

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 strategies. By using a mix of cases, exercises, principles, and application, you'll learn how to identify obstacles to employee and team success and harness their potential.

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

- Avoid common decision traps so you and your team can make wise decisions and create effective plans
- Analyze what motivates—and what demotivates—different employees and assess different strategies for improving motivation
- Harness the role of fairness in motivation and feedback
- Use your power—personal and hierarchical—to develop resources for productive organizational ends
- Approach negotiations as a problem solving activity that allows you to achieve your interests and build relationships
- Manage your team through positive team dynamics and through effective processes that foster creativity and commitment to implementation
- Understand the organization as a system of structures, procedures, and culture that need to be aligned for employee success

Scientific Foundation

Taught by distinguished Fuqua Professors who are research experts in decision making, teams, negotiation, motivation, and diversity, DMP is based on cutting edge scientific research. Through experiential learning you will sharpen the skills necessary to become a valued manager. You will:

- Diagnosis your top priorities for your current team
- Create a Management Action Plan (MAP) for meeting your most important current challenge
- Build a career timeline to measure and reflect on your future development as a manager
- Practice team and negotiation skills through experiential exercises
- Map and create a strategy for managing your network
- Learn a series of best practices for motivation, decision making, teams, and decision making

Location

Duke University
Durham, NC

Upcoming Program Dates	Advanced Registration & Program Fee	Program Fee Post Advanced Registration Date
September 11-14, 2016	28-July-16 \$5,200	\$5,700
April 23-26, 2017	9-Mar-17 \$5,460	\$5,960
October 24-27, 2017	9-Sept-17 \$5,460	\$5,960

Program Length

3 Days

Program Fee

Includes 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

www.ee.fuqua.duke.edu
execed-info@fuqua.duke.edu
 +1 800.372.3932
 +1 919.660.8011