program is organized in three modules of nine days within a period of five months (working over the weekend)

Program fee

21 700 EURO, excl. VAT.

Approx 5 500 EURO for accommodation, full board and lodging.

Dates and venues

TIO 67

January 30 - February 7, April 16-24 and June 4-12, 2012

TIO 68

August 27- September 4, October 22-29 and November 26 – December -4, 2012

The first and the last module will be held in Sweden.

The second module will be in Shanghai, China.

Program language

English

Program Team

Flavio Gabossi, Program Director

Christina Holfve, Program Coordinator

Margareta Ernborg, Business Director

For further information

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Registration

Completed registration forms should be sent to: Stockholm School of Economics, IFL Executive Education, Attn. Christina Holfve, PO Box 45180, 104 30 Stockholm, Sweden. Fax +46 8 31 43 60. Forms may also be scanned and e-mailed to christina.holfve@ifl.se.

Please visit www.ifl.se

