RETHINKING THE BOUNDARIES

DUKE THE FUQUA SCHOOL OF BUSINESS

DUKE UNIVERSITY EXECUTIVE EDUCATION

DUKE MANAGEMENT PROGRAM

Program Description & Learning Outcomes

The Duke Management Program (DMP) translates the science of management into practical insights and actionable items. By using a diagnosis-and-treatment approach, you'll learn how to identify the causes and solutions to prevent team inefficiencies and underperformance.

By working through different management scenarios you'll learn to:

- Avoid common decision traps so you can make good decisions and create effective plans
- Determine what motivates—and what *de*motivates—each employee
- Convey employee feedback that is fair and accurate
- Coach for skill and career development
- Use your power—personal and positional—to gain additional resources
- Manage your team through skilled negotiation and networking
- Create effective structures, procedures, and cultures

Scientific Foundation

Taught by Fuqua Professors Allan Lind and Sim Sitkin (designers of the long-standing Duke Leadership Program), DMP is based on sound scientific research related to understanding your personal style and managing within the workplace. Through experiential learning modules you will sharpen the skills necessary to become a valued manager. You will:

- Create a Management Action Plan (MAP) specific to your team, using your Six Effects of Management survey.
- Simulate intra-organizational negotiation methods to sustain employee motivation.
- Manage changing views of conflict across all stakeholders.
- Map and create a strategy for your network.
- Use a "Motivation Analyzer" to find weak links between incentives and performance.
- Develop a timeline to improve and measure your managerial effectiveness.
- Practice a "Difficult Feedback" exercise.
- Discuss how to balance and apply outcomes of your MAP.

Learn more or apply today: www.ee.fuqua.duke.edu

Location
Duke University
Durham, NC

Upcoming Program Dates
March 22-25, 2015
September 13-16, 2015

Program Length
3 Days
(Arrival Sunday Evening)

Cost
$5,200 (Program fees include tuition, instructional materials, accommodations, all meals and programmatic activities. Airfare, transportation to and from the airport, and personal incidentals are not included.)

Who Should Attend
Anyone who leads teams or departments in which work is accomplished by guiding and supporting others. This program will benefit professionals who manage projects, processes, and teams. DMP is valuable to managers at varying levels of any organization.

Duke Executive Education
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