



# INTERNATIONAL EXECUTIVE EDUCATION



Frankfurt School



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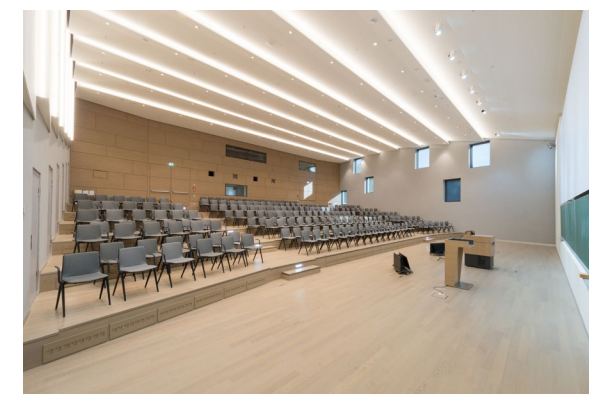
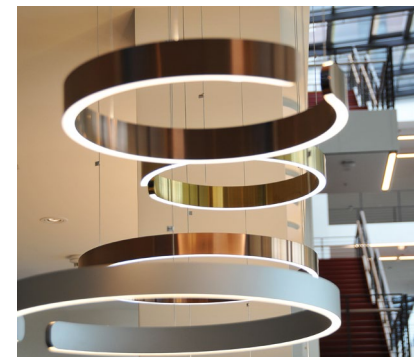
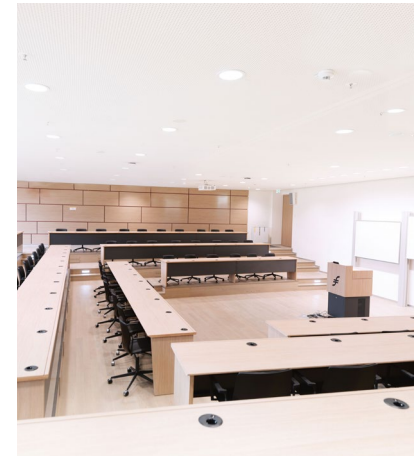
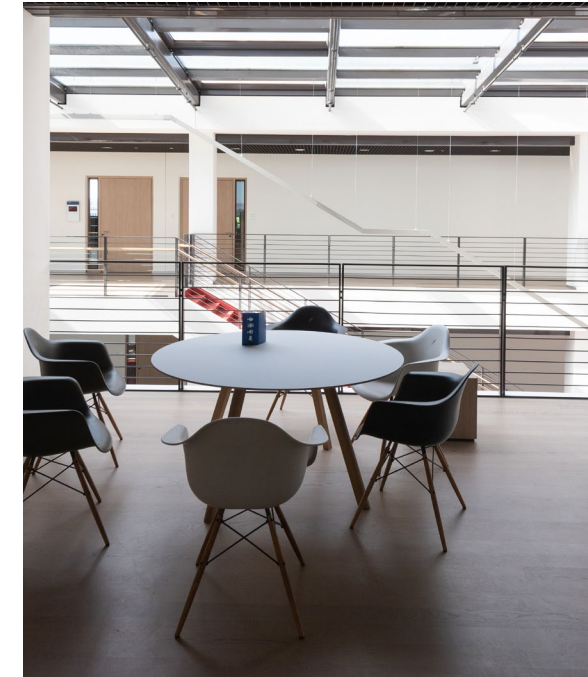
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Customised Study Tour



**More information**  
➔ [fs.de/iep](https://fs.de/iep)

# FRANKFURT SCHOOL CAMPUS





# INTERNATIONAL EXECUTIVE CAMPUS

One week onsite training for individual registration.



## International Leadership Academy

A hands-on training course where course participants will learn the essentials of leadership and what defines a leader. Leading with Impact has become a path to many to reach their next level managerial positions. Participants will understand the complexity of leadership by participating in our Leadership Assessment. They will also analyse their own leadership style and identify key success factors by using this tool.

**Dates:** 23 – 27 October 2023

**More info:** [fs.de/ila](https://fs.de/ila)

## Strategic Bank Management

This track will explore emerging challenges for senior bank managers. As the post-pandemic recovery is now marred by geopolitical tensions, disrupted trade links and surging commodity prices, near term risks are proliferating. Risks from climate change and the need to disclose alignment with ESG principles are a profound new challenge. At the same time, digital finance defines a highly fluid industry environment. Many concepts in strategic management will need to be revisited.

**Dates:** 23 – 27 October 2023

**More info:** [fs.de/sbm](https://fs.de/sbm)



## Business Development Academy

Designed for middle and senior managers who are responsible for business and/or new product development as well as for entrepreneurs who want to enhance their managerial skills in how to turn innovation into business growth. Programme will enable you to apply state-of-the-art tools to successfully develop your business and understand how to create value through strategic planning and innovation.

**Dates:** 23 – 27 October 2023

**More info:** [fs.de/bda](https://fs.de/bda)



## Treasury & Global Markets Week

Designed for participants of our Certified Expert in Treasury and Markets programme who have successfully completed all e-learning modules as well as for senior staff in treasury and trading, risk management, compliance and internal audit of banks and financial institutions who want to upscale their decision making skills in financial products.

**Dates:** 23 – 27 October 2023

**More info:** [fs.de/tm](https://fs.de/tm)



## Digital Transformation

Designed for senior decision makers who want to enhance their skills in developing and implementing a digital strategy for their companies. Digital transformation is a strategic initiative aimed at transforming a company's operations and business models to leverage digital technologies to improve efficiency, increase revenue, and better meet the needs and expectations of customers. The programme emphasises the transformation of companies through innovation and adaptation that enable them to operate in a digital world.

**Dates:** 23 – 27 October 2023



## Managing Projects Effectively

Course participants will learn how to manage a Project as a temporary endeavor designed to meet unique goals and objectives. They will learn how to successfully initiate, plan, execute, control and close a specific work under constraints of time, budget, staff and risk in order to produce pre-defined results.

**Dates:** 23 – 27 October 2023

**More info:** [fs.de/mp](https://fs.de/mp)

# CERTIFIED EXPERT IN BUSINESS DEVELOPMENT (CEBD)

The Certified Expert in Business Development is a blended learning management certificate programme dispensing great opportunity for professionals to develop their key Business Development and Leadership skills to excel in their executive positions while pursuing their career.

### Programme Structure

E-Learning 75 hours	Assessment 3 hours	International Executive Campus Select your in-class specialisation	Assignment 75 hours	Certificate
Economics	Examination (2 hours) with multiple choice questions on the Distance / E-Learning curriculum.  Your personal Leadership Assessment (1 hour).	International Leadership Academy (onsite)  or  Business Development Academy (onsite)	The candidate will work on a business case study and submit an 8 – 10 page proposal.  The topic or case will be provided by FS. It can also be suggested by the candidate or his / her organisation.	Certified Expert in Business Development
Strategy and Innovation				
Equities				
Leadership & Organisational Behavior				
Marketing				
Financial Management				
Operations Management				
E-Learning		Online or Onsite Trainings	Assignment	Certificate

### Programme Essentials

- You learn about key management topics essential to your business development: Principles in Leadership, Strategy, Innovation, Marketing, Organisational Economics, Human Resource and Operations as well as Financial and Managerial Accounting.
- The programme is catered towards the dynamic development and management of your business. Giving emphasis on strategy and business design, idea and product innovation and how to bring them successfully to the market.
- With 10 ECTS Credit points, you earn the prestigious “Certified Expert in Business Development”.
- The blended learning style of the programme provides optimum time management and learning flexibility, designed for professionals pursuing their career.
- Comprising e-learning modules, leadership assessment, final exam, one week in-class training at Frankfurt School Campus and a supervised final assignment in a period of 5 – 7 month.
- During the campus in-class training, you specialize in one of four core topics: Leadership or Strategy, Innovation and Business Development or Digital Business Transformation or Project Management.
- The Leadership self-assessment provides insight into leadership style, garnering personal feedback and coaching from a leadership development expert.
- You grow your personal and professional network: a week on Campus and access to the Frankfurt School community through our online forum.
- The programme is delivered by the excellent Frankfurt School faculty and leading experts from our wide professional network.
- Customisable to your company's needs and requirement.

 **Register**  
➔ [fs.de/cebd](https://fs.de/cebd)

# CERTIFIED EXPERT IN TREASURY AND MARKETS (CETM)

Since the Financial Crisis, global markets are undergoing fundamental and accelerating change in terms of market structure, product design, risk management and the regulatory environment. Frankfurt School of Finance and Management has joined forces with AEFMA Germany e.V. for this expert level certification program in order to help professionals in treasury and financial markets stay ahead of the curve.

### Programme Structure

E-Learning 225 hours	Examination	On Campus Module	Assignment 50 hours	Certificate
Introduction	<b>Online Assessment on e-Learning Curriculum</b>  Block Assessment 1 <ul style="list-style-type: none"><li>▪ 30 multiple choice questions &amp; 1 assignment</li></ul> Block Assessment 2 <ul style="list-style-type: none"><li>▪ 30 multiple choice questions &amp; 1 assignment</li></ul> Block Assessment 3 <ul style="list-style-type: none"><li>▪ 30 multiple choice questions &amp; 1 assignment</li></ul>	<b>Treasury &amp; Global Markets Week</b>  Our on campus week provides opportunities for collaborative work, allowing you to interact with your peers and facilitators alike. <ul style="list-style-type: none"><li>▪ Lectures</li><li>▪ Case studies</li><li>▪ Discussions</li><li>▪ Group work</li><li>▪ Networking opportunities</li></ul>	<b>Final Report/Thesis</b> <ul style="list-style-type: none"><li>▪ 10–15 pages thesis</li><li>▪ Business case study</li><li>▪ Topic can be provided by FS, or can be suggested by the candidate or his/her organisation</li></ul>	<b>Certified Expert in Treasury and Markets</b>
Fixed Income				
Derivatives				
Foreign Exchange				
Regulations				
Commodities				
Risk Management				
Asset / Liability Management				
Financial Analysis				
Equities				
E-Learning	Classroom		Assignment	Certificate

### Key benefits

- You understand the core concepts and principles of the financial markets and treasury management.
- You get to learn new skills and immediately apply the knowledge within your organization.
- The programme allows you to acquire the latest tools and techniques.
- Opportunity to grow your network by connecting with high-profile participants from all over the world and build long-lasting relationships.
- At the end, you earn a certificate from one of Europe's leading business schools.

### Target Groups

- CIO, CFO & Head of Investments
- Portfolio & Wealth Managers
- Investment Analysts/Trainees
- Head of Family Office
- Risk Managers
- Senior Analysts
- Corporate Treasurers
- Dealers & Treasury Sales

 **Register**  
➔ [fs.de/cetm](https://fs.de/cetm)



# CUSTOMISED ONSITE PROGRAMMES

Onsite training in-house or at our Campus  
For middle and senior managers from any Organisation  
For technical personnel

We design your Leadership Development Programme  
We support with Leadership Coaching and Mentoring  
We customise our "Certified Expert in Business Development"  
We customise our "Certified Expert in Treasury & Markets"  
We develop your Financial Management Programme  
We provide technical training tailored to your needs  
We organise your Study Tour to Frankfurt/Germany

## Select your topics:

- Leadership and Strategy
- Business Ethics
- Strategic Finance
- Innovation and Industrie 4.0
- Business Development
- Marketing & Sales
- Financial Management
- Project Management
- Digital Transformation
- Sustainable Management
- Corporate Finance
- Development Finance
- Treasury and Financial Markets
- Risk Management
- Health Care Management
- ... and many more.

**+** More info  
➔ [fs.de/icp](https://fs.de/icp)



# CUSTOMISED DIGITAL F2F PROGRAMMES

We facilitate interactive learning and individual attention.  
We cover technical, management and leadership training topics.  
We are equipped with modern tools and technology to conduct such trainings.

The digital face-to-face training approach provides many advantages for companies;

- Flexibility
- Cost efficiency
- Time efficiency

Frankfurt School integrates various learning elements in order to ensure highly rewarding face-to-face training experience.

## Digital Training Approach



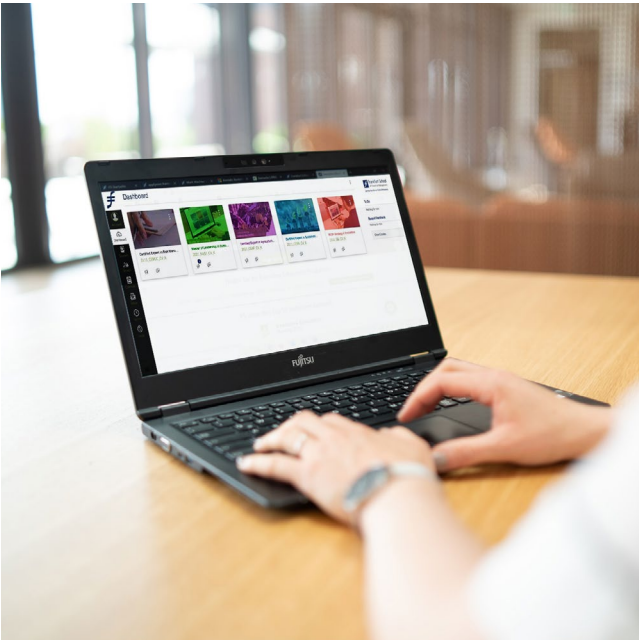


# CUSTOMISED BLENDED LEARNING

Online or Onsite Training Approach

Based on your requirements we develop customised blended learning solutions tailored for your organization. Frankfurt school’s has its own e-learning platform to facilitate these programmes

A customised blended learning programme may comprise one or more of the following elements:		
Training needs analysis	Onsite training on your premises	Coaching and mentoring
Programme design and development	Learning videos	Leadership skills assessment
E-learning scripts	Case studies and exercises	Discussion and learning forum
Digital faceto face training	Simulations	Assignments and online exams



# CUSTOMISED STUDY TOUR

Onsite Training Approach

Sample agenda

Monday		Tuesday		Wednesday		Thursday		Friday		Certificate of Participation
Foreign Exchange						Industry		Classroom		
Morning Session	Economic Trends		Innovation		Strategic Finance		Industry Site Visitation		Leadership Training	
Afternoon Session	Strategy Design		Business Development		Market Positioning		Cultural Programme			
Social events										

Frankfurt School organises customised Study Tours to Frankfurt for our corporate clients and partners from around the world. Participants will discuss up-to-date topics and best practice experience with our high class faculty and industry experts. Additionally, industry site visitations will give a practical insight into the German way of doing business. And during our social events they will experience the specialties of German culture.

We are completely flexible in terms of dates, duration, topics and group size. The programme may include a full-service package such as full board accommodation, transportation, evening events and assistance in visa application process.



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