



IMPACTFUL LEADERSHIP & CORPORATE FINANCE

Class IV
VILNIUS

BMI partners:



HEC Paris
France



LOUVAIN

Louvain School
of Management
Belgium



Vytautas Magnus
University
Lithuania



Shanghai Jiao Tong
University
China



Tulane University
USA

The Impact of Business Success:

- Communication and leadership skills – **85%**
- Financial management skills – **36%**
- Negotiation skills – **60%**

Benefits of the Programme

- **Provide** a deeper understanding of leadership skills and levers
- **Build** skills and knowledge on how to convince others more rapidly
- **Discover** an effective coaching leadership style
- **Develop** skills to make financially sound and commercially viable decisions
- **Build** skills to evaluate operating performance and impact of financial decisions on profitability
- **Understand** how people make decisions and how to influence them

Successful executives should be aware of themselves, lead & coach their teams choosing the appropriate leadership style depending on the situation, work effectively with diverse types of business counterparts and excel in financial skills to generate competitive value.

The 3 module programme approaches leadership, impactful negotiations and finance as a process and enables managers develop skills to lead effectively in their current roles and throughout their careers, make financially sound and commercially viable decisions.

Credits received during the programme are subject to be transferred to BMI 4-Continent Executive MBA programme.

PROGRAMME FACULTY



Keld Jensen

Associate Professor on Negotiation at Thunderbird University, USA
Adjunct Professor, BMI 4-Continent Executive MBA and Impactful Leadership & Corporate Finance Programme
Program Director on Master programs on Negotiation in the US and Denmark
Contributor to Forbes Magazine on Negotiation, trust and behavioral economics
Author of 23 international business books on negotiation and communication published in 17 countries in 37 languages
Nominated as Top Thought Leader In Trust in 2015
Advisor to governments, international organizations and public/private companies
Chairman – Center for Negotiation – an international negotiation consultancy company
Keynote speaker with more than 50 international speaking engagements annually
Often quoted expert in international media on negotiations including TV, Radio, Digital, Print



Martin Essenburg

Clinical Professor of Finance, DePaul University, USA
Executive Director, Center for Financial Services, DePaul University
Adjunct Professor, Bahrain Institute for Banking and Finance, Bahrain
Adjunct Professor, BMI 4-Continent Executive MBA and Impactful Leadership & Corporate Finance Programme
25+ years of Capital Markets and Structured Finance expertise; former Managing Director, Capital Markets, Bank of America and Standard Chartered, with global management responsibility for structured finance, debt capital markets and corporate finance platforms
Consultant to various Private Equity concerns



Aad JCM van Vliet

Adjunct Professor, BMI 4-Continent Executive MBA and Impactful Leadership & Corporate Finance Programme
A seasoned senior international business coach, team mobilizer and HR executive with over 30 years of experience in global blue chip companies in different industries
A member of executive leadership boards and has been leading global HR teams serving 12'000+ employees in businesses with annual sales of 6 billion USD
Companies he has been serving are Unilever, SmithKline Beecham, Novartis and others
Founding Partner and President of Avvartes Partners GmbH, a truly global group of senior Human Capital experts
Has been working with senior business leaders and their teams, leading projects, building businesses, leading complex change including a variety of merger and acquisition processes, creating high performing cultures, designing and developing Human Capital Strategies all over the world

PROGRAMME OPTIONS

Impactful Negotiations April 10-11, 2019

Effective Leadership Now May 21-22, 2019

Corporate Finance for Executives June 25-28, 2019

IMPACTFUL NEGOTIATIONS

This module secures a comprehensive approach to successful negotiations. It equips you with tools you'll find indispensable to master:

- How people make decisions and how to influence them
- How to convince others more rapidly. Effective questioning
- Develop an effective personal negotiation style and approaches, including awareness of one's own strengths and weaknesses with ideas for how to improve
- Develop the ability to work effectively with diverse types of business counterparts
- Recognize, describe and suggest tactics for the principle phases of a negotiation
- Analyze, formulate and implement negotiation strategies that effectively promote organization's strategic objectives. Implement a relevant negotiation strategy in their own organization
- Recognize the negotiation dimension of many common interactions and improve outcomes by applying negotiation principles

EFFECTIVE LEADERSHIP NOW

The module equips you with insights and tools about leading yourself, your team and your organization based on applied leadership effectiveness research. Through the Life Styles Inventory (LSI) assessment you will receive objective feedback on your thinking and behavior styles. LSI will also enable you to compare your self-assessment with composite feedback from individuals you select.

The 2 day module will focus on:

- Life Styles Inventory Assessment of Executive Leadership styles, their balance and situational application
- Grow-Coaching model for high performance
- Emotional intelligence (self-awareness) impact on financial performance
- Development of traits of a good leader
- Recent neuroscience findings on the brain
- Neuroscience impact for corporate change
- Development of coaching skills for high performance
- Understanding and practice on building an engaged team

CORPORATE FINANCE FOR EXECUTIVES

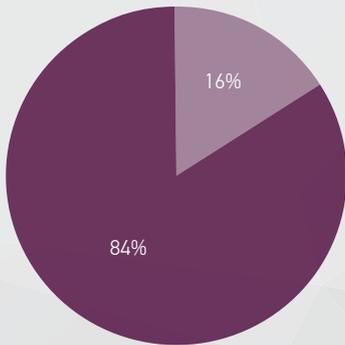
While the module uses finance and management accounting fundamentals as its foundation, it is structured in such a way to enable participants to understand the financial consequence of strategic decisions by providing the framework to:

- Gain practical knowledge of how to use and interpret financial statements and how to evaluate operating performance
- Understand the impact of financial decisions on profitability and financial statements
- Enhance the ability to use financial analysis in decision making and develop the guideline to measure success
- Understand concepts of capital structure, cost of capital, time value of money and risk analysis by gaining familiarity with sources of capital and their risk/return parameters
- Learn how to build applicable cash flow models and valuation models to be used for capital budgeting and assessment of what businesses are actually worth
- Learn what drives value creation

91%

**Overall programme quality
(BMI survey of 3 Classes)**

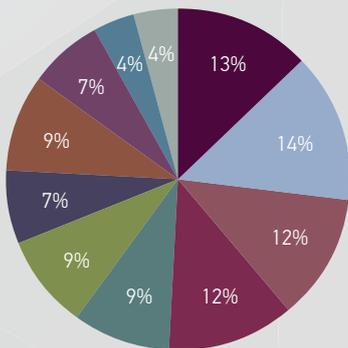
PARTICIPANTS



Participants:

- Owners/TOP and Senior Management
- Middle Management

INDUSTRY SECTORS



Industry Sectors:

- Finance/Banking/Insurance
- Manufacturing
- Services
- Retail/Wholesale
- Real Estate Development
- ITT
- Energy
- Construction
- Logistics/Transport
- Consulting
- Other

TESTIMONIALS

„**Keld Jensen** is a high level trainer. I appreciated smart and eco negotiation methods. His experience is inspiring and giving driving power for real life. The most favourite part of training was practice part: live negotiation situation, video recording of it and analysing negotiation course by presented methods, very useful.“

Vaida Joneikienė, CEO, Acme Europe

“Professor **Martin Essenburg** manages to turn a potentially complex subject into simple language. I truly appreciate the fact that the lecturer is both an academic and a practitioner bringing long years of personal professional experience to this programme. This training provides tools that are crucial in decision-making process and add substantial value to the business by contributing to its effectiveness and performance”

Rasma Saulė, Managing Director for Lithuania and Latvia, Itella Logistics

“**Aad JCM Van Vliet** fully engaged me with his extremely relevant and fascinating insights on coaching and leadership in today's business context. It was exactly what I needed, well structured, with international examples and the type of practical exercises you need to really understand and apply any leadership style. I took home a methodology that works and I use it.”

Daiva Viskontienė, Director General, BMK, Atea Group

For tuition fee, early bird registration details and application procedure, please contact BMI at:

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