

The Institutes Insurance Executive Development Program at The Wharton School

► **COURSE DATE: September 25 - October 7, 2011**

Who Should Attend:

The Insurance Executive Development Program is an intense two-week residency course held at the Wharton School for senior managers and executives in the property-casualty insurance industry. Past participants include regional and business unit leaders in claims, legal, underwriting, finance, and IT, with significant management responsibilities at the senior vice president, president, or chief functional officer levels.

Why You Should Attend:

Managerial Leadership. Effective leaders build strong and effective teams, develop winning strategies and recognize the personal drivers of successful leadership. Gain a thorough understanding of the demands and challenges of leadership and how skills can continually be developed and applied through the disciplined integration of action and reflection.

Cross-Functional Management. Effective management requires a solid understanding of all areas of business. Enhance business instincts and knowledge by exploring a diverse range of topics including marketing management, financial management and change management.

Personal Development. To be a successful leader, you must continually seek knowledge, perfect intuitive judgment, and refine strategic thinking. The Insurance Executive Development Program provides you with opportunities to see yourself from different viewpoints and to learn to lead for long-term success.

Insurance Company Management Simulation. The course concludes with a two-day experiential learning simulation, which integrates the technical, financial, and professional skills needed to lead a large monoline auto insurer. Teams formulate a business strategy and implement it over several business cycles by making decisions on key variables including: pricing, operations, customer segmentation, value proposition, and reinsurance.

Distinctive Learning Environment:

Held at The Wharton School's Steinberg Conference Center on the University of Pennsylvania campus in Philadelphia attendees are taught by world class faculty at a state-of-the-art facility that includes hotel-quality guest rooms, an executive dining room and lounge, and fitness center, so participants can focus on their learning and development.

► Typical sessions include:

Week One

- Decision Making
- Blue Ocean Strategy
- Scenario Planning
- Core Competencies
- Leadership
- Financial Management and Decision Making
- Shareholder Value
- Marketing Strategy

Week Two

- Negotiations Workshop
- Leadership Through Emotional Intelligence
- Leading Culture Change
- Managing Across Organizational Boundaries
- Influence and Persuasion
- Ethics
- Motivating and Engaging Others
- Industry Simulation and Experiential Learning

Program cost includes tuition, meals, and accommodations:

\$19,099 per person.

\$16,999 per person when two or more people attend from the same company.

For More Information:

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The task of the leader is to get his people from where they are to where they have not been.

– Henry Kissinger