



IFL EXECUTIVE EDUCATION

International Management Program - IMP

Atlas Copco, Munters, Sandvik, Scania and SSAB.



An intensive international development opportunity

The International Management Program, IMP, is a multicultural meeting point for emerging international managers. The diversity of backgrounds and experiences they represent enriches the entire program. It is designed in association with our partner companies – Atlas Copco, Munters, Sandvik, Scania and SSAB – to meet the ongoing needs of international managers in global companies operating in a dynamic business environment.

IMP is the first step in a talent development pipeline of IFL Consortium programs, where FEM Executive Management Program and TIO International Executive Program form the next two steps.

The Goals of IMP

The program will enhance your skills in key general management areas such as industrial marketing and management accounting. It will develop your strategic ability to maintain a sustainable competitive advantage, and it will help you acquire an awareness of yourself as a leader.

To meet these objectives, we offer you a unique opportunity to:

- **Acquire Skills** - Reinforce and acquire new skills in using essential management tools: financial and management accounting; decision analysis and industrial marketing; fundamentals of value creation and sustainable performance in an increasingly competitive marketplace.
- **Enhance Knowledge** - Broaden your perspectives on global business and contemporary general management. This part of the program is designed to enhance your ability to exploit business opportunities and to make the most of limited resources.
- **Increase Awareness** - Develop leadership abilities, especially in a multicultural environment, understand leadership in complex matrix organizations, team leadership and collaboration, encourage and lead continuous change. We will especially increase your awareness of values, attitudes and behavior in cross-culture interactions.

These three areas – Skills, Knowledge and Awareness – are integrated throughout the program through a creatively designed and professionally facilitated learning process, in which the active participation and interaction of participants are key value components.

Your profile

The target group is function managers - or newly appointed general managers - requiring a general management competence in environments with a strong focus on business results and performance. The program also targets talented second-line managers in need of development before being assigned to more complex management tasks.

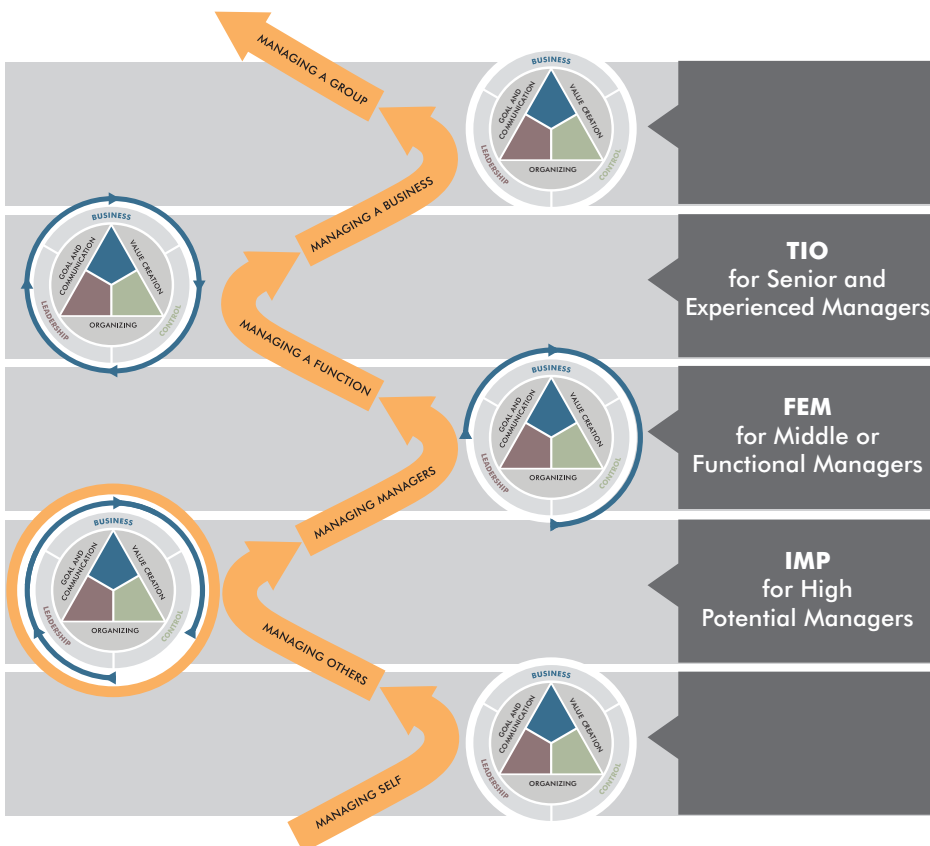
Participants have at least 1-3 years business experience with international exposure – either through overseas postings or intensive cross-border business relations and are typically in their thirties. Key characteristics are a track record of success and high motivation for continued personal development. Normally, 10-15 different nationalities are represented.

“It has been a journey, an exhausting, demanding, overwhelming and wonderful journey. The energy and willingness to learn and discover could be felt in the room and I consider myself very privileged to have been given the opportunity to be part of this journey”

– Mona Dean, Atlas Copco, China



LEADERSHIP PASSAGES



Source: Leadership Pipeline, revised by SSE IFL

Program design and content

1 The first program module is an intensive foundation course in general management delivered at Fuqua School of Business at Duke University, NC, USA. Topics covered include:

- Leadership of high performance cross-border teams in a multinational organization.
- The development of your natural leadership talent.
- Building and sustaining trust and collaboration.
- Increasing the ability to act flexibly in a multicultural context.
- Maintaining or increasing market share in highly competitive markets.
- Managing growth and continuous improvement.
- Utilizing finance as a strategic tool in the value creating processes.
- Acknowledging and managing risk in a proactive way.
- Assessing, creating and sustaining customer value.

“The most challenging, valuable, fascinating and enjoyable journey in my life – the journey to explore my own potential”

– Dorota Urbanska, Scania, Poland



2 The second module is delivered at SSE IFL's Training Centre at Kämpasten, Sigtuna, Sweden. We integrate and reinforce the learning of the first module and focus on some key management dimensions and leadership in an international context:

- The human element in leadership: self-esteem and the bottom-line of productivity.
- Communication for managers: getting the message across.
- Developing a “Matrix Mind” and contributing to a global business.
- The challenges of living and working internationally; expatriate strategies.
- Understanding and driving change processes.

All topics are integrated through dialog and reflection sessions during the entire program. Participants learn, bond, and develop exceptional ties with each other. A small project and a 360° feedback activity is performed between the first and second module. Individual Business Challenges are processed and presented to an audience of guests from partner companies during the final week.

Faculty and learning approach

The program is an intense, challenging and rewarding learning experience, delivered by world-class international faculty associated to SSE IFL Executive Education and leading European and American business schools. Senior executives from participating companies act as guest speakers.

A variety of active learning approaches (case studies, group work, experience-based learning, simulations etc.) enhance interaction among participants. The exchange of experience is an essential part of the program and an opportunity to build a valuable professional intercultural network. The international dimension is strengthened by the national diversity of participants, the scope of the discussions and the selection of materials.

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. Furthermore, a good manager must understand the inter-relation of these three key management perspectives. A holistic perspective is the cornerstone of successful leadership.

The challenge of integrating Business, Control and Leadership lies in focusing on how these areas interact. For instance, the complexity of corporate organizations can be addressed both from a Leadership and a Control perspective; whereas the company's operational vision unifies Leadership with Business development.

This truly comprehensive program brings together and tailors all these areas 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



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.

International Management Program

Duration

The program is 21 days, divided in two modules 12+9 days, with modest preparatory assignments as well as work in between the program modules.

Dates and venues

IMP 1-2012

Module 1: February 18 - March 1, R. David Thomas Executive Conference Center, Duke University, USA

Module 2: May 4 – 11, IFL Kämpasten, Sweden

IMP 2-2012

Module 1: September 1-13, R. David Thomas Executive Conference Center, Duke University, USA

Module 2: November 30- December 8, IFL Kämpasten, Sweden

IMP 3-2012

Module 1: October 27- November 8, R. David Thomas Executive Conference Center, Duke University, USA

Module 2: February 1-8 2013, IFL Kämpasten, Sweden

Program language

English

Program team

Jenny Hagman, Ph.Lic., Program Director

Carl Lindeborg, Program Director

Maria Norrlander, Program Coordinator

Program fee

119 700 SEK excluding VAT, accommodation & travel expenses

For further information

If you would like more information regarding the program please contact

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Application

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