Executive Education
Highlights 2015-2016

www.solvay.edu/exed
For professionals seeking to upgrade their skills, advance their careers and successfully manage businesses of all sizes across industries, Solvay provides a comprehensive range of programmes in management education (general management, strategy, finance, marketing, innovation, entrepreneurship...).

Solvay is widely recognised in Europe as a major player for research and education in economics and management. Our mission is to produce pioneering research and to teach men and women how to become true leaders and entrepreneurs in their field and be able to constantly adapt and shape the future.

www.solvay.edu/exed

SOLVAY EXECUTIVE EDUCATION NOW IN LUXEMBOURG!

Solvay Executive Education has recently set up a partnership with Brainforge to deliver lifelong education programmes in general management and finance in Luxembourg.

Two programmes are currently on offer:
- The Accelerated Management Programme (EN)
- The programme in Finance for Non-Financial Managers (FR)

www.solvay.edu/exed-luxembourg

WORD OF WELCOME

Dear Reader,

On behalf of the team of Solvay’s Executive Education we are very pleased to give you a quick overview of our programmes and highlights of activities.

The School has had a long-standing relationship with the business community in Belgium and abroad, not only because many of its members are our esteemed alumni, but also because of our long tradition and reputation in management, finance and economics.

Every year we’re welcoming to Solvay a number of active professionals who choose our executive masters and executive programmes to expand their skills and further develop as business leaders.

Our proposition to you is that of a robust academic curriculum coupled with the pragmatic insights of practitioners under the Solvay seal of quality.

We are looking forward to meeting you at Solvay Brussels School.

BRUNO VAN POTTELSBERGHE
Dean
Solvay Brussel School

OLIVIER WITMEUR
Deputy Dean in charge of Executive Education
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Deputy Dean in charge of Executive Education
# SOLVAY EXECUTIVE EDUCATION

## OVERVIEW OF SOLVAY EXECUTIVE EDUCATION PROGRAMMES

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## CLASS HOURS

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// SOLVAY-PONTS MBAs

FOR WHOM?
Experienced Managers - Min. 3 years of experience

LEARNING OBJECTIVES:
Solvay Brussels School of Economics and Management and École des Ponts ParisTech have combined their business knowledge into a powerful, transformative MBA that focuses on innovation, management and entrepreneurship. It provides the knowledge of the latest management tools and shapes participants’ future career.

PARTICIPANT’S BENEFITS:
- A superior learning experience from two Business Schools.
- Learning from top-notch faculty and business leaders.
- A strong focus on cross-cultural diversity, personal and professional development and academic excellence.
- Access to 2 strong MBA alumni networks.
- A highly personalized career and personal development programme to help you attain your goal.

PROGRAMME CONTENT:
- Management & Leadership
- Finance & Economics
- Business Performance
- International Business
- Marketing
- Innovation
- Technology
- Entrepreneurship

MBA
FULL-TIME MBA
Brussels, Paris + international opportunities
1 year + possibility of final project extension
Daytime (4 days/week)
October to July

PART-TIME MBA
Brussels + international opportunities
2 years + possibility of final project extension
Evening + weekend
October to July

GLOBAL EXECUTIVE MBA
Mostly Paris + Brussels + Philadelphia
18 months
1 weekend per month
January to June

Contact MBA - Anna Calgaro: mba.admissions@solvay.edu or +32 (0) 2 650 66 73
### Learning Objectives:
Solvay Brussels School of Economics and Management and École des Ponts ParisTech have combined their business knowledge into a powerful, transformative MBA that focuses on innovation, management and entrepreneurship. It provides the knowledge of the latest management tools and shapes participants' future career.

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- A strong focus on cross-cultural diversity, personal and professional development and academic excellence.
- Access to 2 strong MBA alumni networks.
- A highly personalized career and personal development programme to help you attain your goal.

### Programme Content:
- Management & Leadership
- Finance & Economics
- Business Performance
- International Business
- Marketing
- Innovation
- Technology
- Entrepreneurship

### MBA Opportunities:
- **FULL-TIME MBA**
  - EN
  - Brussels, Paris + international opportunities
  - 1 year + possibility of final project extension
  - Daytime (4 days/week)
  - October to July

- **PART-TIME MBA**
  - EN
  - Brussels + international opportunities
  - 2 years + possibility of final project extension
  - Evening + weekend
  - October to July

- **GLOBAL EXECUTIVE MBA**
  - EN
  - Mostly Paris + Brussels + Philadelphia
  - 18 months
  - 1 weekend per month
  - January to June

Contact MBA - Anna Calgaro: mba.admissions@solvay.edu or +32 (0) 2 650 66 73

[www.solvaypontsmba.com](http://www.solvaypontsmba.com)
EXECUTIVE MASTER IN MANAGEMENT

FOR WHOM?
Experienced Managers - Min. 5 years of experience

LEARNING OBJECTIVES:
The Executive Master in Management develops participants’ leadership capabilities and provides practical and pragmatic know-how in all major areas of management.

PARTICIPANT’S BENEFITS:
- A thorough understanding of executive management.
- Develop a pragmatic approach to dealing with all key facets of general management.
- Practice through case-studies and develop shared insights with peers and programme’s experts.

PROGRAMME CONTENT:
- Finance
- Marketing
- Strategy
- Human Resources / Leadership

PRACTICAL INFORMATION:
FR
220 h
October to June
Evening + weekend (Thu. from 18:30 and Sat. 9:00 to 13:00)

Contact
Asja Kamenica:
asja.kamenica@solvay.edu
or +32 (0) 2 650 38 94
ACCELERATED MANAGEMENT PROGRAMME

FOR WHOM?
First-time Managers

LEARNING OBJECTIVES:
The Accelerated Management Programme provides a broad-base practical introduction to the main concepts and approaches of management, combined with practical insights intended to be immediately applied in the work environment.

PARTICIPANT’S BENEFITS:
- Learn the fundamentals of management.
- Comprehensive overview of key disciplines necessary for today’s managers.
- Achieve more as a manager.

PROGRAMME CONTENT:
- Leadership & Self-Assessment
- Accounting
- Strategic Management
- Marketing
- Project Management
- Finance

PRACTICAL INFORMATION:
FR/EN 136 h (17 days)
November to April (EN)
April to November (FR)
Daytime + weekend (Thu., Fri., Sat.)

Contact
Asja Kamenica:
asja.kamenica@solvay.edu
or +32 (0) 2 650 38 94
// GESTION DE CONFLITS & NÉGOCIATION

FOR WHOM?
Managers & Executives

LEARNING OBJECTIVES:
This 3-day course explores how to positively influence a negotiation, understand and manage the mechanisms of conflicts.

PARTICIPANT’S BENEFITS:
- Facilitate relations between different individuals and personalities.
- Improved comprehension of the origins and roots of disagreements.
- Aptitude to influence and persuade in a negotiation.

// PRACTICAL INFORMATION:
WWW.SOLVAY.EDU/GESTION-DE-CONFLITS-ET-NEGOCIATION
- FR 24 h
- October
- Daytime

// COACHING D’ÉQUIPE

FOR WHOM?
Managers, Executives & team-leaders

LEARNING OBJECTIVES:
The purpose of this 3-day programme is to boost the development of teams through advanced team-coaching methods.

PARTICIPANT’S BENEFITS:
- Acquire tools and principles for the team development.
- Understanding how to strengthen the cooperation and the quality of interactions.
- Learn how to consolidate and energize the team by anticipation, and proactivity.

// PRACTICAL INFORMATION:
WWW.SOLVAY.EDU/COACHING-EQUIPE
- FR 24 h
- September to October
- Daytime
// CHANGE MANAGEMENT

FOR WHOM?
Managers & Executives

LEARNING OBJECTIVES:
The purpose of this 3-day programme is to explore the three pillars of change: processes, people and communication.

PARTICIPANT’S BENEFITS:
✔ Providing the tools and methods necessary to understand the change drivers inside organisations.
✔ Learning how to influence positively people and processes towards change.
✔ Learning how to plan and to effectively communicate change.

// PRACTICAL INFORMATION:
WWW.SOLVAY.EDU/CHANGE-MANAGEMENT

EN 24 h March to April Daytime

General Contact - Manon Jacob: manon.jacob@solvay.edu or +32 (0) 2 650 65 57
EXECUTIVE PROGRAMME
EN MANAGEMENT ET PHILOSOPHIES

FOR WHOM?
Senior Managers - Min. 20 years of experience

LEARNING OBJECTIVES:
Strengthen management decisions by bringing answers and techniques from several philosophical trends.

PARTICIPANT’S BENEFITS:
✓ Examine management and business issues through the lens of philosophy.
✓ Bridge the gap between philosophy and management.
✓ Take the time to think and discuss essential aspects of business reality.

PROGRAMME CONTENT:
✓ Theme 1 - The firm and the world: freedom, regulation, complexity
✓ Theme 2 - How to decide? Leadership, cognitive fundamentals, emotions management
✓ Theme 3 - Dealing with a complex and multicultural world: the meaning of work, the Chinese philosophy, the ethics

PRACTICAL INFORMATION:
FR
72 h
(9 full days)
December to June
Daytime
(Fri. 9:00 to 18:00)
Contact
Vincent Degardin:
vincent.degardin@solvay.edu
or +32 (0) 2 650 43 73

WWW.SOLVAY.EDU/PHILO
/// EXECUTIVE MASTER IN FINANCE

FOR WHOM?
Experienced professionals exposed to financial matters - Min. 3 years of experience

LEARNING OBJECTIVES:
The Executive Master in Finance delivers robust expertise in finance for professionals seeking to pursue top-level executive careers in corporate finance, financial services or professional service firms involved in complex financial transactions.

PARTICIPANT’S BENEFITS:
- Solid expertise in finance and financial management.
- Practice-oriented mindset in finance.
- Enhanced career prospects.
- Excellent foundations to prepare for certifications as financial analyst, asset manager, corporate officer, corporate treasurer, risk manager,…

PROGRAMME CONTENT:
- Corporate Finance
- Corporate Restructuring
- Financial Reporting & Analysis
- Asset & Liability Management
- Investments
- Derivatives
- Risk Management

/// PRACTICAL INFORMATION:

EN

210 h (4 full days per month on average)

October to June

Daytime + weekend (Fri., Sat.)

Contact
Joanna Jong:
joanna.jong@solvay.edu
or +32 (0) 2 650 66 34

WWW.SOLVAY.EDU/EMF
FINANCE FOR NON-FINANCIAL MANAGERS

FOR WHOM?
Non-Financial Professionals - Min. 3 years of experience

LEARNING OBJECTIVES:
The Finance for Non-Financial Managers programme provides the fundamentals in managerial finance for professionals seeking to develop a sound understanding of financials for business.

PARTICIPANT’S BENEFITS:
- Learn the fundamentals of finance and financial management.
- Practice-oriented mindset in the fundamentals of finance.
- Improved ability to manage financial aspects of business and projects.

PROGRAMME CONTENT:
- Financial Statements Analysis
- Investment decisions
- Financing structure
- Managerial accounting & budgeting tools
- Evaluation & monitoring of risk

PRACTICAL INFORMATION:
- EN/FR
- 88 h (5 modules of 2 or 3 days)
- October to March (FR)
  February to June (ENG)
- Daytime + weekend (Thu., Fri., Sat.)
- Contact
  Manon Jacob:
  manon.jacob@solvay.edu
  or +32 (0) 2 650 65 57

FINANCE & TAX

Also in Luxembourg
FINANCE & TAX

// EXECUTIVE MASTER EN GESTION FISCALE

FOR WHOM?
Junior to middle management

LEARNING OBJECTIVES:
Acquire necessary knowledge to start or advance a career in tax management as an internal or independent adviser.

PARTICIPANT’S BENEFITS:
✓ Deep knowledge of Belgian tax legislation.
✓ Global and sector-specific vision of the fiscal system.
✓ Practical approach directly applicable to professional activities.
✓ Enhanced career prospects.

PROGRAMME CONTENT:
✓ Income and corporate taxes
✓ Company law, tax law, criminal law, finance law
✓ Registration and inheritance taxes
✓ Accountancy
✓ International Conventions
✓ Holdings
✓ Banks & Insurances
✓ Transfer pricing
✓ Non-market fiscality

PRACTICAL INFORMATION:
FR
800h
(2 years)
October to June
Evening + weekend
(Mon., Tues., Thu., Sat.)
Contact
Josiane Fekenne:
jfekenne@ulb.ac.be
or +32 (0) 2 650 41 76

WWW.SOLVAY.EDU/EMGF

Also in Luxembourg
EXECUTIVE MASTER IN IT MANAGEMENT

FOR WHOM?
IT professionals & managers - Min. 3 years of experience

LEARNING OBJECTIVES:
The Executive Master in IT Management (two years) and the six executive programmes (one year) are curriculums aimed at giving essential managerial knowledge, practices and concepts that are necessary for professionals with management and governance-level responsibilities over IT.

PARTICIPANT’S BENEFITS:
✓ Practical mastery of relevant bodies of knowledge.
✓ Build a robust foundation towards earning professional certification.
✓ Get hands-on expertise on the various domains.
✓ Network with peers, speakers, topic leaders and alumni with various skills and areas of expertise.

PROGRAMME CONTENT:
✓ The CIO Foundation
✓ IT Governance Workshop
✓ IT Risk and Legal concerns
✓ Applications Build and Management
✓ IT Service and Run Management
✓ IT Sourcing Management
✓ Enterprise Strategy and Architecture
✓ Business Transformation
✓ Digital Agility and Innovation
✓ IT Finance and Portfolio Management
✓ Soft Skills for IT professionals
✓ Building Expert Opinion

PRACTICAL INFORMATION:
EN
January to December
288 h Evening

Contact
Vincent Degardin:
v Vincent.degardin@solvay.edu
or +32 (0) 2 650 43 73

WWW.SOLVAY.EDU/EMIT
EXECUTIVE MASTER IN INFORMATION RISK & CYBERSECURITY

FOR WHOM?
IT Security professionals & managers - Min. 3 years of experience

LEARNING OBJECTIVES:
The Executive Master in Information Risk and Cybersecurity (two years) and the three executive programmes (one year) are curriculums aimed at giving essential managerial knowledge, practices and concepts that are necessary for Information Security, Risk, Compliance and Cybersecurity professionals with management and governance-level responsibilities.

PARTICIPANT’S BENEFITS:
✔ Understand the factors causing information risk.
✔ Become acquainted with the latest knowledge on cybersecurity.
✔ Acquire extensive knowledge and build a robust foundation towards earning professional certification.

PROGRAMME CONTENT:
✔ Information Security Management
✔ IT Security Practices
✔ Cybersecurity Workshop
✔ The CIO Foundation
✔ IT Governance Workshop
✔ IT Risk and Legal concerns
✔ Applications Build and Management
✔ IT Service and Run Management
✔ IT Sourcing Management
✔ Enterprise Strategy and Architecture
✔ Business Transformation
✔ Digital Agility and Innovation

PRACTICAL INFORMATION:
EN  January to December
288 h  Evening

Contact
Vincent Degardin:
vincet.degardin@solvay.edu
or +32 (0) 2 650 43 73
EXECUTIVE MASTER IN MARKETING, IN A DIGITAL WORLD

FOR WHOM?
Junior to Middle Management - Min. 3 years of experience

LEARNING OBJECTIVES:
The programme teaches how to design and launch new product or service via existing and new media channels, lead research and creative projects to build rapport with prospective clients and convert them into actual clients.

PARTICIPANT’S BENEFITS:
- Acquire a strategic and global vision of marketing.
- Acquire cutting-edge techniques immediately applicable to professional activities.
- Be able to carry new managerial responsibilities.

PROGRAMME CONTENT:
- Segmentation, positioning, value creation
- Understanding the consumer
- Out-of-the-box thinking: in products & services development
- Pricing and distribution policy
- Creating responsible communication concepts

PRACTICAL INFORMATION:
EN 18 days
November to June
Daytime + weekend
(Thu., Fri., Sat.)

Contact
Thierry Antoine:
tantoine@ulb.ac.be
or +32 (0) 2 650 41 45

WWW.SOLVAY.EDU/DIGITAL-MARKETING
EXECUTIVE MASTER IN DIGITAL COMMUNICATION

FOR WHOM?
Junior to Middle Management - Min. 3 years of experience

LEARNING OBJECTIVES:
Give a strategic and global vision of digital communication, acquire cutting-edge techniques immediately applicable to professional activities and develop the necessary competencies to carry new managerial responsibilities.

PARTICIPANT'S BENEFITS:
- Acquire a strategic and global vision of digital communication.
- Learn how to design a digital communication plan.
- Manage all digital communication channels, their performance measurement tools and their influence on transactions.

PROGRAMME CONTENT:
- Communicating original concepts
- Pricing and distribution policy
- Channel strategy & creativity
- IT and operational aspects of digital.

PRACTICAL INFORMATION:
- EN
- April to June
- 12 days
- Daytime + weekend (Thu., Fri., Sat.)

WWW.SOLVAY.EDU/DIGITAL-COMMUNICATION

Contact
Thierry Antoine:
tantoine@ulb.ac.be
or +32 (0) 2 650 41 45
EXECUTIVE PROGRAMME IN RETAIL & CONSUMER GOODS DISTRIBUTION

FOR WHOM?
Middle management in retail & distribution - Min. 3 years of experience

LEARNING OBJECTIVES:
Reinforce knowledge on all key aspects of the retail and distribution industry and allow participants to build a network of professionals from all specialties.

PARTICIPANT’S BENEFITS:
☑ Broad overview of retail and consumer goods distribution.
☑ Stronger ability to manage consumer goods distribution facing stronger retailers.
☑ Understand the different «flavours» of retail & distribution depending on categories.

PROGRAMME CONTENT:
☑ Retail buying and supplier relation and negotiation
☑ Retail management accounting and finance
☑ Distribution strategy
☑ Marketing for distribution
☑ Merchandising
☑ Sales in retail
☑ ICT & Finance
☑ Geomarketing

PRACTICAL INFORMATION:
EN+FR+NL
November to June
112 h
Daytime (Thu., Wed.)
Contact
Vincent Degardin:
v Vincent.degardin@solvay.edu
or +32 (0) 2 650 43 73
WWW.SOLVAY.EDU/RETAIL
EXECUTIVE PROGRAMME
EN IMMOBILIER

FOR WHOM?
Professionals wishing to re-orient or complete their curriculum with an education in the Real Estate sector.

LEARNING OBJECTIVES:
Further understand and master all the relevant dimensions of the Real Estate sector. Supplement an initial education to orient a career towards real estate.

PARTICIPANT’S BENEFITS:
- Develop knowledge of the real estate sector.
- Awareness about urbanistic regulations and the economic and technical requirements.
- Deepen knowledge in accounting, law and taxation.
- Develop your professional network.

PROGRAMME CONTENT:
- Real Estate development
- Urbanism and Town Planning
- Design and Engineering concepts
- Property Law and Taxation
- Real estate accounting and financial reporting
- Real Estate in its economic and social environment
- Valuation and Appraisal

PRACTICAL INFORMATION:
- FR
- September to June
- 135 h
- Evening (Monday)

Contact
Manon Jacob:
manon.jacob@solvay.edu
or +32 (0) 2 650 65 57
// MANAGEMENT DES INSTITUTIONS DE SANTÉ ET DE SOINS

FOR WHOM?
Professionals of the health sector - Min. 3 years of experience

LEARNING OBJECTIVES:
Place health institution in its economic, social and political context and understand the specificities of its management. Programme co-directed by the Faculty of Medicine, School of Public Health and the Faculty Solvay. Our teachers are either university professors or practitioners.

PARTICIPANT’S BENEFITS:
✓ Understand the internal mechanisms of health care institutions and regulation.
✓ Get familiar with specific methods of accounting and management control in healthcare institutions.
✓ Awareness of the recent evolution of external constraints imposed on the health system.

PROGRAMME CONTENT:
✓ Health legislation and health sociology
✓ Economy and health systems
✓ Organisation and management of HR
✓ Efficiency of care and integrated hospital practice
✓ Accountancy, management control and health financing

// PRACTICAL INFORMATION:
FR  October to September  280 h  Evening + weekend

Contact
Isabelle Poplemont:
Isabelle.poplemont@chu-brugmann.be or +32 (0)2 477 39 26

WWW.SOLVAY.EDU/MMISS
// EXECUTIVE MASTER IN INTERNATIONAL ASSOCIATION MANAGEMENT

FOR WHOM?
Association sector professionals - Min. 3 years of experience

LEARNING OBJECTIVES:
The Executive Master in International Association Management provides the fundamental competencies in the main management areas with a focus on the association sector’s specific needs.

PARTICIPANT’S BENEFITS:
✓ Enhance the leadership skills of association executives to address the management challenges within their respective functions.
✓ Get a broad coverage of the main strategic and functional areas in management.
✓ Take part in bringing about a platform for knowledge-sharing, showcasing experiences and cooperation.

PROGRAMME CONTENT:
✓ Leadership and Change
✓ Finance and Performance
✓ Strategy
✓ Marketing
✓ Project and Event Management

// PRACTICAL INFORMATION:

EN  January to June
120 h (16 days)  Daytime + weekend (Thu., Fri., Sat.)

Contact
Asja Kamenica:
asja.kamenica@solvay.edu
or +32 (0) 2 650 38 94

WWW.SOLVAY.EDU/IAM
ARE YOU READY FOR CHANGE?

ONE YEAR POSTGRADUATE ADVANCED MASTERS IN:

- Innovation & Strategic Management
- Creativity & Marketing
- Financial Markets
- Quantitative Finance
- Innovation & Entrepreneurship

For Master students with no or limited professional experience (maximum 3 years), Advanced Masters are designed as full-time programmes for one academic year, and represent 60 ECTS each.

WWW.AREYOUREADYFORCHANGE.BE

0032 (0)2 650 39 15 - advancedmaster@solvay.edu
TESTIMONIALS ON EXECUTIVE EDUCATION PROGRAMMES

“Having done the EMF was literally a life changer for me. It is thanks to the skills set I acquired during the EMF, that I was really able to excel in my job (no pun intended). This opened up new opportunities for me and led me to a successful career across the Atlantic.”

PIETER LENS
Treasury Manager - Johnson Controls

“The MBA prepared me very well for a successful career start at Boston Consulting Group – a choice I don’t regret more than 20 years later.”

FILIEP DEFORCHE
Senior Partner and Managing Director - The Boston Consulting Group

“L’EMM offre une expérience d’apprentissage exceptionnelle à travers des business cases pertinents et grâce un encadrement pédagogique de pointe qui nous pousse à aller toujours plus loin, à quitter notre zone de confort. C’est aussi une opportunité unique de développement personnel.”

ERWIN STORMS
Project Office - Head of Procurement, YARA

“The Executive Programme en Management et Philosophies is an enriching, always astonishing and often challenging 9-day programme. It gives you new perspectives on your day-to-day work life. The philosophers, business leaders and the debates with your peers make this programme highly fulfilling and participative.”

CATHERINE DEBATTY
Head of General Banking, ING Belgium
COMPANY SPECIFIC PROGRAMMES

Solvay delivers customised programmes, which are either built from the ground-up based on specific requirements or adapted from our open enrollment catalogues.

Because we have so many practitioners from a wide range of industries contributing to our programmes in Executive Education, we know some companies or industries have specific requirements in terms of professional education and training of their personnel.

In situations where a company or a consortium of companies requires to put together a training programme tailored to address a specific aspect of a given industry, Solvay will leverage its considerable assets in course design, teaching methods and course delivery to structure a tailored programme.

SUCCESS STORY: TRANSCONSTELLATION

The Transconstellation consortium, composed of SWIFT, Euroclear, The Bank Of New York Mellon and Atos Worldline, asked Solvay Brussels School to create a programme focusing on the current challenges of financial transaction processing, risk management, IT and organisational strategy.

Transconstellation Academy is a shared training centre running in partnership with Solvay. In 2015, the Transconstellation Academy programme runs its 12th edition.

NICOLAS MEEUS
Company Specific Programmes Manager
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Executive Education
Highlights 2015-2016

Solvay Brussels School
Economics & Management

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