

Executive Level Program



For more information

For current program dates, application deadlines and tuition information, please visit the INM Web site at www.gsb.columbia.edu/execed/inm

Contact us

inm@columbia.edu
212 854 6018

2008 SESSION DATES

Week 1 February 3-8
Week 2 March 2-7
Week 3 March 30-April 4
Week 4 April 27-May 2

TUITION

\$10,000 (Partial scholarships available)

Includes course materials, all meals and double-room accommodations. Single accommodations are available for an additional fee.

APPLICATION DEADLINE

December 4, 2007

OVERVIEW

This highly interactive 20-day program (consisting of four nonconsecutive residential weeks) gives senior executives the tools and skills they need to be strategic thinkers, confident decision makers and outstanding leaders. The program explores the conceptual foundations of management, reinforced through case discussions, workplace application assignments and small-group consultation. You will receive guidance in developing a comprehensive strategic analysis and plan for your agency to be presented for review and critique by faculty members and peers.

WHO SHOULD ATTEND

Senior managers with 5 to 10 years of experience, including executive directors, administrators and regional directors.

Shaping Paths for Growth

SHARON LUCKMAN, *Alvin Ailey American Dance Theater*

Like many of her peers, Sharon Luckman found herself in an administrative job at a nonprofit with no administrative training. "I was a dance teacher when I became director of the 92nd Street Y's Harkness Dance Center. INM was a fantastic experience for me because it made me into a professional. First, I learned that I knew more than I thought I did, and it gave me confidence to continue. Then, it gave me tools to do things much better and a wonderful network of professional colleagues."

The skills she developed some 20 years ago at INM serve her well as executive director of the Alvin Ailey American Dance Theater. Today, Luckman heads the administrative and business sides of a unique institution committed to quality repertory performances, educational activities and professional dance training for all people. "Ailey has grown into an organization with 250 people and the largest building dedicated to dance in the country. The insights I gained into strategic planning and negotiating have helped me every step of the way."

WHAT YOU WILL LEARN

Through intensive, interdisciplinary exercises, you will be able to integrate conceptual material with practical applications of immediate value to your agency. The program's focus includes strategy, management, marketing, finance and fund development. Additionally, you will learn how to strengthen your agency's public image and develop effective crisis-management strategies.

HOW YOU WILL BENEFIT

- Create a vision and then design and implement a strategy.
- Enhance your skills in negotiating effectively, building teamwork and cohesion, and addressing resistance to change.
- Manage your relations and build alliances with various constituent groups.
- Increase your confidence in using financial information for decision making, developing resources and evaluating earned-revenue opportunities.

FACULTY TEAM

Columbia University: Thomas P. Ference, Dan Forman, Murray Low, Lori Roth, Lili An Elkins.
Affiliated Practitioners: Michael Park, John Winkleman. Additional consultants provide project group facilitation.

To Apply: Visit the INM Web site and click on the "How to Apply" link