



The Institutes Insurance Executive Development Program at Wharton
 September 25 - October 7, 2011
 Week One

DRAFT

Sunday, Sept 25	Monday, Sept 26	Tuesday, Sept 27	Wednesday, Sept 28	Thursday, Sept 29	Friday, Sept 30	Saturday, October 1	
Program Location: Steinberg Conference Center 255 South 38th Street Philadelphia, PA 19104 Phone: 215-386-8300 Fax: 215-573-3426	Breakfast 7:30 - 9:00	Breakfast 7:30 - 9:00	Breakfast 7:30 - 9:00	Breakfast 7:30 - 9:00	Breakfast 7:30 - 9:00	<i>Free Day</i>	
	Decision Making 9:00 - 10:30	Shareholder Value 9:00 - 10:30 Break 10:30 - 10:45	Introduction to Strategic Persuasion 9:00 - 10:30 Break 10:30 - 10:45	Scenario Planning 9:00 - 10:30 Break 10:30 - 10:45	Emotional Intelligence 9:00 - 10:30 Break 10:30-10:45		
							Decision Making 10:45-12:30
	Lunch 12:30-1:30	Competitive Marketing Strategy 1:30-3:00 Break 3:00 - 3:15	Financial Decision Making 1:30-3:00 Break 3:00 - 3:15	Blue Ocean Strategy 1:30-3:00 Break 3:00 - 3:15	Scenario Planning 1:30-3:00 Break 3:00 - 3:15		
							Business Ethics 3:15- 5:30
	Registration & Reception 5:30 - 6:00	Dinner 6:00 - 7:00	Dinner 6:00	Dinner 6:00	Dinner 6:00		
							Dinner 6:00 - 7:00
	Dinner 6:00	Dinner 6:00	Dinner 6:00	Dinner 6:00	Dinner on Own		
	Introductions and Program Overview Becoming a Learning Community 7:00-8:30	Dinner 6:00	Dinner 6:00	Dinner 6:00	Dinner 6:00		Dinner on Own



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Sunday, October 2	Monday, October 3	Tuesday, October 4	Wednesday, October 5	Thursday, October 6	Friday, October 7
	Breakfast 7:30 - 9:00	Breakfast 7:30 - 9:00	Breakfast 7:30 - 9:00	Breakfast 7:30 - 9:00	Breakfast and Checkout 7:00 - 8:30
	Negotiation Workshop 9:00 - 12:00	Managing Across Organizational Boundaries 9:00 - 10:30	AGILE Simulation Workshop	AGILE Simulation Workshop	Leading Change 8:30 - 10:00
		Break 10:30 - 10:45			Break 10:00- 10:15
	Lunch 12:00 - 1:00	Managing Across Organizational Boundaries 10:45 - 12:30	AGILE Simulation Workshop	AGILE Simulation Workshop	Leading Change 10:15 - 11:45
		Lunch 12:30 - 1:30			Optional Lunch 12:00
	Negotiation Workshop 1:00 - 4:30	Globalization and International Strategy (tentative) 1:30 - 3:00	AGILE Simulation Workshop	AGILE Simulation Workshop	
		Break 3:00 - 3:15			
		Globalization and International Strategy (tentative) 3:15 - 5:00			
			9:00 - 6:00	9:00 - 5:00	
	Dinner 6:00	Dinner 6:00	Dinner 6:00	Reception / Celebration Dinner and Certificate Presentation	
					5:15 - 7:30
Optional Dinner 6:00-8:00 Steinberg Conference Center 255 South 38th Street Philadelphia, PA 19104 phone: 215-386-8300 fax: 215-573-3426					