KFAS LEARNING CALENDAR 2020

For the Private Sector
<table>
<thead>
<tr>
<th>Month</th>
<th>Year</th>
<th>Event</th>
<th>Location</th>
<th>Type</th>
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<tbody>
<tr>
<td><strong>January</strong></td>
<td>2020</td>
<td>21 - 23</td>
<td>Emotional Intelligence</td>
<td>Radisson Blu, Kuwait</td>
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<td>26 - 28</td>
<td>Mindfulness Workshop</td>
<td>Radisson Blu, Kuwait</td>
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<td>27 - 29</td>
<td>Negotiation Dynamics</td>
<td>Radisson Blu, Kuwait</td>
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<tr>
<td><strong>February</strong></td>
<td>2020</td>
<td>09 - 11</td>
<td>The Outward Mindset</td>
<td>Radisson Blu, Kuwait</td>
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<td>10 - 13</td>
<td>Real Estate Management Program</td>
<td>Radisson Blu, Kuwait</td>
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<td>16 - 20</td>
<td>Custom: The Digital Mindset Program</td>
<td>Hong Kong</td>
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<td>23 - 28</td>
<td>Essentials of Leadership</td>
<td>London, UK</td>
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<tr>
<td><strong>March</strong></td>
<td>2020</td>
<td>03 - 13</td>
<td>Strategic Management in Banking</td>
<td>Fontainebleau, France</td>
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<td>16 - 20</td>
<td>Strategic Investment Management</td>
<td>London, UK</td>
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<td>16 - 20</td>
<td>Oxford Impact Investing Programme</td>
<td>Oxford, UK</td>
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<td>23 - 26</td>
<td>Financial Data Analysis for Leaders</td>
<td>Radisson Blu, Kuwait</td>
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<td>29 - 31</td>
<td>Customer Experience Masterclass</td>
<td>Radisson Blu, Kuwait</td>
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<td>30 - 3 April</td>
<td>Leadership for Senior Executives</td>
<td>Boston, USA</td>
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<td><strong>April</strong></td>
<td>2020</td>
<td>05 - 08</td>
<td>Transforming Customer Experiences</td>
<td>Boston, USA</td>
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<td>06 - 08</td>
<td>Digital Transformation Strategy</td>
<td>Berkeley, USA</td>
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<td>13 - 15</td>
<td>Risk Management Program</td>
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<td>14 - 16</td>
<td>Spark a Culture of Innovation</td>
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<td>19 - 21</td>
<td>Leading Change</td>
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<td><strong>May</strong></td>
<td>2020</td>
<td>03 - 25 Sep</td>
<td>Global Senior Management Program</td>
<td>Madrid, Spain</td>
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<td>11 - 15</td>
<td>Managing Partnerships and Strategic Alliances</td>
<td>Fontainebleau, France</td>
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<td>17 - 22</td>
<td>High Potentials Leadership Program</td>
<td>Boston, USA</td>
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<td>18 - 20</td>
<td>Financial Analysis and Valuation for Strategic Decision Making</td>
<td>New York, USA</td>
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<td>27 - 29</td>
<td>Digital Mindset</td>
<td>Barcelona, Spain</td>
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<td><strong>June</strong></td>
<td>2020</td>
<td>07 - 13</td>
<td>Hacking Exponential Growth</td>
<td>Segovia, Spain</td>
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<td>08 - 12</td>
<td>Human Resource Strategy in Transforming Organisations</td>
<td>London, UK</td>
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<td>09 - 14</td>
<td>Custom: Navigating Change: Decision-Making, Negotiation and Leadership Strategies</td>
<td>Boston, USA</td>
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<td>10 - 14</td>
<td>Oxford Chicago Valuation Programme</td>
<td>Oxford, UK</td>
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<td>15 - 19</td>
<td>Women in Leadership</td>
<td>Boston, USA</td>
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<td>15 - 19</td>
<td>Implementing Winning Strategies: The breakthrough strategic learning process</td>
<td>New York, USA</td>
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<td>17 - 20</td>
<td>High Performance Negotiator</td>
<td>Munich, Germany</td>
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<td>21 - 26</td>
<td>Strategic Marketing Management</td>
<td>Boston, USA</td>
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<td>22 - 24</td>
<td>Strategic Corporate Finance</td>
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<td>22 - 25</td>
<td>Cybersecurity for Managers</td>
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<td>22 - 18 Sep</td>
<td>Senior Executive Programme</td>
<td>London, UK</td>
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<td>28 - 30</td>
<td>Lego Serious Play: Leading High Performing Teams</td>
<td>Radisson Blu, Kuwait</td>
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<td>28 - 3 July</td>
<td>High Impact Leadership Program</td>
<td>Fontainebleau, France</td>
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<td>29 - 2 July</td>
<td>Developing Leadership Competencies</td>
<td>Madrid, Spain</td>
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<td>29 - 3 July</td>
<td>High Performance People Skills Programme</td>
<td>London, UK</td>
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<td><strong>July</strong></td>
<td>2020</td>
<td>13 - 17</td>
<td>Strategic Branding: From Behavioural Insights to Business Growth</td>
<td>London, UK</td>
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<td>20 - 21 January</td>
<td>Program for Leadership Development - PLD</td>
<td>Boston, USA</td>
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<td>26 - 31</td>
<td>Changing the Game: Negotiation and Competitive Decision-Making</td>
<td>Boston, USA</td>
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<td><strong>August</strong></td>
<td>2020</td>
<td>Aug - Nov</td>
<td>General Management Program - GMP</td>
<td>Boston, USA</td>
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**OE** Open Enrollment  
**LEE** Local Executive Education  
**AEE** Abroad Executive Education
<table>
<thead>
<tr>
<th>September 2020</th>
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<tbody>
<tr>
<td>13 - 18</td>
<td>Leading Teams for Emerging Leaders</td>
<td>London, UK</td>
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<td>14 - 18</td>
<td>Accounting and Financial Analysis</td>
<td>London, UK</td>
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<td>20 - 20 Nov</td>
<td>Accelerated Development Programme</td>
<td>London, UK</td>
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<tr>
<td>22 - 24</td>
<td>Customer Service Excellence</td>
<td>Radisson Blu, Kuwait</td>
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<td>27 - 29</td>
<td>Developing Effective Teams</td>
<td>Radisson Blu, Kuwait</td>
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<td>28 - 30</td>
<td>Managing Business in Challenging Times</td>
<td>Radisson Blu, Kuwait</td>
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<tr>
<th>October 2020</th>
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<tr>
<td>Oct</td>
<td>The Berkeley Executive Leadership Program</td>
<td>Berkeley, USA</td>
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<td>Oct</td>
<td>The advanced strategy program: Building and implementing growth strategies</td>
<td>Chicago, USA</td>
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<td>Oct</td>
<td>International Business Development Program</td>
<td>Paris, France</td>
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<td>04 - 09</td>
<td>Real Estate Management Program</td>
<td>Boston, USA</td>
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<td>13 - 16</td>
<td>Masterclass Private Equity</td>
<td>London, UK</td>
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<td>18 - 23</td>
<td>High Potentials Leadership Program</td>
<td>Boston, USA</td>
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<td>19 - 22</td>
<td>People Analytics: HR Transformation through Data</td>
<td>Radisson Blu, Kuwait</td>
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<td>20 - 22</td>
<td>Digital Marketing</td>
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<td>25 - 27</td>
<td>Social Media Strategy &amp; Management</td>
<td>Radisson Blu, Kuwait</td>
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<th>November 2020</th>
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<tr>
<td>09 - 11</td>
<td>Strategic Innovation in the Digital Era</td>
<td>Milan, Italy</td>
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<td>09 - 12</td>
<td>High Performance People Skills for Leaders</td>
<td>Radisson Blu, Kuwait</td>
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<td>17 - 19</td>
<td>Innovative Selling Skills</td>
<td>Radisson Blu, Kuwait</td>
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<td>24 - 26</td>
<td>Agile Thinking</td>
<td>Radisson Blu, Kuwait</td>
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<th>December 2020</th>
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<tr>
<td>Dec</td>
<td>Venture Capital Executive Program</td>
<td>Berkeley, USA</td>
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<td>Dec - Sep 2021</td>
<td>Senior Executive Leadership Program - Middle East</td>
<td>Boston, USA</td>
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<td>01 - 02</td>
<td>Managing Millennials</td>
<td>Radisson Blu, Kuwait</td>
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<td>07 - 11</td>
<td>Financial Analysis for Nonfinancial Managers</td>
<td>Chicago, USA</td>
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<tr>
<td>20 - 21 June 2021</td>
<td>Program for Leadership Development - PLD</td>
<td>Boston, USA</td>
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**KFAS Training Calendar 2020**

Welcome to the 2020 KFAS Learning Calendar for the Private Sector. We are offering a range of learning opportunities both locally and abroad in collaboration with our international network of academic institutions.

Our learning and professional development courses have been selected to deliver high caliber practical knowledge for improving business productivity and competitiveness within the private sector. The KFAS funded learning opportunities allow exposure to best practices and provide friendly platforms to meet, learn and exchange knowledge and experiences both locally and internationally.

Our programs are segmented into three areas:

- **OE** Open Enrollment
- **LEE** Local Executive Education
- **AEE** Abroad Executive Education

**Abroad Executive Education courses (AEE)** are international learning opportunities outside Kuwait targeting senior level executives. Participants would interact and exchange knowledge with other international participants from around the world. Participants would be introduced to the latest concepts and tools that drive leadership, sustainable growth, and business innovation. AEE offerings are only available to contributing and limited to Kuwaiti national participants.

**Local Executive Education courses (LEE)** are customized opportunities targeting senior level executives. The courses have been carefully selected and customized for Kuwait in collaboration with international academic institutions. Participants would be introduced to the latest concepts and tools that drive leadership, sustainable growth, and business innovation. LEE offerings are available to all private sector companies (without preference to participants’ nationality).

**Open Enrollment courses (OE)** are professional development learning courses targeting professionals up to middle management level. The courses would help develop and sharpen skills necessary for leadership and business successes. Participants would learn skills and tools for complex problem solving, critical thinking, and innovation. OE offerings are available to all Kuwaiti companies (without preference to participants’ nationality).
AEE    Abroad Executive Education
Custom: The Digital Mindset Program

Overview
This program provides insights on how organizations can respond to the evolving digital challenges. The program helps participants develop necessary skills to stay competitive in today’s business world via practical frameworks and digital management skills.

Ideal Candidates Include
This program is customized for middle managers employed by a private Kuwaiti shareholding company. The participants in this program will preferably have a minimum of seven years working experience with high proficiency in English. Working responsibilities and functions include but not limited to Information Technology, Business Development, Marketing, Finance & Investment and Human Resources.

Objectives
• Provide practical frameworks and methodologies to be better prepared for the digital world
• Establish an Innovative Mindset
• Gain a further understanding of digital business models and an insightful understanding of the capabilities of Big Data, Blockchain and AI

Essentials of Leadership

Overview
Great leaders are made not born. Join us to discover how to unlock game-changing potential in yourself and others. If you don’t know yourself, you can’t be an effective leader. Deepen your self-awareness and sense of purpose to lead and influence others.

Ideal Candidates Include
This programme is suitable for high-potential senior managers with extensive experience who are looking to refresh or enhance their leadership skills, or step up to achieve greater impact.

Objectives
• Finding purpose: What’s the point of your organisation or your role? Inspire people to follow you and realise the impact you have on others.
• Empowering others: When you empower those around you to do their best work, you add value as a leader.
Strategic Management in Banking

Overview
Strategic Management in Banking addresses the needs of senior bankers, including board members, who want to reassess the future of banking and strategy in the context of a fast-changing environment: the outcome of the financial crisis, final Basel III (Basel IV) regulations on capital and liquidity, bail-in debt, ultra-low interest rates, and digital disruption by FinTech companies. As the banking industry has its own needs, the Strategic Management in Banking programme has been developed to enhance some key bankspecific management skills.

Ideal Candidates Include
Strategic Management in Banking is designed specifically for senior bankers, including board members, responsible for retail, corporate, capital markets and international banking. Participants should have a minimum of 8 years of experience.

Objectives
• Defining effective leadership
• Create a strategic vision for your goals and plans
• Become a better communicator
• Develop a performance based culture
• Learn to build trust and find common ground at every level

Strategic Investment Management

Overview
Deepen your understanding of investment management with the latest investment management research, cutting-edge academic insights and theory – on this five-day programme for investment professionals.

Ideal Candidates Include
Senior executives from a broad range of financial professions and international organisations on this programme. Share experiences and common interests in selecting, evaluating, measuring and managing the risks of investment instruments and their processes.

Objectives
• Developments in investment management and future trends
• Stronger decisions based on a broader understanding of the entire investment process
• Effective performance evaluation
• Understand risk management techniques

Institution
London Business School

Dates
16 - 20 March 2020

Deadline to Register
16 January 2020

Location
London, UK

Link
http://oip.kfas.org.kw

Institution
INSEAD

Dates
3 - 13 March 2020

Deadline to Register
28 January 2020

Location
Fontainebleau, France

Link
http://oip.kfas.org.kw
Oxford Impact Investing Programme

Overview
Impact investing focuses on developing business solutions to the world’s most pressing social problems. On this pioneering programme, you will develop a deep and broad understanding of the impact investment sector and understand how to make more targeted investment decisions.

Ideal Candidates Include
This programme is for philanthropists, investors, financial executives, wealth managers, consultants and other leaders working in the social finance sector.

Objectives
- work effectively as an impact investment practitioner
- develop an effective strategy and plan
- measure and assess your impact

Leadership for Senior Executives

Overview
In today’s global economy, a company’s long-term success is determined by the ability of its senior executives to lead effectively through periods of economic uncertainty. Designed to help business leaders achieve their corporate agenda, this executive leadership training program prepares you to navigate adversity, foster a culture of leadership, build productive teams, and drive sustained growth.

Ideal Candidates Include
Particularly appropriate for: Senior executives with at least 20 to 25 years of work experience, including significant time as a senior executive or company officer, in organizations with annual revenues in excess of $250 million.

Objectives
- Define your personal leadership style
- Lead change and make decisions
- Drive customer strategic thinking
- Gain best practices to manage teams
- Self-assessment and group exercises

Institution
University of Oxford Said Business School

Dates
16 -20 March 2020

Location
Oxford, UK

Deadline to Register
28 January 2020

Link
http://oip.kfas.org.kw

Institution
Harvard Business School

Dates
30 March - 3 April 2020

Location
Boston, USA

Deadline to Register
16 January 2020

Link
http://oip.kfas.org.kw
Overview
This program delves into the fundamentals of leading and managing service-oriented businesses. You will explore new strategies for designing sustainable service models, addressing gaps in service execution, and delivering a transformational customer experience.

Ideal Candidates Include
Senior executives in either B2C or B2B companies wanting to improve service, including service companies, product companies with service-based strategies, or companies shifting from a product focus to a service focus. The program will be most helpful for individuals who have the authority to initiate change across the organization. Participants might include.

Objectives
• Design effective service strategies and offerings
• Ensure consistent, high quality service delivery
• Expand your personal and professional network

Transforming Customer Experiences
Institution
Harvard Business School
Dates
5 - 8 April 2020
Location
Boston, USA
Deadline to Register
13 February 2020
Link
http://oip.kfas.org.kw

Digital Transformation Strategy
Overview
In this three-day strategic leadership training program, we lay out the framework for mastering leadership in a world of digital disruption. The Digital Transformation Strategy program examines the key trends impacting the marketer’s role today and provides practical frameworks and methodologies for managing the core leadership and marketing tasks in the context of digital enablement.

Ideal Candidates Include
This program is designed for:
Professionals in all areas of marketing, branding, communications, strategy, customer experience, product development and management, operations, IT, finance, organizational design, culture, and human capital.
Senior leaders that are responsible for managing the customer experience during a time of change.

Objectives
• Understand the new realities and challenges of competing in a digital world
• Grasp the role of customer franchise in driving market leadership
• Identify, shape and capture new customer value opportunities
• Assess your digital leadership capability

Institution
UC Berkeley
Dates
6 - 8 April 2020
Location
Berkeley, USA
Deadline to Register
13 February 2020
Link
http://oip.kfas.org.kw
Global Senior Management Program

Overview
Combining the strengths of two of the world’s top schools, IE Business School and Chicago Booth, the GSMP takes participants beyond traditional programs based on absorbing models and knowledge. Experience-based program which challenges senior managers to upgrade their own management style, their approach to globalization and their organization’s core.

Ideal Candidates Include
This program is designed for Senior Managers and Directors. Participants are typically members of the management committee, vicepresidents, managing directors, unit directors or country managers. They bring over 15 years of experience in senior management.

Objectives
• Build on the collective knowledge of top level participants and world-class professors.
• Develop a strategic vision in global markets.
• Strengthen your leadership skills and self-management skills.
• Expand your professional network.
• Boost organizational performance.

Managing Partnerships and Strategic Alliances

Overview
The ability to collaborate is becoming an important source of competitive advantage in the Fourth Industrial Revolution, an era of rapid and disruptive change. In the race to develop compelling user experiences, expand distribution and capture new sources of value, leaders are discovering that success depends not just on what their own companies can do, but also on the capabilities they can leverage by partnering with others.

Ideal Candidates Include
This programme is designed for senior line managers and executives directly involved in running collaborative efforts and making key decisions related to partnerships, alliances and ecosystems. Executives involved in cross-company collaborations on a day-to-day basis, or who are responsible for building and managing digital platforms, are likely to benefit most.

Objectives
• Understand how collaboration can help you deal with the challenges of digital transformation
• Gain insights into the role of collaboration
• Develop methods for proactively building, competing with and defending platform businesses
• Improve your ability to design effective alliances,
• Gain skills to create effective ecosystems of partners from different industries and countries while building mutual trust and capturing value
High Potentials Leadership Program

Overview
To achieve long-term success, companies must equip their most promising executives to handle the formidable challenges associated with moving into new and increasingly more complex leadership roles. In this program, you’ll learn how to lead under pressure, champion change, build teams, and develop talent throughout the organization.

Ideal Candidates Include
Meeting the needs of top performers who want to grow as leaders, the High Potentials Leadership Program is designed for high-impact, fast-track individuals with more than 10 years of experience in roles of increasing responsibility.

Objectives
• Distinction between leadership and management
• Pros and cons of different leadership styles
• Assessment and leadership exercises
• Become the future leader of your organization

Financial Analysis and Valuation for Strategic Decision Making

Overview
To understand the strategic factors that generate value in a company, executives need extensive knowledge of finance. This program will help you assess the value of strategic decisions by providing a broader understanding of finance and the interaction between business strategy and financial strategy.

Ideal Candidates Include
This program is ideal for executives in financial roles, financial analysts, and portfolio managers. It is also ideal for executives in such departments as strategic planning, marketing, operations, product development, consulting, and sales who need a higher level of proficiency in understanding, evaluating, and making decisions based on the financial standing of their business unit, business, or organization.

Objectives
• Negotiate more effectively
• Apply new ideas and close stronger deals
• Negotiation simulations
• Enhance decision-making skills
• Create new value to your organization

Institution
Harvard Business School

Dates
17 - 22 May 2020 & 18 - 23 Oct 2020

Location
Boston, USA

Deadline to Register
13 February 2020 & 20 August 2020

Link
http://oip.kfas.org.kw

Institution
Columbia Business School

Dates
18 - 20 May 2020

Location
New York, USA

Deadline to Register
13 February 2020

Link
http://oip.kfas.org.kw
Digital Mindset

Overview
Advances in the digital space - be they social, mobile, or otherwise - are breaking down barriers to market entry, turning established business models on their heads, and offering new ways to engage with customers and employees. To identify and effectively respond to tomorrow's digital opportunities and threats, it is crucial to develop a truly digital mindset; only with this paradigm can business gains be realized.

Ideal Candidates Include
The "Digital Mindset: How to Innovate and Lead Your Business for the Future” program is aimed at senior and mid-level executives at both media and non-media companies who want to strengthen their abilities to plan and execute strategy in an increasingly digitally driven environment. This program is ideal for senior managers, directors and VPs who are preparing to take on positions of greater responsibility within their organizations and who need to broaden their understanding of the digital landscape.

Objectives
• Understanding the digital landscape
• Building blocks of digitalization
• Identify the core capabilities critical to your organization
• Formalize and articulate your digital strategy

Hacking Exponential Growth

Overview
Hacking Exponential Growth is a pioneering program for senior executives from all areas of business who are eager to develop a strategic framework that incorporates an effective combination of linear and exponential growth business models. During this program you will be able to identify and develop key skills for designing, executing and understanding exponential business models.

Ideal Candidates Include
The transformation from CEO to CXO goes beyond acronyms. Moving from chief to catalyzer involves a total reimagination of how organizational resources can be utilized. While the traditional executive approach is focused on linear growth, adopting an exponential mindset puts your organization on the path to long-term success. Finally, the jump from officer to orchestrator means a heightened ability to facilitate lasting change by supporting company talent and incorporating cutting-edge business models.

Objectives
• Gain an exponential mindset
• Design a new strategic roadmap
• Lead change by becoming a growth hacker
• Open up new business opportunities

Institution
IESE Business School

Dates
27 - 29 May 2020

Location
Barcelona, Spain

Deadline to Register
01 March 2020

Link
http://oip.kfas.org.kw

Institution
IE Business School

Dates
7 - 13 June 2020

Location
Segovia, Spain

Deadline to Register
05 April 2020

Link
http://oip.kfas.org.kw
Human Resource Strategy in Transforming Organisations

Overview
Your organisation thrives when there is a compelling alignment between business strategy and the context you create for your people. Prepare to strengthen that alignment, drive strategic change and enhance organisational performance on this stimulating five-day programme.

Ideal Candidates Include
This program is designed for HR Directors, practitioners and specialist advisors, leaders of change program, chief learning officers with minimum 5 years of experience.

Objectives
• Optimise best practice in employee engagement
• Understand organisational culture
• Lead change
• Gain competitive advantage through HR
• Align HR strategies with business objectives

Institution
London Business School

Dates
8 - 12 June 2020

Location
London, UK

Deadline to Register
05 April 2020

Link
http://oip.kfas.org.kw

Custom: Navigating Change: Decision-Making, Negotiation and Leadership Strategies

Overview
This customized program explores new methods of working across traditional sectors and organizational divisions to identify, understand, and address emerging business and public problems. Led by Professor Kessely Hong, the Harvard Kennedy School faculty team has designed an impactful and interactive curriculum specifically tailored to address the challenges and opportunities presented to managers, equipping them with the collaborative and innovative tools needed in today’s reality.

Ideal Candidates Include
This program is designed to serve mid-level professionals from private sector with 7 years of experience. All participants should be prepared to dedicate themselves fully to their studies during the program, and will be expected to take responsibility for completing all assignments and interacting fully with their colleagues. You should only participate in this program if you can commit to attending all class and preparation sessions across all days of the program.

Objectives
• Anticipating and adapting to changes in the environment
• Noticing information gaps and collecting critical information
• Building strategies to successfully engage in difficult conversations and learn about different perspectives

Institution
Harvard Kennedy School

Dates
09 - 14 June 2020

Location
Boston, USA

Deadline to Register
15 May 2020

Link
http://oip.kfas.org.kw
Oxford Chicago Valuation Programme

Overview
Valuation plays a vital role in corporate and investment decision making. Oxford along with the University of Chicago Booth School of Business to equip you with advanced valuation knowledge in a condensed timeframe on this comprehensive programme.

Ideal Candidates Include
Finance professionals and senior executives making strategic corporate or private equity investment decisions. This includes CFOs, directors of finance or strategy, bankers, corporate finance consultants, investment and fund managers making direct investments. Participants should be familiar with common valuation techniques including DCFs and NPV typically gained through study for an MBA or professional qualifications.

Objectives
- Understand how to apply valuation to make better strategic decisions
- Acquire financial valuation modelling techniques to apply immediately
- Discuss real transactions with leading executives and interact with global leaders in finance
- Advance your finance knowledge to apply theory to real world transactions

Women in Leadership

Overview
Step up to a top level role, and maximise your impact. We work with you and a sponsor from your organisation to accelerate your next move. Join LBS’s unique multi-modular learning journey over 9 weeks, beginning with a 1.5-hour virtual session, then 4.5 days on campus, followed by virtual sessions.

Ideal Candidates Include
This programme is designed for outstanding female leaders at a significant inflection point in their career. Participants include women executives who are:
- Managers with 10+ years of management experience.
- Two or three levels from C-suite positions.
- Looking to make a leadership transition, or at an inflection point in their careers.

Objectives
- Drive your career progression and transition to a greater leadership role in your organisation.
- Gain the mindset, tools and confidence to lead with impact, and navigate uncertainty and change.
- Develop the skills to articulate a vision and inspire followers.
Implementing Winning Strategies: The breakthrough strategic learning process

Overview
Implementing Winning Strategies offers a set of practical tools to achieve this kind of organizational agility. The program introduces you to the Strategic Learning Process, a unique 4-step model which has been battle tested and is being applied successfully by many global companies and not-for-profit organizations to create and implement winning strategies repeatedly over time.

Ideal Candidates Include
The program is designed for executives of all levels responsible for strategic planning, with primary responsibility for making the changes necessary to enable effective execution of strategy, or those with P&L responsibility who seek to become more strategic in their thinking.

Objectives
• Learn to conduct a Situation Analysis
• Improve your ability to foresee change and its implications
• Create a “Winning Proposition”
• Master the golden rules of effective implementation, and leadership of change

High Performance Negotiator

Overview
Senior executives need exceptional negotiating skills for the highest-profile decisions and for the daily demands of the workplace. This program looks at a range of issues, from multicultural negotiations, to ethical dilemmas in negotiations, to negotiating in deal-making situations.

Ideal Candidates Include
The “High Performance Negotiator” program has been designed for professionals whose positions require them to negotiate on a regular basis, such as:
• Senior business executives responsible for managing complex national and multinational negotiations.
• Participants should have minimum 7 years of experience.

Objectives
• Principles of negotiation in different business contexts
• Dynamics of the negotiation process
• Foster more effective relationships
• Explore the ethical dilemmas

Institution
Columbia Business School

Dates
15 - 19 June 2020

Deadline to Register
5 April 2020

Location
New York, USA

Link
http://oip.kfas.org.kw

Institution
IESE Business School

Dates
17 -20 June 2020

Deadline to Register
5 April 2020

Location
Munich, Germany

Link
http://oip.kfas.org.kw
Strategic Marketing Management

Overview
This program dives deep into the latest management concepts and marketing strategies—from market segmentation and product positioning to digital channels and social media marketing. You will emerge with the advanced skills needed to develop and implement an integrated marketing strategy that generates value for customers and growth for your organization.

Ideal Candidates Include
This program is designed for:
• Marketing executives and managers at all levels.
• General Managers and Managers in functions related to marketing such as finance, operations or business development.

Objectives
• Drive integrated, customer-centric marketing strategies
• Ensure marketing activities contribute to company success
• Expand your personal and professional network

Institution
Harvard Business School

Dates
21 - 26 June 2020

Location
Boston, USA

Deadline to Register
05 April 2020

Link
http://oip.kfas.org.kw

Strategic Corporate Finance

Overview
The Strategic Corporate Finance program is aimed at executives that wish to explore cutting-edge practices in various corporate finance processes. As well as mastering their use of finance tools, participants improve their understanding of the market’s financial health, in turn leading to more effective strategy decisions.

Ideal Candidates Include
The Strategic Corporate Finance program is aimed at executives that wish to enhance their knowledge and understanding of the current financial market. Participants of the program include, but are not limited to:
• CEOs.
• Senior Corporate Executives.
• CFOs and Controllers.

Objectives
• Manage Finance to create shareholder value.
• Apply top financial tools into their day to day operations.
• Lead an M&A deal.
• Identify and quantify risks facing their companies.
• Decide a correct dividend policy for their shareholders.

Institution
IE Business School

Dates
22 - 24 June 2020

Location
Madrid, Spain

Deadline to Register
05 April 2020

Link
http://oip.kfas.org.kw
## Senior Executive Programme

As a successful senior executive, you manage strategic priorities, develop and lead effective teams and establish sustained competitive advantage in your organisation. In the face of increasing uncertainty, the half-life of a successful strategy is declining. The Senior Executive Programme (SEP) equips you with the tools to drive change and create the future for yourself and your organisation - today.

### Ideal Candidates Include

- minimum of 15 years’ management experience attendees have already achieved significant impact in their organisations, and include:
  - Senior executives from large organisations who are one or two levels from CEO
  - Regional directors or country managers
  - Heads of multiple business units within an organisation
  - Senior civil servants and leaders of not-for-profit organisations
  - C-suite executives of mid-sized organisations.

### Objectives

- Prepare yourself for board member responsibilities.
- Understanding of your business’s competitive context, and the ability to plan strategically and create a more resilient future.
- Capabilities to challenge existing industry assumptions and your organization.

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## High Impact Leadership Program

The High Impact Leadership Programme provides managers with the tools and processes needed to meet their organisation’s leadership challenges. Over five days, participants explore both ‘macro’ and ‘micro’ issues - from organisational structures, incentives and informal networks to managing performance and using feedback to enhance personal professional growth.

### Ideal Candidates Include

The High Impact Leadership Programme is designed for managers with three to six years’ experience in leadership roles.

### Objectives

- Understand how organisations work and how to develop and use your professional network to achieve your objectives.
- Learn how to create and maintain a high-talent, high-energy and high-performance ‘X-team’.
- Enhance your ability to obtain results through others by improving self-awareness, motivating your team and influencing your organisation.

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### Institution

- **London Business School**
- **INSEAD**

### Dates

- **London Business School**
  - 22 June - 18 September 2020
- **INSEAD**
  - 28 June - 3 July 2020

### Deadline to Register

- **London Business School**
  - 15 April 2020
- **INSEAD**
  - 15 April 2020

### Location

- London, UK
- Fontainebleau, France

### Link

- http://oip.kfas.org.kw

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AEE
Overview
The success of a company and its ability to maintain its competitive edge depend fundamentally on the talent of its people. Discover how to improve your leadership skills - identifying your strengths and weaknesses - and empower the individuals and teams in your organization to reach their full potential.

Ideal Candidates Include
The “Developing Leadership Competencies” program is designed for general managers and senior executives, as well as for human resource professionals who seek to advance leadership competencies that improve personal and organizational effectiveness.

Objectives
• Leadership Assessment
• Personal Leadership Development
• Interpersonal Leadership
• Organizational Leadership and Change

Overview
People skills are crucial to personal and business success. Learn to develop highly effective business relationships, enhance your emotional intelligence and improve your ability to influence and engage with people more effectively.

Ideal Candidates Include
This programme is right for you if you’re a senior manager anywhere in the world and interaction with other people is a key element of your role. Average of 9 years of management experience required.

Objectives
• Learn to develop strong, influential relationships with diverse groups.
• Motivate and inspire your people, and build successful teams that work together in harmony.
• Acquire critical coaching skills to help others realise their potential.
Strategic Branding: From Behavioural Insights to Business Growth

Overview
A business’s most valuable asset is its customers. Strategic Branding provides you with the skills to gain and leverage customer and managerial insights. The key aim of this knowledge is to enhance your ability to build and manage brands to drive profits and organic growth.

Ideal Candidates Include
Strategic branding is for both marketing and non-marketing professionals. If you are a senior business decision maker who needs to understand brand value, this programme will provide an underlying framework and tools to strengthen your brand.

Objectives
- Behavioural research relevant to branding
- Drive long-term customer value
- Develop a market-sense for using customer insights
- Overcome, and adapt to, constant market pressures armed with the latest theory

Program for Leadership Development - PLD

Overview
PLD is a personalized learning experience that is tailored to your unique leadership goals and challenges. As a highly immersive learning experience, PLD accelerates your personal and professional transformation by combining two on-campus and two distance-learning modules.

Ideal Candidates Include
This leadership development program is ideal for specialists and star contributors who have been identified as outstanding prospects for increased leadership responsibilities. Participants typically have at least 10 to 15 years of work experience.

Objectives
- Broader understanding of the global marketplace
- Leadership confidence and cross-functional skills
- Strategic insights to drive meaningful change
- Innovate and growth in any economic climate
Changing the Game: Negotiation and Competitive Decision-Making

Overview
In a highly competitive business arena, attaining the best outcome possible in high-stakes negotiations is vital to your organization and your career. By attending this comprehensive negotiation training program, you’ll learn how to prepare for and navigate complex negotiations, examine the psychology of decision-making, and even predict the outcome of strategic interactions.

Ideal Candidates Include
Designed for senior executives in large established companies, this leadership development program is appropriate for professionals across diverse functions and industries, including high technology, pharmaceutical/medical, energy, consulting, and investment banking.

Objectives
• Negotiate more effectively
• Apply new ideas and close stronger deals
• Negotiation simulations
• Enhance decision-making skills
• Create new value to your organization

General Management Program - GMP

Overview
The General Management Program (GMP) is carefully designed to help you accelerate your leadership growth and play a greater role in your company’s success. Through a series of on-campus and distance-learning modules, GMP minimizes your time away from the office and maximizes your learning investment.

Ideal Candidates Include
General Managers, Directors, Partners, Senior Vice Presidents, VP, Heads. Participants typically have at least 15 to 20 years of work experience.

Objectives
• Strengthen your core competencies
• Build powerful teams
• Achieve strategic goals
• Accelerate your personal transformation
• Become an outstanding cross-functional leader
Leading Teams for Emerging Leaders

Overview
Transform from a contributor to a high-performing leader, and make the best possible start to your leadership journey. As a leader, you need the tools, frameworks and mindset to inspire and achieve results through others.

Ideal Candidates Include
With an average of 3 years’ management experience, this programme is aimed at those in or about to take on their first leadership role. Attendees include:
High-potential individuals in a, or about to take up their first, leadership role with some (usually less than five years) managerial experience.
People with decision-making responsibilities, but with limited experience of managing people.

Objectives
• Transition from individual contributor to inspirational leader.
• Develop a toolkit of practical skills to give feedback, negotiate, deal with conflict and plan projects.
• Get the best results from your teams

Institution
London Business School
Dates
13 - 18 September 2020
Deadline to Register
01 July 2020
Location
London, UK
Link
http://oip.kfas.org.kw

Accounting and Financial Analysis

Overview
Deconstruct the numbers to unlock insights into company and competitor performance. Gain the skills and knowledge to measure a company’s profitability, assess its strengths and weaknesses and understand the main drivers of value.

Ideal Candidates Include
This programme is designed for professionals with exposure to financial reports, statements and balance sheets, or people in finance roles from any industry, who need to develop expertise in interpreting financial statements.

Objectives
• Improve your skills, confidence and knowledge and analyse rigorous financial techniques with practical relevance.
• Become an expert user of financial statements. Put what you learn into practice looking at real and up-to-date company data and case studies.

Institution
London Business School
Dates
14 - 18 September 2020
Deadline to Register
01 July 2020
Location
London, UK
Link
http://oip.kfas.org.kw
Accelerated Development Programme

Overview
Fast-track to a bigger management role with essentials from the MBA curriculum, delivered in the heart of London. Embark on a transformational journey to create lasting impact on your organisation and your future.

Ideal Candidates Include
The programme is designed for professionals transitioning to a bigger management role. We give you the platform to develop the strategic, leadership and management skills to deliver success and impact, and lead projects that span a variety of functions, regions and cultures.

Objectives
- Learn to navigate complexity and change in the digital world, and adopt new approaches to strategic management and decision making, with essential components from the MBA curriculum.
- Sharpen your leadership skills by challenging and developing your self-awareness.

The Berkeley Executive Leadership Program

Overview
This five-day flagship leadership program attracts leaders from around the world, from organizations with a variety of missions and goals. You will explore how to lead change, drive innovation and quickly respond to market demand. Create and cultivate the culture you need to succeed and become more effective force multiplier in your organization.

Ideal Candidates Include
Accomplished leaders who drive growth in every corner of their organizations. Appropriate experience levels include executive and senior leadership including CEOs, C-level executives and VPs. Participants typically have at least 15 years of work experience.

Objectives
- Defining effective leadership
- Create a strategic vision for your goals and plans
- Become a better communicator
- Develop a performance based culture
- Learn to build trust and find common ground at every level
The Advanced Strategy Program: 
Building and implementing growth strategies

Overview
Develop a strong strategic intuition with emphasis on scanning for patterns, analyzing what makes your organization great, and assessing what the competition is doing. Go beyond theory review and generate real, immediately useful ideas.

Ideal Candidates Include
This program prepares senior-level executives to formulate and execute strategy at the corporate, business, or functional level in an organization. Senior corporate executives to division managers in long-established businesses, as well as entrepreneurs leading smaller firms, will find value in attending.

Objectives
- Develop, design, and implement the right strategy
- Analyze powerful patterns in strategic thinking
- Develop skills to lead organizations during a time of change

International Business Development Program

Overview
How important a role does international business development now play in the strategy your company? In our current economic climate relying solely on domestic markets is no longer a viable option. This is why we have developed a program that will enable you to acquire the necessary know-how to ensure long-term, sustainable growth in your organization and expand its business on a global scale.

Ideal Candidates Include
High level managers who are actively involved in international business development, Executives, managers and global project managers whose companies are aiming to expand abroad.

Objectives
The program will enable you to:
- Develop a product and services strategy
- Establish close and effective working relationships
- Understand how to achieve tangible results
- Become the future leader of your organization

Institution
Chicago Booth

Dates
October 2020

Deadline to Register
20 August 2020

Location
Chicago, USA

Link
http://oip.kfas.org.kw

Institution
HEC

Dates
October 2020

Deadline to Register
20 August 2020

Location
Paris, France

Link
http://oip.kfas.org.kw
Real Estate Management Program

Overview
As economic conditions improve and development accelerates, forward-thinking real estate leaders are positioning their firms to seize growth opportunities and maximize asset values. At the Real Estate Management Program, you’ll explore new strategies for enhancing operational efficiency, navigating market and industry change, and unlocking new sources of real estate capital. Offered in conjunction with the Harvard University Graduate School of Design.

Ideal Candidates Include
The program is primarily designed for Senior Executives with substantial long-term experience in real estate organizations, including real estate owners, lenders and investors, REIT officers, fund managers and advisers, and private real estate developers. It also benefits financial analysts, lawyers, architects, and brokers. Participants typically have at least 12 years of work experience.

Objectives
• Explore capital assembly
• Enhance your real estate expertise
• Strategic decision-making capabilities
• Understand the financial aspects of real estate

Masterclass Private Equity

Overview
Enhance and grow your private equity investment by learning from a unique combination of senior and experienced global peers, leading sector experts, and faculty who have written the industry rule book.

Ideal Candidates Include
This programme is suitable for senior professionals with an operational or financial background who are looking to deepen their understanding of private equity. Attendees include:
Private equity professionals, or experienced managers transitioning to this sector.
People wishing to set up their own private equity fund.
Fund, risk and asset managers.
Pension fund and endowment trustees.

Objectives
• Learn from Professors Eli Talmor and Florin Vasvari, the leading global thinkers in this field.
• Cut through the jargon to make sense of the global equity industry – explore valuation, structuring, value creation, harvesting and more.
Venture Capital Executive Program

Overview
Venture Capital Executive Program gives participants unprecedented access to learn from the inside out. Over five days, you will get a comprehensive overview of the venture capital investing cycle and attend panel discussions from over 20 top Venture Capital investors from the world’s premier innovative cluster: Silicon Valley.

Ideal Candidates Include
This program is designed for:
- Entrepreneurs considering venture funding
- Executives leading corporate M&A and business development
- Institutional asset managers

Objectives
- Understand the venture capital investing cycle
- Explore the inside dynamics of Venture capital funds
- Understand what constitutes a VC quality deal
- Gain valuable practical skills and techniques

Institution
UC Berkeley
Dates
December 2020
Location
Berkeley, USA
Deadline to Register
10 October 2020
Link
http://oip.kfas.org.kw

Overview
Predicting the effects of strategic decisions is essential, because the success or failure of your projects depend on the correct or wrong predictions. Today the wide availability of data held by companies can give substantial support to these forecasts. This program helps you to master and innovate decision-making processes using information in the most effective and valuable way.

Ideal Candidates Include
This program is aimed primarily at:
- Middle managers in medium-large firms
- Entrepreneurs or managers in start-ups or small firms
- Managers in non-profit organizations, governmental institutions, or similar.

Objectives
- How can managers make good decisions?
- A scientific method for managerial and innovation decisions
- Basic tools for analyzing and interpreting managerial and innovation data
- Running experiments in your organization
- Big data, artificial intelligence, and machine learning for managerial and innovation decisions
- Understanding what data (big or small) can or cannot do for managerial decision-making

Institution
SDA Bocconi
Dates
9 - 11 November 2020
Location
Milan, Italy
Deadline to Register
1 September 2020
Link
http://oip.kfas.org.kw
Senior Executive Leadership Program - Middle East

Overview
Businesses seeking advantage and growth in the rapidly evolving Middle East need exceptional leaders. This new multi-module program, taught by a team of leading senior Harvard Business School faculty, is designed to transform experienced senior executives into leaders with exceptional vision, insight, and practical skill-leaders who can confront the region’s challenges with confidence and seize opportunities for sustained business growth.

Ideal Candidates Include
This program is designed for experienced senior executives from diverse functions, industries, and professional backgrounds. Typically, participants come to the program with at least 15 to 20 years of work experience and represent growth-oriented organizations.

Objectives
• Think strategically, seize growth opportunities, and compete successfully both regionally and globally
• Navigate the region’s diverse political and economic conditions
• Foster the innovations that will improve your organization

Institution
Harvard Business School

Dates
December 2020 - September 2021

Location
Boston, USA

Deadline to Register
10 October 2020

Link
http://oip.kfas.org.kw

Financial Analysis for Nonfinancial Managers

Overview
Gain a practical understanding of how to interpret and use internal and external financial reports to inform and influence the decision-making process. Once you know how to translate this financial information, you’ll be able to apply it to your business immediately.

Ideal Candidates Include
This program is useful for mid- to senior-level executives without formal training in finance and accounting. This course also attracts consultants, small business owners, scientists, engineers, healthcare professionals, and other professionals who want to increase their financial acumen to make better business decisions.

Objectives
• Read, understand, analyze, and interpret internal and external financial reports for the purpose of using this information to make better business decisions.
• Understand accounting rules and principles and gain an appreciation for the effect of US GAAP and IFRS accounting methods on the reported financial results.
• Enhance your ability to forecast financial performance and better manage your financial resources.

Institution
Chicago Booth

Dates
7 - 11 December 2020

Location
Chicago, USA

Deadline to Register
10 October 2020

Link
http://oip.kfas.org.kw
Negotiation Dynamics

Overview
We are all experienced negotiators. We face challenging and complex problems of persuasion and influence on a daily basis. We buy and sell. We manage workers and work for managers. We deal with friends, family, colleagues, merchants, organizations and institutions all the time. Yet building agreement among people who often do not share the same interests, perceptions and values is challenging and sometimes elusive.

Ideal Candidates Include
8+ year's experience

Objectives
• Improve your negotiation outcomes.
• Increase your efficiency and build better relationships with fewer conflicts, drive more engagement and gain more confidence.
• Learn best practices and processes. Be equipped with the necessary knowledge to navigate any negotiation, from preparing and debriefing a negotiation, to situational awareness that will allow you to understand the best negotiation moves to take at any given moment, understanding what happened to predicting what is likely to happen next.
• Practice, practice, practice. Acquire hands-on practice enabling you to strengthen weak points and preparing you to return to work.
• Maximise value and minimise risk in your negotiations. Acquire new tools, change your behaviour and develop a new mindset.

Real Estate Management Program

Overview
The 2008 financial crisis was arguably a real estate crisis; and in the recession that followed, the sector was subject to turbulence from which it has not yet recovered. Combine this “new normal” with increasing globalisation and continuing banking problems in some parts of the world, and the sector becomes ever more challenging. This program has been designed to develop a strategic view of the current challenges and opportunities facing real estate investment and development based on a deep analysis of current issues facing the sector. Bringing together a range of experienced professionals from all over the world, it will explore how to build a real estate enterprise in the current climate, and how to make it resilient enough to withstand the changes that it will face in the future.

Ideal Candidates Include
8+ year's experience

Objectives
• You will learn how to build a real estate enterprise that is resilient and profitable.
• You will learn about best practices in investment and finance.
• You will be able to answer questions such as: How do you successfully invest in large-scale real estate? How do you manage the risk of development of much-needed assets in emerging markets and sectors? How do you finance it?
• You will build a business strategy for a hypothetical or new business venture.
• You will know how to answer questions such as how you would raise the capital and buy the buildings; or what fees you would charge and what partnerships you would create.
• You will have all the technical knowledge you’ll need to develop a credible proposition.
Financial Data Analysis for Leaders

Overview
Understanding financial information is essential for assessing company health and making strategic decisions that significantly impact the overall performance of a business unit or organization. Business leaders must deepen their knowledge and expertise in the area of financial analysis to adequately drive growth towards achieving strategic success. Armed with the ability to interpret and apply financial information to their decision-making process, participants will enhance their leadership capabilities and profile.

Ideal Candidates Include
7+ year's experience

Objectives
- Learn the Language of Finance.
- Understand the building blocks of corporate financial reporting.
- Interpret and analyze financial statements and how they relate to each other.
- Identify and create New Value.
- Learn how to identify and capture key drivers of value creation.
- Add value through financial engineering, and link performance measures to corporate and business unit strategy.
- Build credibility and contribute more as a non-financial executive.
- Capably use financial information for operational and strategic decision-making, to measure and manage costs, and to measure and incentivize business unit performance.

Institution
UC Berkeley

Dates
March 23-26, 2020

Deadline to Register
February 16, 2020

Location
Radisson Blu, Kuwait

Link
http://kfas.org/ucberkeley2020

Risk Management Program

Overview
All organizations—even those with sophisticated models of risk exposure—are vulnerable to disaster. By examining risk management as a key strategic responsibility of senior leadership and corporate boards, you will be better equipped to strengthen your company's approach to internal and external risk. You will return from this risk management program ready to develop and implement winning strategies that balance innovation and risk.

Ideal Candidates Include
7+ year's experience

Objectives
In this enterprise risk management course, you will:
- Examine the latest research and best practices for measuring risk level.
- Assess potential threats.
- Drive enterprise value.
- Improve your ability to organize, manage, and govern the risk management function.
- Be better prepared to protect your company's assets, brand reputation, and competitive advantage.

Institution
Babson College

Dates
April 13-15, 2020

Deadline to Register
March 14, 2020

Location
Radisson Blu, Kuwait

Link
http://kfas.org/babson2020
Overview
Creeper is considered to be the first computer virus in history, which infected ARPENET, the precursor to the Internet. It was created by Bob Thomas, a programmer at an American company, to test the possibility of a program that could copy itself and move between computers. Forty-eight years later, computer viruses are a lot less experimental and a lot more harmful. Given the extent and importance of digital transformation and the growing AI systems in the business ecosystem, security incidents are one of the most serious risks for companies, with potentially serious economic and reputational costs. Furthermore, the frequency, intensity, and sophistication of cyber-attacks are growing year on year. The global cost of cybercrime quadrupled between 2013 and 2017 to reach 900 billion euros per year, and it is expected that this upward trend will continue in coming years.

Ideal Candidates Include
7+ year’s experience

Objectives
By the end of this program, participants will be able to:
• Create a framework for how to keep an organization secure and to enhance cybersecurity decision-making.
• Understand what cybersecurity leadership looks like.
• Create a model for building a robust cybersecurity culture.

Overview
This program is designed to provide managers with the skills they will need in times of headwinds and uncertainties that companies must navigate with prudence and wisdom. Most of the time, well-managed companies do not need to engage in the kind of brutal cost-cutting that we frequently see during economic downturns. Well-managed companies not only prepare for the inevitable downturns, they engage in best practices that serve them well in good times and bad.

Ideal Candidates Include
7+ year’s experience

Objectives
This training program will teach you the skills required to best prepare your business for good times and bad through:
• A better understanding of how companies manage in economic downturns.
• A comprehensive view of what it takes to create an agile organization that has the ability to learn, innovate, and adapt.
• An introduction to change leadership and the best practices of change.
People Analytics: HR Transformation through Data

Overview
Talent is the most important asset in many businesses, yet people-related issues are often addressed informally, with a strong reliance on instinct. Analytics instead relies on objective data and deep analysis to remove subjectivity from decisions. Some of the world’s most successful companies (think Google, Nissan, IBM, and Goldman Sachs) are using people analytics to improve recruiting and retention, performance evaluation, organizational change, leadership, hiring and promotion, job design, compensation, and collaboration.

Ideal Candidates Include
7+ year’s experience

Objectives
• Discover how and when data can be used to make key employee decisions.
• Become a more educated data consumer, recognizing the good and the bad in terms of data collection and applications.
• Understand how leading companies are using people analytics.
• Consider relevant legal and ethical issues.
• Interpret and present results of analysis.

High Performance People Skills for Leaders

Overview
Highly successful leaders have outstanding interpersonal skills. Over five days, you’ll gain the self-knowledge, insights and strategies to inspire your team, solve problems and effectively manage your external stakeholders. Enhance your emotional intelligence, improve your ability to influence people, foster cooperation, understand other people’s motivations and behaviours, and raise performance standards through this program.

Ideal Candidates Include
7+ year’s experience

Objectives
• Analyse the decision-making process from rational and behavioural perspectives
• Understand and control the impact you have on people
• Make the most of your unique attributes and manage your risk areas
• Develop powerful relationships, making every interaction count
• Confront poor performance and deal with difficult people
• Influence, empower and delegate
• Communicate your vision at every level of your organisation

Institution
Wharton Business School

Dates
October 19-22, 2020

Location
Radisson Blu, Kuwait

Deadline to Register
September 13, 2020

Link
http://kfas.org/wharton2020

Institution
London Business School

Dates
9 - 12 November, 2020

Location
Radisson Blu, Kuwait

Deadline to Register
04 October 2020

Link
http://kfas.org/lbs2020
OE  Open Enrollment
Emotional Intelligence

Overview
The Emotional Intelligence Masterclass is an insightful 3 Day program that helps delegates learn more about themselves using the Emotional Intelligence Competency Framework and they will take away the tools and skills required to better manage themselves & others. Delegates will learn about their strengths and areas for development & acquire EI strategies to build competence at work & life by learning how to build stronger relationships, how to empathize with others, how to manage stress levels, how to overcome challenging situations, diffuse personal conflicts and much more!

Ideal Candidates Include
This workshop is ideal for experienced business professionals.

Objectives
• Improve and advance their career & life with Emotional Intelligence (EI)
• Understand their EI strengths & areas for improvement to cultivate positive influence
• Gain knowledge of different EI strategies to improve engagement & relationships with stakeholders at all levels
• Develop empathy and apply empathic listening when responding to stakeholders’ needs
• Strengthen interpersonal skills to better communicate with others
• Be better able to handle conflict and challenges
• Recognise and deliver appropriate responses and behaviours while under stress

Mindfulness Workshop

Overview
This program takes a deep dive into the world, principles and practices of mindfulness - a concentrated state of awareness & attention that helps people see and respond to situations with clarity. We explore mindfulness not only in the context of a person’s personal sphere but also in communication, eating, and performance at work. By the end of this workshop, delegates will feel prepared to practically integrate a variety of mindfulness practices into their daily personal & professional lives.

Ideal Candidates Include
This workshop is ideal for experienced business professionals.

Objectives
• Enhances ability to cope effectively with stress, anxiety & challenges of everyday life
• Be more adaptable to change and uncertainty
• Learn how the body handles and resolves stress neurologically
• Become more aware and in-tune with themselves
• Develop a clarity of mind and serenity of emotions, even in difficult situations
• Develop a positive mindset and pattern of discipline, self study and personal improvement & development

Provider
Project Renaissance

Dates
21 - 23 January 2020

Location
Radisson Blu, Kuwait

Deadline to Register
26 December 2019

Link
https://oe.kfas.org.kw
The Outward Mindset

Overview
In this workshop, participants learn the difference between an Inward Mindset (a myopic focus on personal objectives) and an Outward Mindset (taking into account their impact on others) and begin to see the extent to which they have been operating and leading from an Inward Mindset. With an understanding of the negative effects of an Inward Mindset, this discovery awakens within participants a desire to adopt an Outward Mindset approach in their work.

Ideal Candidates Include
This workshop is ideal for experienced business professionals who are currently leading teams or in leadership positions.

Objectives
• Deeply understand the two underlying mindsets and their implications on results
• Learn to honestly assess-on an ongoing basis-the extent to which they are working with an inward mindset
• Learn to work in a way that is more collaborative, fulfilling and effective
• Clarify their own roles in order to more effectively align their work with organizational objectives
• Learn to assess their performance within an organization and hold themselves accountable for their impact on others
• Positively influence others to change
• Leverage tools to address and resolve conflicts
• Learn to build and leverage a game plan

Provider
Arbinger Institute

Dates
9 - 11 February 2020

Deadline to Register
16 January 2020

Location
Radisson Blu, Kuwait

Link
https://oe.kfas.org.kw

Customer Experience Masterclass

Overview
This three-day masterclass is designed purely to help companies learn how to truly differentiate themselves and grow their profit using lean innovation mindset and approaches.

Ideal Candidates Include
This workshop is ideal for experienced business professionals who are currently leading teams or will lead teams in the future.

Objectives
• Increase word of mouth
• Reduce cost of sales
• Attract the right customers
• Retain the customers for longer
• Have less focus on price
• Innovate faster and better
• Measure innovation initiatives and progress
• Reduce employee turnover
• Become an employer of choice

Provider
Meran Training and Consulting

Dates
29 - 31 March 2020

Deadline to Register
5 March 2020

Location
Radisson Blu, Kuwait

Link
https://oe.kfas.org.kw
Spark a Culture of Innovation

Overview
This highly experiential training program will get you to learn about your own strengths and how to use them to jumpstart innovation in your team and organization. Come ready to learn how to apply innovative processes and tools to your teams to sustain a truly innovative culture.

• Think strategically about innovation
• Identify mechanisms of facilitating innovation through your organization
• Identify measures of productivity and execution that matter
• Sustain a creative and playful mindset to enable your teams
• Say ‘yes’ to the unknown and see past barriers to innovation
• Collaborate using a creative problem-solving process to address a current innovation challenge.

Ideal Candidates Include
• Managers with 5 years’ experience or New Managers
• Young Professionals who want to jumpstart their organization’s culture of innovation
• Fast growing or Established companies that care about sustaining innovation

Objectives
• Understand how to make others feel heard
• Learn your own strengths profile type
• Understand how different perspectives contribute to innovation
• Reinforce the concepts of Appreciative Listening and Innovation preference
• Learn a simple collaborative process that can be replicated back in your teams
• Develop a plan to foster a culture of innovation at work

Provider
Ziksana

Dates
14 - 16 April 2020

Deadline to Register
19 March 2020

Location
Radisson Blu, Kuwait

Link
https://oe.kfas.org.kw

Leading Change

Overview
This program focuses on personal preferences and strategies for dealing with ambiguity and change in order to demonstrate empathy for issues in our workplace. Our personal preference on influencing change is vital as well as change theory to understand the best approach to implement it. This program culminates with a world-class computer-based simulation that mimics a real company dealing with real change issues and teams compete to implement change based on all the knowledge of change theory and personal awareness.

Ideal Candidates Include
Experienced Managers and Directors who are in charge of managing and leading strategic change initiatives in their organizations.

Objectives
• Understand how you react to change and ambiguity.
• Learn a simple framework to help think through ambiguity.
• Prepare for change by understanding change theory.
• Learn about your influence style preferences (ISI assessment).
• Practice adapting your influence tactics through role playing.
• Learn the steps to implement change in any organization.
• Learn and practice change tactics in a live simulation.

Provider
Ziksana

Dates
19 - 21 April 2020

Deadline to Register
19 March 2020

Location
Radisson Blu, Kuwait

Link
https://oe.kfas.org.kw
Lego Serious Play: Leading High Performing Teams

Overview
This program is a 3-day interactive learning workshop where delegates will participate in a variety of exercises and activities designed to facilitate self development and team building. With the element of “play”, immersion and engagement come to effect.

Ideal Candidates Include
Anyone in leadership role. Ideal for team leaders.

Objectives
- Identify different leadership styles and climate dimensions
- Analyse their preferred leadership style and explore their impact on the workplace climate
- Link competency framework to their leadership style(s)
- Have a clear sense of best “team skills” and know how to build the optimum team
- Understand team dynamics
- Align personal and team values
- Develop a personal development plan to incorporate learning from training

Customer Service Excellence

Overview
Customer Service Excellence is an integrated series of topics that build on each other to drive understanding and behavior change in attendees. It has been developed using global best customer focused practice and is highly interactive with a series of subject areas delivered using a combination of theory, examples and exercises.

Ideal Candidates Include
The program is devised for attendees with customer responsibility. It is also valuable for personnel wishing to move into customer facing roles from other functions such as Commercial, IT, HR, Operations or Finance and it is also suitable for those wishing to better understand the critical importance of customer service.

Objectives
Learn how to:
- Empathize with customers to gain powerful understandings
- Think broad to find hotspots where we can ease the customer’s interactions with us
- Focus on big wins to lift satisfaction to joy
- Innovate at client moments that matter
- Measure success and drive advocacy

Provider
SHFT

Dates
June 28 – 30, 2020

Location
Radisson Blu, Kuwait

Deadline to Register
May 21, 2020

Link
https://oe.kfas.org.kw/Default

Provider
Leoron

Dates
22 – 24 September 2020

Location
Radisson Blu, Kuwait

Deadline to Register
27 August 2020

Link
https://oe.kfas.org.kw
Developing Effective Teams

Overview
In this course, teamwork benefits and how to form an effective and efficient team are the core points. Dealing with others in your team is a skill that everyone in the organization should excel as it ends up with higher productivity and better work environment.

Ideal Candidates Include
Employees from all levels either from the bottom level to ensure they know the skills needed to work as teams and characteristics highlighted in this course or the mid-level to convey the message to others through leading by example and being a role model.

Objectives
• Definition of teamwork and the differences between teams and groups.
• How to establish team norms.
• Basics to work as a team.
• Five stages of building a team.
• Understand team’s roles and responsibilities.
• Identify effective communication within the team.
• Identify effective team behavior.
• Learn how to enhance teamwork and relationships with other team members.

Digital Marketing

Overview
Our Digital Marketing course has been designed to provide you with an insight into the role of digital tools within the modern marketing environment. We’ll explore the theoretical and strategic approaches to digital marketing, as well as include engaging, practical activities so you learn how to create an effective digital strategy.

Ideal Candidates Include
This course is perfect for someone that is new to digital marketing or a marketer looking to enhance their digital knowledge and skillset, this course will cover the fundamental principles of digital marketing and will provide attendees with an opportunity to examine the impact of these on their own business environments

Objectives
• Introduction to Digital Marketing Theory
• The Consumer Journey
• Social Media Marketing
• Search Engine Optimization
• Programmatic Media Buying
• Introduction to Demand Side Platforms
• Paid Search and Google Display Network
• Mobile and Video Marketing
• Google Analytics
Social Media Strategy & Management

Overview
Learn how to reach your target audience online using social media advertising. You will learn about the different ad formats across each platform and when you should use each one, depending on what marketing objective you want to achieve.

Ideal Candidates Include
This course is perfect for someone that wants to learn how to use social media for business. They may be a professional in a digital, marketing or PR role or currently not doing any social media activity or simply want to learn best practices.

Objectives
• Communicate the importance of social media for your business.
• Identify where social media fits in to your digital marketing strategy.
• Define clear objectives and create a social media strategy.
• Define the advantages and disadvantages of each main channel.
• Protect your business on social media.
• Measure and report on your social media ROI using analytics a tools for each of the main platforms as well as Google Analytics.
• The course will also cover social media paid advertising best practices and strategie.

Innovative Selling Skills

Overview
This class provides participants with the strategic selling skills and strategies needed to confidently and effectively prospect, sell, close and manage accounts. Participants will learn the techniques necessary to sell from a strategic vantage point and close today’s sale while positioning themselves and your organization as the right choice for future initiatives.

Ideal Candidates Include
Individuals who are engaged with the customer on a regular basis or who have to develop strategies to meet the customer’s needs.

Objectives
• Learn the essentials of sales
• Identify the important aspects of time management
• Know what active listening is and how it applies to sales
• Practice effective questioning
• Discuss analysis and positioning
• Understand how to gain commitment
• Learn the fundamentals of closing the sale
• Discover the secrets of up-selling
• Create skills for building and keeping relationships
Agile Thinking

Overview
A program that will help individuals to recognize how they can become more agile in their thinking and transfer this into their behavior in the workplace to build rapport and co-create results with others.

Ideal Candidates Include
This workshop is ideal for experienced business professionals.

Objectives
• What is Agility in the Context of Thinking?
  - Breaking it down to build it back up.
• Our Approach to Thinking
• Working through the Principles
• Understanding Who I Am

Managing Millenials

Overview
Designed as a two days work session based on a study about Millennials and their managers called the Generation Rapport Inventory (GRI), it looked at the conflict that sometimes exists between managers and their younger employees. One of the key differences the study uncovered was the different ways managers saw Millennials versus how Millennials saw themselves. It revealed very different perceptual positions between the two groups (How some managers see their Millennial employees and How Millennials see themselves).

Ideal Candidates Include
Managers working with or managing millennials.
Millennials who wish you understand and collaborate more effectively with their colleagues.
Employees who wish to understand themselves better and how they can improve the way they function in their organization.

Objectives
• Gain a deeper understanding of the generational differences in the workforce
• See why Millennials are more different than any other generation you have managed
• Increase the job satisfaction of all their employees
• Unleash the creativity and potential of their Millennial employees
• Discover nine skills to help them become more successful managers