Getting to UBC Sauder Executive Education at Robson Square
We are walking distance from the Burrard, Granville and Vancouver City Centre stations. Underground parking is accessed off Howe Street at Nelson.
UBC Sauder Executive Education earns Top 50 Financial Times world ranking

For the eighth consecutive year, UBC Sauder Executive Education has been ranked among the world’s best professional development programs for managers and senior leaders.

Here, you have access to our comprehensive community of globally recognized faculty and top industry experts to help you deliver on your learning experience. You will connect with peers who are shaping the future of business and return to your organization with actionable skills that will help you grow and excel.

“UBC Sauder’s Executive Education prepares today’s business leaders for tomorrow’s business landscape by cutting through the noise to identify opportunities, reworking outdated business models, and challenging leaders to think strategically about how they can future-proof their organizations.”

Bruce Wiesner, Associate Dean, UBC Sauder School of Business

Business isn’t what it used to be. Are you ready?

UBC Sauder’s Justin Bull and James Tansey discuss sustainability, innovation and how business is driving change at Sauder.ubc.ca/disruption.

Our programs are designed to prepare you for success not only now but in the future and empower you to take your management and leadership skills to the next level.

UBC Sauder Executive Education

A world leader in Executive Education

Ranking 2019
Globally ranked 8 years in a row

Top 50 worldwide
#16 in North America
#21 in North America

OPEN PROGRAMS
CUSTOM PROGRAMS

UBC Sauder Executive Education

Our programs are designed to prepare you for success not only now but in the future and empower you to take your management and leadership skills to the next level.

Disruption is happening faster than ever. Many of our new programs such as digital leadership, artificial intelligence, blockchain and machine learning will help you understand and anticipate disruption, learn how to innovate, execute faster and to stay one step ahead of business trends and to consider the wider impact of business on society.

Keep up with the future of work

We aim to be relevant and evolve to address the realities of fast-paced change and the coming transformation of work. Our programs provide you with the skills you need to thrive and to work better, smarter and efficiently today and in the future.
Learning solutions
at the individual, team and organizational level

CREATING LASTING CHANGE
AND TANGIBLE BUSINESS IMPACT

High-impact short programs
Between one and three days long, our programs are ever changing to meet the needs of today’s business managers and leaders. Choose from more than 160 program sessions. Taught by world-leading faculty and top industry experts, you’ll walk away with both strategic and practical tools to help your organization better succeed in today’s increasingly competitive global business environment.

Bespoke learning solutions
Our team can co-create a custom program for your organization and deliver it however best suits you: at UBC Robson Square in downtown Vancouver, in residence or on-site. Plus, we can create an online program that your employees can access anywhere, any time.

Earn a UBC Sauder certificate
Enhance your skills in one or more of our designated tracks and move up the career ladder with a UBC Sauder Executive Education certificate, an accreditation that employers can see as a qualification they can value and trust.

Signature programs
Popular among progressive business leaders, our advanced week-long leadership and strategy programs in residence are highly interactive programs, giving you unparalleled access to the world’s leading business thinkers, who use innovative teaching methods and real-world case studies to help transform your business practice.

Rapidly up-skill for immediate impact

INTRODUCING NEW ONLINE MICRO-LEARNING COURSES

You asked and we listened. We heard you are time-pressed and wish to learn on your own schedule.
Our learning design team took your feedback and created these half-day online training programs with you in mind.

Content Marketing Strategy: Delivering Value, Inspiring Action
In this course you will define the overarching “brand why” that enables you to create authentic content for your target markets. Articulate your organization’s vision, and develop a cohesive content marketing strategy that inspires action and drives value for your brands.

Demystifying Digital Analytics
In this non-technical, self-paced course, you will learn how data analytics can give you an accurate, real-time picture of your online and digital business initiatives. Leverage insights from information, and use it to make better, data-driven decisions.

Faculty spotlight
Jim Southcott, Adjunct Professor
Digital Leadership and Marketing courses

Digital disruption
is happening to your industry

Given the scale of digital disruptions, digital leaders are now required in every industry and job function. When leaders embrace digital transformation, they can recognize when an organization requires new technologies to work more efficiently and optimize modern technological advances to create the largest impact on business productivity and provide the highest quality services.

In the new 100% online UBC Digital Leadership Certificate you learn how to navigate change and transform your digital strategy, harnessing the power of digital technologies to drive business success.
Our faculty and instructors
are experienced business advisors
and global thought leaders

Kate is a world-renowned researcher, author and teacher, focusing on how we can shift
people’s attitudes to encourage prosocial actions. She teaches courses in consumer behaviour,
consumer insights, social influence, marketing strategy and sustainability/social marketing at the
undergraduate, graduate and executive levels.
Kate teaches in this Executive Education program:
  - Influencing Behavioural Change for the Public Good

Mahesh is a Professor in the Operations and Logistics Division at UBC Sauder School of Business.
His areas of expertise include operations and supply chain management. He has consulted for major
organizations in North America, Asia and Europe.
Mahesh teaches in these Executive Education programs:
  - Fundamentals of Business Process Management
  - Advanced Management Skills
Joandrea (Joey) Hoegg  
Associate Professor and Chair  
Marketing and Behavioural Science Division

Joey teaches consumer insights and marketing research. Her expertise includes the influence of product and advertising design on consumers, and how brands develop relationships with their customers. Joey has worked in marketing research and communications and consulted for a variety of firms including non-profit organizations and internet start-ups.

Joey teaches in this Executive Education program:
- Advanced Management Skills

Timothy (Tim) Silk  
Senior Instructor  
Marketing and Behavioural Science Division

Tim teaches brand management, new product development and consumer behaviour. A leading expert in pricing and promotion-related consumer behaviour, he has consulted for major organizations including Bell Canada, Best Buy and Visa. He has also helped shape consumer-friendly policies for the Canadian and US governments. Formerly he was a marketing manager for a soft-drink company and an advertising account executive.

Tim teaches in these Executive Education programs:
- Building Brand Power
- Product and Service Management Boot Camp
Andrew Chen
Adjunct Professor
Organizational Behaviour & Human Resources Division

Andrew specializes in improvisation for leaders and business communications. He is a Canadian Comedy Award Nominated performer and has worked in improvisation since 2003.

Andrew teaches in this Executive Education program:
► Adaptive Communication: Thinking on Your Feet

Denise Holleran-Boswell
Instructor
Project Management

Denise brings more than 40 years of practical experience in managing, auditing and rescuing multi-million dollar projects. She has also trained thousands of students from the private and public sectors in the best practices of portfolio and project management.

Denise teaches in these Executive Education programs:
► Business Analysis Essentials
► Project Management Essentials
► Risk Management Essentials

Adel Gamar
Instructor
Leadership

Adel specializes in adaptive leadership, strategy and change management. For over 15 years, he has coached senior leaders and teams of Fortune 500 companies and public sector agencies worldwide. He served as Education Specialist at UNESCO and Policy Fellow at Harvard Law School.

Adel teaches in these Executive Education programs:
► Adaptive Collaboration
► Art and Practice of Adaptive Leadership

Magdelene Kee
Instructor
Lean and Six Sigma training

Magdelene is a certified coach in Lean with more than 30 years of experience in developing and delivering training, optimization, continuous service improvement and strategic planning programs to organizations across multiple industries.

Magdelene teaches in this Executive Education program:
► Lean Green Belt
Choose from over 160 program sessions, offered year-round

September 2019 to August 2020

Our one- to six-day programs are intensive learning experiences, designed to minimize time away from the office.

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## Leadership

### EXPAND YOUR LEADERSHIP HORIZONS

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Legend

**New**
Offered for the first time

**Fundamental**
Introductory content for new managers

**Advanced**
Challenging content for experienced executives

**Achieving a Leadership Presence**
Delivered in partnership with The Humphrey Group Inc., this course will enable you to bring out the performer that lives within us all. Build an inspirational leadership presence that holds the room. Act the leadership part with passion, energy and compelling self-assurance. (2 days)

**Adaptive Collaboration**
Exploit the unique abilities of the Adaptive Leadership framework to create collaborations capable of generating flexible, innovative solutions to disruptive change. Build strong, resilient relationships and deploy practical tools for fostering consensus and cooperation. (2 days)

**Art and Practice of Adaptive Leadership**
This course explores Adaptive Leadership, a ground-breaking capacity building and leadership coaching approach developed at Harvard University. Adapt effectively to disruption. Activate the potential in people. Practice collaborative methods for driving systemic change. (2 days)

**Coaching and Mentoring**
In this action-packed workshop, you will learn critical coaching and mentoring skills for driving improved performance. Develop competencies and confidence in your team members. Promote a “can-do” attitude for getting the job done well. (2 days)

**Governing with Intention**
Delivered in partnership with Watson Farah, this course addresses the specific governance challenges facing directors and managers. Navigate the line between governance and management. Elevate your personal contribution at the board table, and design your board’s culture. (2 days)

**Leadership Resilience**
Leadership resilience represents one of the keys to a healthy organization. This course helps build resilience on individual, team and organizational levels. Explore ways to protect your personal energy, support the agility of your teams, and promote organizational sustainability. (1 day)

**Leading High Performance Teams**
Organizations continue to shed traditional hierarchies in favour of empowered work teams. This course is designed to equip leaders with the hands-on tools they need to build high-performance teams that are engaged, purposeful, inspired and customer-centric. (2 days)

**Leading in a Unionized Workplace**
Lead appropriately and confidently within a unionized setting. Develop a framework for interpreting the collective agreement. Learn constructive ways to deal with grievances and disciplinary action. Reduce reactance through honest two-way communication. (2 days)

**Leading with Energy**
Great leaders face chronic demands on their energy throughout the day, every day. Learn methods for increasing your energy capacity, and manage your personal energy for effective leadership action. Recover from stress and recharge your batteries for a fresh start. (2 days)

**Meeting the Leadership Challenge**
This unique program in residence will challenge you to define your personal leadership strengths and values, and leverage them for organizational success. Become the senior business leader you were meant to be. (6 days)

**Mindful Leadership**
Discover mindfulness as a means for growing your capacity as a centered leader. Build mindfulness skills to improve your personal effectiveness and well-being, the engagement and satisfaction of your team, and organizational results. (2 days)

**Shifting Organizational Culture**
This course identifies the cultural factors that make companies unique and fully capable of executing strategy. Explore the most effective leverage points for maintaining your culture’s strengths and nudging it forward. Advance the organizational vision while creating a great place to work. (2 days)
CREATE MORE VALUE FOR YOUR ORGANIZATION

**Strategy & Change**

**Driving Innovation through Design Thinking**
Design thinking boosts the performance of innovation initiatives by blending creativity, analysis and collaboration. Offered by HEC Montréal Executive Education, this hands-on workshop examines the core principles of this powerful, practical approach to creating value. (2 days)

**Harnessing Creativity for Organizational Growth**
CEOs worldwide identify creativity and innovation as critical skills that companies must master in order to thrive in the new economy. This course explores creativity as a powerful organizational engine for solving complex challenges and driving business innovation. (2 days)

**Leading Organizational Change**
Learn how you can apply to varying scales of organizational change initiatives, and develop a plan to build support. Inspire people to lead and sustain momentum for change. Apply a disciplined approach to communicate clearly, resource accurately and avoid surprises. (2 days)

**Machine Learning: Strategic Applications**
Machine Learning enables systems to uncover key connections and make decisions without being explicitly programmed. Unlock the opportunities of Machine Learning to create greater value and competitive edge in your business. (7 days)

**Strategic Decision Making**
Practice techniques for making better strategic decisions in the face of complexity and uncertainty. Identify critical strategic dimensions on which to ground your decisions. Discover your options, predict consequences and link decision-making issues to strategic goals. (2 days)

**Strategy and Innovation**
This program in residence enables senior leaders to tackle the most complex strategic challenges. Capture strategic value from innovation. Plan for the future and keep your business ahead of the competition. (5 days)

**Strategy Playbook**
This course integrates the best practices of strategic thinking, planning and execution. Think strategically to set the organizational vision. Cascade the vision into executable operational and tactical game plans. Help staff align their activities to support strategic goals. (3 days)

**Understanding and Managing Change**
Learn how change impacts people, and what you as a leader can do to help others manage the upheaval. Practice key skills for helping people prepare for and adapt to change. Support your team in times of uncertainty, and facilitate the transition process. (2 days)

**Fundamental**

**Management & Business Acumen**
TOOLS TO MAKE EVERY OPPORTUNITY MATTER

**Advanced Management Skills**
This intensive program provides an integrated understanding of business: financial management, operations, performance management, marketing and strategy. Expand your skill set with applied exercises and gain a holistic view of managing increasingly complex organizations. (5 days)

**Building a Successful Business Case**
No matter what you’re asking for, a strong business case can open the door to getting what you need. This course is designed to help you achieve success by building a compelling business case. Capture the attention of decision makers and convince them to grant your request. (7 days)

**Employment Law Essentials**
This course describes the legislation regulating work standards, conduct, dismissal, discrimination and other vital elements of the employment relationship. It also looks at legal developments in emerging areas such as the use of technology in the workplace and privacy protection. (2 days)

**Essential Management Skills**
Designed for new managers, this hands-on program develops fundamental competencies for managerial success. Build dexterity in motivation, communication, team leadership, conflict and change management, negotiation, decision making, and other key areas. (5 days)

**Essentials in Supervisory Skills**
Gain the essential skills for supervising and leading staff: managing priorities and solving problems. Communicate between all organizational levels, ensuring that objectives get heard, tasks get acted on, and everyone receives the support they need. (2 days)

**Financial Statement Analysis for the Non-Accountant**
Acquire a basic understanding of financial statements and the application of key financial analysis tools. Explore the relationships between investment, operational and financing decisions. Identify the danger signals when assessing the viability of an enterprise. (2 days)

**Fundamentals of Finance and Accounting for Non-Financial Managers**
Develop a working knowledge of accounting and financial management. Build your confidence in reading financial information. Apply basic financial techniques to support your decision-making process. Integrate financial information with other business functions. (3 days)

**Increasing Your Productivity**
This course offers a unique approach to increasing your productivity at work and at home. Develop clear and measurable goals you can realistically reach. Apply proven tools and techniques to increase your focus, energy, adaptability and effectiveness. (2 days)

**Influencing Behavioural Change for the Public Good**
Leverage evidence-based behavioral insights to nudge social attitudes and actions towards the public good. Apply behaviourally-informed strategies and tools to increase the effectiveness of the public policies, programs and interventions you manage. (2 days)

**Leadership Excellence for Administrative Professionals**
Achieving administrative excellence requires taking a leadership mindset. This course develops key administration management competencies with a specific focus on leadership thinking, communication, creative problem solving and decision making. (2 days)

**Managing Performance**
Explore techniques for managing performance on an ongoing basis. Diagnose performance opportunities and problems, reinforce exemplary behaviour and motivate people to give their best. Create a work environment where people can grow while achieving mission-critical results. (2 days)

**Puzzling It Out: Problem Solving and Insight Thinking for Business**
Too often in business we settle for quick solutions chosen by habit, rather than trying new approaches. This unique workshop engages the power of puzzles to propel your lateral-thinking, decision making and problem-solving prowess. (2 days)

**Time Management Skills**
Explore proven time management techniques that will help you make the most of every day. Accomplish more by becoming less reactive and more proactive. Make better time allocation decisions, and overcome self-defeating time management habits. (1 day)

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Adaptive Communication: Thinking on Your Feet

The word “improv” is usually associated with comedy, but it is equally applicable in business. Become a more agile leader by integrating improvisational skills into your managerial toolkit. Develop a “ready for anything” mindset, and respond rapidly and confidently in dynamic environments. (7 days)

Communicating without Authority

This course provides strategies and skills that anyone with limited authority can use to communicate with competence, confidence and credibility. Overcome obstacles to success, and increase your effectiveness when addressing others with no or equal authority. (2 days)

Communication and Emotional Intelligence for Managers

Sharpen your leadership impact from the inside out, through self-reflection and activity-based development. Become more self-aware, as you choose to improve your emotional intelligence. Use communication as an extension of your self-regulated interpersonal and leadership choices. (2 days)

Communication for the Senior Leader (Advanced)

Delivered in partnership with The Humphrey Group Inc., this program focuses on the strong links between leadership and communication at the highest levels. Learn to apply an inspirational leadership approach that drives people to action, and navigate complex political dynamics. (2 days)

Conflict Management Strategies

Make conflict resolution part of a healthy, productive work environment. Anticipate and prevent conflicts when possible, and resolve them in a fair and considerate manner when they do occur. Practice techniques for managing conflict on both personal and team levels. (2 days)

Effective Writing for Business

Practice focused on planning, organizing, drafting and evaluating written messages that capture the interest and commitment of busy readers. Engage in skill-building exercises designed to increase your proficiency as a writer of impactful emails, letters and business proposals. (2 days)

Facilitation Skills for Leaders

Learn leadership and team management skills for bring focus to creative meetings. Overcome common meeting stumbling blocks, and enable dialogue that generates trust, participation and effective action. Develop an individual action plan for showcasing your talent as a facilitative leader. (1 day)

Persuasion and Influence

Practice-effective persuasion tactics under a variety of situations. Build trust with your audience, communicate clearly to strengthen your message, and appeal to people’s emotional and intellectual sides. Exercise constructive influence throughout the organization. (2 days)

Presenting as a Leader

Delivered in partnership with The Humphrey Group Inc., this powerful course will take you from an informational to an inspirational presentation style. It includes hands-on presentation workshops in Delivered in partnership with The Humphrey Group Inc., this powerful course will take you from an informational to an inspirational presentation style. It includes hands-on presentation workshops in Delivered in partnership with The Humphrey Group Inc., this powerful course will take you from an informational to an inspirational presentation style. It includes hands-on presentation workshops in Delivered in partnership with The Humphrey Group Inc., this powerf...
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