



ExTra: Executive Training

For Individuals and Organizational Groups

Executive Summary

This academically-certified program provides practical experience working in an international team while strengthening personal, business, relationship, management and cross-cultural competencies.

The Course Objectives

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Participants will be able to:

- discover their individual leadership styles and their impact on international teams
- develop successful management strategies to accomplish global business goals

The Program Content

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- **Module 1a & 1b Executive Leadership:** Personal, Business, Relationship Competencies
 - **Module 2:** Functional Management Competencies
 - **Module 3:** Operational Competencies
- } **Module 4:** Personal Coaching & Counseling

The Unique Benefits

The Unique Benefits

- Customized education in an experiential framework supported with personalized coaching
- Opportunity to develop an international network of professional associations
- Greater awareness of leadership styles and their effects on international work situations

The Target Group

The Target Group

- *High potential professionals* who want to broaden their potential in international arenas
- *Executives and leaders* who want to invest in their own professional development

The Recognition & Certification

The Recognition & Certification

Certification by **ANK GLOBAL INSTITUTE** and COOPERATING PARTNERS

- **Hanzehogeschool**, Executive MBA Program, Groningen, The Netherlands
- **Utah State University**, College of Business & Management Institute, Logan, Utah, USA

The Program Details

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Locations: International locations including United States and Europe (flexible choice for groups)

Language: English (Coaching & Counseling also available in German and Dutch)

Duration: *Four (4), one-week*, interrelated Learning Modules held over two-years

Price: €14.000,00 with a 20% discount for 3 or more persons from the same organization.
Pre-registration discount available. (Only one discount applies. Installment plan possible.
Flight, accommodation, meal and leisure costs not included.)

Registration

Registration

Please send your completed registration form to:

Please contact our office or direct your inquiries to:



Summary

This academically-certified, 22-day international program (scheduled over 2 years) provides hands-on practice working in an international team while strengthening personal, business, relationship, management and cross-cultural competencies.

The Course Objectives

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Participants will be able to:

- discover their individual leadership styles and their impact on international teams
- develop successful management strategies to accomplish global business goals

The Target Group

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- **High Potential professionals** who want to broaden their potential in international arenas
- **Executives** and **Leaders** who want to invest in their own professional development

The Recognition & Certification

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Certification awarded upon successful completion of the course by

ANK GLOBAL INSTITUTE and **COOPERATING PARTNERS**

- **Hanzehogeschool**, Executive MBA Program, Groningen, The Netherlands
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The Unique Features & Benefits

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Features

People

- Diverse competencies, cultures and backgrounds
- Flexible, individualized and customized focus

Approaches

- Leadership concentration
- Academic foundation

Commitment

- Coaching & counseling
- Performance feedback

Benefits

- Focuses on individual & organizational needs
- Creates a rich and diverse international atmosphere facilitating valuable networking opportunities
- Offers an alternative style of higher education
- Targets business topics customized to executive profiles
- Encourages use of acquired training skills at work
- Opens up positive performance feedback loops for continuous performance improvement and learning



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Contents & Timing

The Program Contents

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Personal Competencies

Focuses on developing self-awareness and entrepreneurial spirit

Topics include:

Balance of Values, Developing Self-Awareness, Curiosity & Creativity, Entrepreneurial Spirit, Working & Partnering in International Teams

Module 1a and 1b Executive Leadership



Business & Relationship Competencies

Strengthens and blends personal, business and relationship building skills

Topics include

Visioning, Strategy, Ethics, Knowledge Management, Leading and Motivation, Conflict Management, Cross-Cultural Communication, Change Management

Module 2: Functional Management Competencies

Hones functional management capabilities while enhancing international team interactions

Topics include:

Manufacturing, Production, Logistics, Sales & Marketing, Finance, Accounting, HR Management, IT Management

Module 4: Personal Coaching & Counseling

Enables participants to reflect on learning in one-on-one feedback discussions

Module 3: Operational Competencies

Delves into operational trends in relation to economic conditions and global business development

Topics include:

Mergers & Acquisitions, Outsourcing, Quality Assurance, e-Commerce, Project Management, Customer Focus

The Course Timing

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- Modules 1a, 1b, 2 and 3 are conducted in four, one-week modules. Each module is held on consecutive days, Monday through Friday.
- Participants maintain their group networks by attending all four modules together over a two-year period of time.

Module 4: Personal Coaching & Counseling

1 weekend in conjunction with either Module 2 or 3

Executive Leadership Competencies

Personal Module 1a 1 week	Business & Relationship Module 1b 1 week
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Functional Management Competencies

Module 2
1 week

Operational Competencies

Module 3
1 week

Create and build a valuable network over a 2-year period of time



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Details

The Specifics

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Quality: **Participants'** personal growth is measured by University Partners' evaluations of functional and operational competence, self-assessments and **ANK GLOBAL INSTITUTE's** personalized feedback.

ExTra is evaluated by direct participant feedback, organizational assessment and **ANK GLOBAL INSTITUTE's** evaluation

Group Size: Group size will not exceed 12 participants to allow for personalized experiences in a cross-cultural environment.

Language: Since individuals from many different countries and cultures will be participating, the program and materials will be in English. (Coaching & Counseling is also available in German and Dutch.)

Location: The course is conducted at designated international locations including the United States and Europe.
(ExTra can be conducted at agreed upon international locations for 6 or more participants from the same organization.)

Price:

Module 1:	Executive Leadership Competencies:	
	Personal Competencies	(5 days)
	Business & Relationship Competencies	(5 days)
Module 2:	Functional Management Competencies	(5 days)
Module 3:	Operational Competencies	(5 days)
Module 4:	Coaching & Counseling	(1 weekend)
	(scheduled around Module 2 or 3)	
		(22 days)
		€14,000.-

A 20% discount is applied when 3 or more persons attend from the same organization.
25% discount for pre-registration by 8 September 2004. (Only one discount applies.)
(Installment payment plan possible. Prices are without VAT and do not reflect flight, accommodation, meal or leisure time activity costs)



ANK GLOBAL INSTITUTE, as part of the **ANK CONSULTING GROUP**, is a comprehensive Centre of Learning that provides customized business, language and cross-cultural support for your personal and business requirements.

Our vision is to build mutual understanding across cultures, among organizations and between individuals and families based on the uniqueness of people, associates and partners related to **ANK GLOBAL INSTITUTE**, in its holistic approach and commitment to continuous learning.

Our goal is to assist our clients in achieving high levels of competence with recognized certification through Business Competence, Language and Cross-Cultural Learning Centres, for greater effectiveness in business and everyday life.

ExTra is offered within the Business Learning Centre of the **ANK GLOBAL INSTITUTE**.