

## **PENN STATE UNIVERSITY DEVELOPING MANAGERIAL EFFECTIVENESS**

Developing Managerial Effectiveness is a one-week program offered at Penn State University, State College, Pennsylvania. Through participating in the Developing Managerial Effectiveness program you will enhance your strategic and interpersonal capabilities and better understand your contribution to the overall success of the organization. You will have the opportunity to work with other middle managers from around the world to gain a greater appreciation for the global competitive environment, your personal strengths and challenges, and the critical role that you must play in driving the success of your organization.

### **Who Should Attend**

The Developing Managerial Effectiveness program is designed for managers who are directly responsible for the performance of a department. The program addresses the challenges of functional managers and those who lead in a matrix organization.

### **Program Highlights**

The Developing Managerial Effectiveness program will help you:

- Understand and implement business unit strategy;
- Make financially sound business decisions;
- Lead others to attain critical goals and improve performance;
- Develop your personal management style;
- Build strategic thinking;
- Measure the effectiveness of team-based decisions;
- Create strategic management;
- Understand the leader's role;
- Develop styles of decision-making
- Improve financial planning and control; and
- Deal with conflict management; influencing and negotiating stakeholders.

**Offering:** One-week session, twice annually

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Penn State Executive Programs  
Smeal College of Business  
The Pennsylvania State University  
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University Park, PA 16802-3004 Centre County  
(University Park AP SCE 10 min drive)  
Harrisburg – 2 hour; Philadelphia – 4 hours)  
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**Program Dates:** Apr 22-27, 2012; Oct 21-26, 2012

**Cost:** \$7,150 – 2012

Includes: tuition, books, materials, lodging, (including the night before the program starts), meals, and hotel shuttle service to/from the airport.

**Application Deadline:** Six weeks prior to start of program