



Executive Education Re-imagined

EXECUTIVE EDUCATION BROCHURE 2025



Welcome to XED Online

Executive Education Re-Imagined

At XED Online we believe in challenging the status quo and in thinking differently.

Traditional executive education regularly finds itself at odds with the clients it serves - over-priced, delivered with technology as an afterthought and unable to measure any impact that it may have.

Instead, XED Online provides access to the world's leading and most respected Business School Professors with technology, return on investment and cost-effectiveness as our guiding principles. Our programs not only match those delivered by the global schools, but by starting with technology at the core of what we do, they

are relevant, accessible and impactful in a way that the 21st century learner demands.

It is those core beliefs that XED Online, founded by a leadership team with over 40 years of experience in executive education and corporate learning live by.

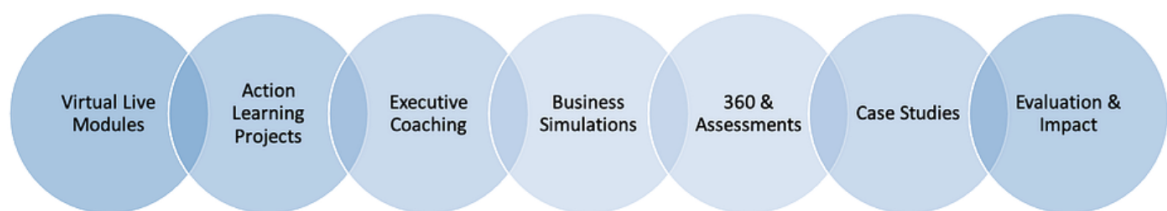
Whether you're looking for an **executive short program** or interested in a **custom program**, XED Online is committed to supporting you. Completing any one of our programs means your employees become an XED Online alumnus, giving them access to a network of XED Online Alumni globally. Sharing experiences, best practice, seek advice and connect with others.

Explore our broad portfolio of open and custom programs and feel free to [contact](#) our Client Relations Team who will be happy to support your training requirements.

Your Program, Your Way.

XED Online helps you to design a customized learning experience that transforms individual leaders, teams, and organizations. Our world-leading team will partner with you to co-design a custom program directly linked to your organization's unique goals and requirements.

With technology at the heart of what we do, our dynamic and interactive sessions provide your teams with **bespoke, innovative content** enriched by virtual live delivery. All of our programs are designed around **experiential learning** methodologies and delivered by Professors from the world's leading business schools, created to maximize return and **impact**, and are embedded through value-add blended components

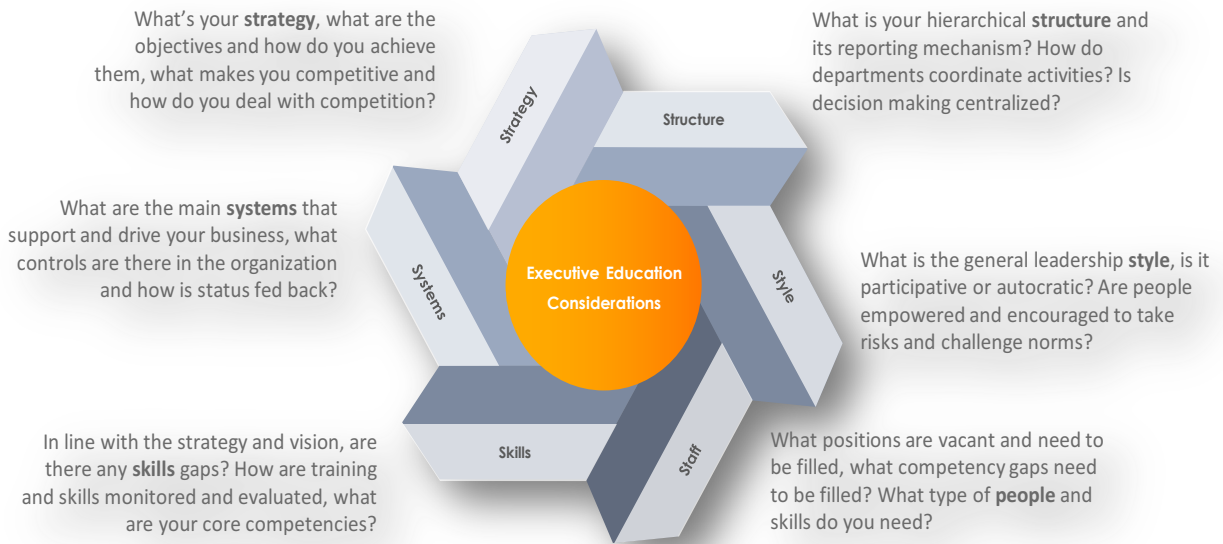


Whether you're managing a team, a department, a division or a company, XED Online are committed to delivering a tailored solution to the very specific requirements that you may have.

A genuinely joint collaboration, our Client Relations Team will work with you to ensure that your Leadership Program delivers on impact, excellence and return on investment.

Are you prepared?

The impact of technological disruption, shifting business models and the increasingly dynamic nature of work brought about by Covid-19 means that companies are facing significant skills gaps in key areas such as strategy, leadership, digital transformation, change management and innovation. Upgrading and developing their skill set is therefore crucial for employees wishing to keep up with a constantly changing business landscape.





Our Custom Collaboration Process:

We can deliver programs as one-off learning events or packaged together as part of multi-modular programs with experiential components built-in to drive maximum impact and return.



Planning:

We bring together your teams and our expert faculty to understand your requirements and the impact and change you want your program to support



Collaboration:

We assign a **dedicated academic team** whose experience and expertise are closely aligned to your requirements



Co-Creation:

Working with you in a constant exchange of ideas and collaboration, we design a learning journey that will drive the knowledge, skills and behaviours of **managers and leaders at multiple levels** within your organization



Course Content:

We develop the final content and structure of your program, all designed with experiential learning and business impact at the forefront of everything we do



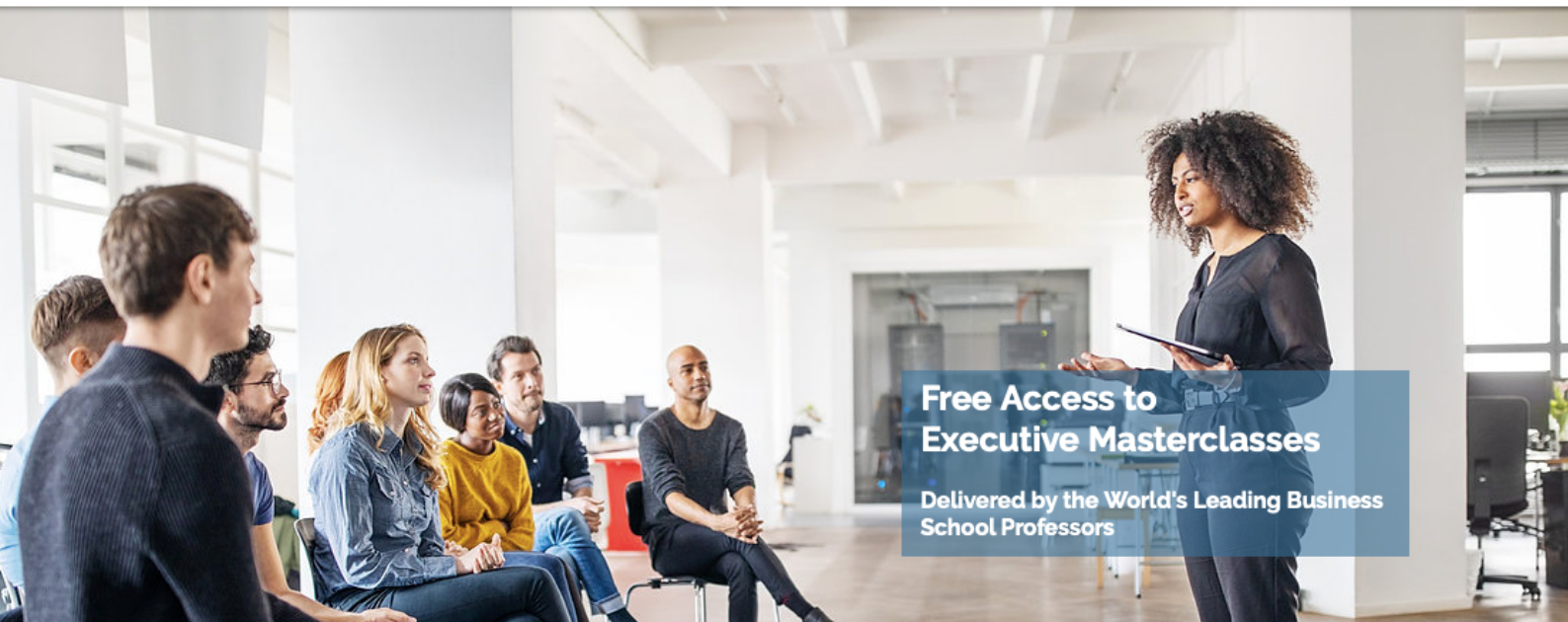
Delivery:

Your team embark on a journey of learning and discovery. Our programs are designed to ensure that program learning can be immediately implemented so that your organization can start to experience the benefits.



Evaluation:

We believe in delivering tangible outcomes to your organization. Our faculty continue to work with your teams to evaluate the impact of our programs



**Free Access to
Executive Masterclasses**

**Delivered by the World's Leading Business
School Professors**

About Our Open Programs

At XED Online we believe in challenging the status quo, we believe in thinking differently.

Why should you choose just one business school to enrol at? Why settle for really good Professors at one business school when you can be taught by really great Professors from all of the world's best business schools? Discover a new, re-imagined way to experience executive education and accelerate your career today.

Our open programs are delivered in a virtual live format, designed to work around people's busy schedules, typically delivered in half-day sessions of 4 hours over a 4-6 week period. This has the advantage of participants being able to fully absorb the material they have learned and have the opportunity to apply their learning to the benefit of themselves and their employer.

STRATEGY | **STRATEGY IMPLEMENTATION** | FINANCE | **LEADERSHIP** | MANAGING TEAMS

DECISION MAKING | DIGITAL TRANSFORMATION | **LEADING CHANGE** | NEGOTIATION SKILLS | **DESIGN THINKING**

BIG DATA & AI | **INNOVATION** | MARKETING | **PERFORMANCE MANAGEMENT**

Masterclasses

What better way to experience XED Online Executive Education for yourself than to attend one of our regular complimentary Masterclasses. Delivered in a convenient format, you can join a Masterclass from anywhere, on a range of devices.

Typically delivered on a monthly basis, these short impactful sessions last no more than 2 hours and are designed to provide expert insights on a range of topical subjects.

As with all of our executive education programs, our interactive Masterclasses are led by Business School professors and guest speakers.

Developing an Intra/Entrepreneurial Mindset

Delivered by
Adrian Johnson
Professor of Entrepreneurship & Innovation at INSEAD Business School



Limited places available
Book Now!

Program Start Date: May 2025

Duration: 5 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1995 USD

This course demonstrates how, in the age of change, opportunities beckon potential entrepreneurs to start new businesses and challenge executives and senior managers to transform existing ones. Entrepreneurial, innovative leaders are in demand across the professional spectrum and within multiple organisational contexts.

PROGRAM GUIDE

- Develop entrepreneurial energy and a culture of innovation in your company
- Learn how to collaborate effectively with other players and specialists both inside and outside of your organization, and within specific ecosystems
- Identify opportunities, develop business plans and capture created value
- Fund and develop new business ventures

WHAT YOU CAN EXPECT

In the current global economic environment there is a pressing need for executives to learn how to manage in dynamic, uncertain and entrepreneurial environments.

This program equips you with the skills to meet this need. Innovation Strategies for Entrepreneurs draws on the expertise of our expert Professors as well as experts in innovation, entrepreneurship, technology and sustainability to provide a unique view of innovation and entrepreneurship.

MEET YOUR FACULTY

At INSEAD Adrian is an Adjunct Professor and teaches the legendary "Your First Hundred Days" (YFCD) MBA/EMBA course in Fontainebleau and Singapore as well as Executive Education customer-specific and open-enrolment programmes. Adrian designed the YFCD course delivery platform and co-created the latest course scenario.

Adrian works with C-suite Executives of multinational corporations on issues such as digital transformation, change management, intrapreneurship and business model creation.

Before becoming an entrepreneur, Adrian began his career with ICI. After his MBA, he moved to the IT services industry, later working for the German Treuhandanstalt, privatising East German companies in Dresden and Berlin.

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

The program is useful to all senior executives and individuals being groomed for senior executive positions, possibly being in their first role as a generalist, or having achieved deep expertise in a speciality.

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



FinTech Innovation and Financial Disruption

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: May 2025

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1995 USD

Explore the digital transformation of the financial industry and consider the challenges of disruptive technology in finance. In this program, you will explore a broad range of financial technologies and learn how you can utilize and adapt them in your career.

PROGRAM GUIDE

Navigate the digital transformation of financial services reshaping the global financial ecosystem. Through this programme, you will explore key themes, including:

- The digitisation of money
- Digital platforms and mobile financial services
- Artificial intelligence and algorithmic technologies in financial services
- Central bank digital currencies (CBDCs)
- Block-chain and crypto-currencies
- Open banking and data networks

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- A comprehensive understanding of the fintech industry and the new business opportunities it presents.
- Insight into the impact of block-chain technology, big data, and artificial intelligence (AI) on financial services, particularly in the African context.
- A business plan or strategy for a fintech start-up or in-house fintech innovation.

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

This course is aimed at financial professionals and graduates looking to unlock new career opportunities, embrace innovation in their current roles, and remain relevant in an industry that is being increasingly changed and driven forward by fintech.

It is also suited to business decision makers who are eager to prepare for the future and make more informed strategic choices. No prior knowledge of fintech is

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Women in Leadership

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: May 2025

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1995 USD

This program invites emerging women leaders to attend interactive online sessions designed to foster leadership, professional growth, and gender equity in the workplace. Organizations thrive and out-perform their competitors when they have greater gender equality and a strong pipeline of diverse talent in which to tap. This unique leadership program is designed to help emerging women leaders achieve their goals.

PROGRAM GUIDE

This 5-week program will blend pre-work, live instruction, self-driven action items, and group consultation to assist emerging women leaders in the development of their key attributes to become strategic leaders.

The learning has been designed to better equip current leaders to navigate the many challenges and gender biases within the workplace, and develop the critical skills of aspiring leaders seeking to lead, influence, and mentor.

Examine your role as a leader as you gain skills to facilitate self-acceptance and self-development by acknowledging your own agency. Aided by tools and resources for self-management, you'll learn to effectively navigate negotiation scenarios using your strengths and influence.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- **Bringing a Strategic Focus to Your Role:** increasing your level of contribution, aligning capabilities with strategy, developing vision
- **Communicating as a Woman:** gender and its impact on communication, body language, persuasive methods
- **Building Productive Relationships:** becoming a trusted advisor, identifying key players in and outside of your organization, building confidence and credibility with those in your network
- **Gender and Negotiation:** creating impactful outcomes as a female negotiator, winning strategies for negotiations, achieving organizational support

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- Managers with 5+ 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
- Executives and functional managers who aspire to positions of greater influence and authority

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Managing Business in Challenging Times

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC 2025	Duration: 4 Weeks 3-4 Hours per week	Venue: Online	Fees: \$1995 USD
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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.

PROGRAM GUIDE

This program blends strategic thinking with the leadership qualities necessary to steer business in an adverse environment by helping you to:

- Understand and accept reality
- Acknowledge that there will be a recovery and be ready
- Get into the right mind-set: be prepared, not surprised
- Be strategic: know when to focus on revenue growth rather than cost-cutting
- Implement best practices in doing more with less
- Focus on customers and employees and on value propositions you deliver to both
- Communicate positively and with intent

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Understand the role a Superior Value Proposition plays in enabling an organization to weather difficult economic conditions.
- Identify the key ingredients in delivering a Superior Value Proposition.
- See your value proposition as your customers see it, not as you wish it were.
- Frameworks to help organizations enhance their value propositions.
- Acknowledge how the leadership style should change based on the situation at your organization.
- Understand which leadership styles are most effective in different situations

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

The program is useful to all senior executives and individuals being groomed for senior executive positions, possibly being in their first role as a generalist, or having achieved deep expertise in a speciality.



Transformational Leadership

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBD

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1495 USD

This program supports the development of current and future leaders. It focuses on the role that a leader plays in setting a vision for others to follow and leading an organization that has clear objectives, goals and a strategic plan to deliver. Throughout this program, various tools, strategies and techniques will be shared that help to drive organizational performance.

PROGRAM GUIDE

The program will also be heavily based around interactive case study examples and group activities.

On this learning journey participants will explore new resources and engage with peers through an interactive online platform, enjoy discussion with participants and experts and take advantage of opportunities for deeper and meaningful online conversations.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Define vision, values and a mission statement
- Set measurable goals and aligning goals to priorities
- Deploy frameworks for implementing strategies
- Manage effective, trustful relationships and use powerful communications skills
- Collaborate with senior colleagues to make effective decisions and overcome challenges
- Build high-performing, cross-functional teams

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- Executives responsible for managing or developing employees, to improve performance and organisational effectiveness
- Managers who wish to learn more about motivation and people management
- Organisations and individuals who wish to develop leadership qualities during times of organisational change
- Executives wishing to develop their leadership styles.

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Mastering Strategic Decision Making and Negotiation

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1695 USD

Whether you negotiate routine contracts or high-stakes mergers, you'll learn how to drive better outcomes consistently through a more comprehensive and strategic approach to deal-making—before, during, and after the negotiation. Explore the nature of decision-making and discover new ways to drive business success.

PROGRAM GUIDE

- How to determine the value of a deal? When to walk away? What bargaining strategies are effective?
- Who makes the first offer? How to build trust? How do distributive vs. integrative negotiations differ?
- What issues should be discussed and how to frame them? How to adapt to new information? Which techniques detect lies and shield against unethical behavior? How to manage group dynamics?
- When should we negotiate via agents? What strategies should we use with antagonistic negotiators?

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Develop an innovative 'How-To Guide' to succeed in complex, high-stakes negotiations
- Learn to apply this negotiation roadmap to the specifics of each deal
- Understand how the economics of a deal affect the opportunities to negotiate or walk away
- Control the negotiation process by anticipating and influencing your counter-parts' actions
- Polish your negotiation style by identifying your strengths and weaknesses and auditing intuition

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

Executives who engage in activities such as business development, strategic alliances and business partnerships, dispute resolution and consensus building, procurement and purchasing, finance, consulting, and sales.

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Understanding Self & Personal Impact

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1995 USD

On this learning journey participants will explore new resources and engage with peers through an interactive online platform, enjoy discussion with participants and experts and take advantage of opportunities for deeper and meaningful online conversations.

PROGRAM GUIDE

To truly have impact and presence, managers and leaders must first understand themselves, the way they react and interact and how they can best develop their communication skills to get desired results.

In this program, participants will begin by completing leadership assessments that create heightened levels of self-awareness and an appreciation of the different styles within teams, before moving onto tools and techniques that transform the way in which they operate with others.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's leading business schools.

WHAT YOU CAN EXPECT

- Understand and appreciate their own style and the styles of those that they manage and work with
- Explore the source of great leadership skills and discover several different styles
- Become a more effective and powerful communicator
- Create impact through, and with others
- Practice personal resilience and leading in complex times
- Define future success as organizational leaders

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- Those wanting to improve their ability to influence, persuade, inspire and communicate with others effectively.
- Those who recognise that improving their influence and impact is about understanding how they present themselves to others and what others want from them.

Delegates that attend this course often benefit from Executive Coaching Programmes to support and continue their personal development.

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Managing Effective Projects

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1695 USD

On this learning journey participants will explore new resources and engage with peers through an interactive online platform, enjoy discussion with participants and experts and take advantage of opportunities for deeper and meaningful online conversations.

PROGRAM GUIDE

This programme is focused on the “why” and “how” of managing complex projects, and provides essential best practices regarding their successful completion as well as delivering value for stakeholders.

The programme's lessons are applicable across most major industries, including banking and finance, consulting, government, infrastructure, professional services, real estate, technology and telecom.

You will gain the expertise to take on more complex and novel projects, and successfully connect the dots between your strategic goals and your project goals. You'll learn project management processes as well as how to build organizational capability to ensure that your projects are not only completed but that your outcomes are also predictable.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Explore project management concepts and terminologies
- Understand project KPIs
- Discover how to manage multiple stakeholders within a project
- Understand the fundamentals of initiating projects, keeping them on track and delivering against expectations

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

The programme is ideal for:

- C-suite and senior-level executives seeking an overview of project management as well as insights on choosing the most appropriate project approach based on their strategic objective.
- Consultants who need the skill to articulate the case for projects and influence multiple stakeholders.

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Managing High Performing Teams

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1495 USD

This program will focus on the role of Manager and Leader in supporting, empowering, developing and motivating their teams, leading to optimal performance. As Managers we often find ourselves so busy with tasks and meetings that we forget that our primary responsibility is to our people.

PROGRAM GUIDE

This program is uniquely designed and provides the framework for aligning people and culture with strategy in the team context.

This program will help you to develop the mind-set needed to inspire and sustain exceptional performance and provides the tools to accomplish the following:

1. Understanding – how to create the right conditions
2. Learn – practical tools to develop and sustain teams
3. Discover – how to adapt to enable high performance
4. Develop – an action plan

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Create a culture of communication and trust, foster interactional dynamics and individual voice
- Develop active leadership in high-performing teams
- Coach, provide feedback and elevate performance
- Engage, empower and motivate people
- Spot and develop future leaders and nurture talent
- Motivate and inspire people to change in challenging times, and when managing remotely

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

Team leaders who:

- Are looking to improve or develop teams in order to maximise performance and organisational effectiveness.
- Are seeking to expand their motivation and influence skills to collaborate with peers
- Are seeking to work with other teams to develop social networks

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Strategy & Strategy Implementation

Delivered by Faculty from the World's Leading Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1795 USD

PROGRAM GUIDE

By the end of this module, participants will have a clear framework for planning and optimizing the very way strategies are executed. Participants will have mapped key challenges and solutions for its specific implementing strategy

- Review strategy and elaborate on key strategic thinking skills
- Explore various possibilities for implementing strategy

On this learning journey, participants will explore new resources and engage with peers through an interactive online platform, enjoy game insights to the strategizing and strategy implementation process and take advantage of opportunities for deeper and meaningful online conversations.

- Comprehend and anticipate risks and traps when executing strategy
- Deploy tools and frameworks for change
- Gain key lessons for optimizing strategy execution short, mid and long term

WHAT YOU CAN EXPECT

YOUR FACULTY LEARNING METHODS:

To ensure you have the best learning experience possible and will be highly interactive by adding qualified faculty sessions of the world's best business schools, every short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

This Program is designed to benefit three key groups: senior managers who are new to implementing strategy; those moving into a more challenging implementation role; or executives simply looking for new ideas to try

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Customer Centricity

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1695 USD

This program familiarizes executives with the basic concepts of customer centric management: how to segment, target and position an offering in an international market. Specifically, executives will learn about why and how to use tools such as Persona design,

PROGRAM GUIDE

This program will help you rethink the customer journey to build positive and relevant experiences across all channels and touch points – and ultimately to create both value and competitive advantages for your company.

At the end of the program you will also better understand the key enablers that are needed to transform your company into an agile, customer centric and digital organization.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Understand customer-centric management
- Identify and design international customer personas
- Understand and adapt international customer journeys and value propositions
- Test and iterate hypothesis regarding customer segments and value proposition
- Understand and incorporate social media channels in the customer journey

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

The course is aimed at individuals who have strategic influence on customer experience design, including managers, senior managers, business owners, entrepreneurs, marketers and product developers.

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Impactful Business Communications

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1895 USD

Impactful communication is key to becoming an effective employee and manager. Communicating with impact breeds confidence, adds credibility to work and supports with driving successful change and business performance.

PROGRAM GUIDE

Throughout this powerful program, participants will gain skills and confidence in various scenarios, enriched with a practical toolkit for various communication scenarios.

On this learning journey participants will explore new resources and engage with peers through an interactive online platform, enjoy discussion with participants and experts and take advantage of opportunities for deeper and meaningful online conversations.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Understand transaction analysis as well as communication and personality styles
- Build confidence in meetings and presentations
- Influence stakeholders to drive change
- Practice difficult conversations and identify and remove barriers to agreement, trust, conflict de-escalation and resolution
- Deploy common persuasion and influencing techniques

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- You are in a leadership or managerial position and looking to communicate effectively and influence stakeholders
- You are interested in achieving meaningful change within your team and organisation through successful collaboration and communication
- You are looking to improve communication and influence to inspire others to drive innovation, sustainability, and positive change in your organisation
- You are in a new role or interested in moving into a new position and would like to enhance your collaboration, leadership, and communication skills for influence and impact

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Entrepreneurship and Innovation

Faculty from the World's Leading Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1295 USD

This program equips leaders with the skills to meet this need, learning how to drive an innovative and entrepreneurial culture throughout their organization, encouraging creativity, innovation and great ideas to flourish.

PROGRAM GUIDE

Whether your goal is to set up your own business or to be the driving inspiration within an existing company, this professionally oriented programme is the first and most important step in putting your ideas to good use.

Where there is innovation, there is progress and you will be the kingpin in ensuring success for your future company.

This program demonstrates how, in the age of change, opportunities beckon potential entrepreneurs to start new businesses and challenge executives and senior managers to transform existing ones. Entrepreneurial, innovative leaders are in demand across the professional spectrum and within multiple organizational contexts

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Develop entrepreneurial energy and a culture of innovation in their company
- Learn how to collaborate effectively with other players and specialists both inside and outside of their organization, and within specific ecosystems
- Identify opportunities, develop business plans and capture created value
- Fund and develop new business ventures

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- Leaders of innovative teams, or teams that wish to be innovative
- Professionals from start-ups, Fortune 500 companies, non-profits and the public sector
- Marketing, sales, finance, and project management teams
- Engineers and project team leads who want to be more creative
- Entrepreneurs and aspiring entrepreneurs

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



An Introduction to Finance

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$995 USD

This program will provide the fundamental building blocks required to create a baseline understanding of Finance, helping to make them more effective managers in the modern world of business.

PROGRAM GUIDE

Participants will learn through an interactive and experiential business simulation, allowing them to practice the relationship between the income statement, balance sheet, and statement of cash flows.

On this learning journey participants will explore new resources and engage with peers through an interactive online platform, enjoy discussion with participants and experts and take advantage of opportunities for deeper and meaningful online conversations.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Develop a baseline knowledge of Finance and profit and loss accounts
- Read balance sheets and construct a cash flow statement
- Understand income and expenditure accounts
- Interpret cash and accruals
- Analyse trends in financial flows
- Communicate effectively with Finance professionals

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- Anyone new to an accounts role in their organization
- Those who are taking on extra accounting responsibilities and want to understand the broader picture
- Anyone who would simply like a refresher
- New starters within their organization who simply want an appreciation of how finance activities are organised

HOW TO APPLY:

www.xedonline.com

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Supply Chain & Logistics

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1495 USD

This program will provide the fundamental building blocks required to create a baseline understanding of Finance, helping to make them more effective managers in the modern world of business.

PROGRAM GUIDE

This course will teach you the hard and soft skills needed to harness the intertwined trends of digital technology (AI, automation and block-chain), societal transformation, and supply chain capabilities, that provide supply chain value to your customer.

You will also learn how to champion supply chain strategy in the C-Suite to continuously improve your business model, leveraging data driven decision making, collaborative scenario planning, and risk management.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Recognize the role of supply chain management in successful operations management
- Understand the role of sourcing strategies within an operations strategy
- Appreciate the critical role of an operations strategy in a firm's CSR management
- Explore strategies that help organizations build a competitive advantage through superior operations and supply chain management

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- You'd like to gain key knowledge and skills in building a resilient and sustainable supply chain
- You want to equip yourself and your business with the tools needed to implement climate positive change in existing supply chains
- You'd like to discover the role of innovation, analytics, and technology in facilitating traceability and integrated supply chains
- You want to leverage supply chain transformation to meet organisational objectives and create long-term value

HOW TO APPLY:

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Digital Transformation

Delivered by
Faculty from the World's Leading
Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1995 USD

Digital Transformation provides the opportunity for core business functions to fundamentally change the way work is done so that the organization can grow and remain competitive over time.

PROGRAM GUIDE

It is not a question of "if" your company should take on a digital transformation, but "how." This program provides a comprehensive framework for implementing digital transformation throughout your company.

It brings together proven tools and techniques that can be applied across business units — from HR and Finance to Marketing and Product/Service Development to Manufacturing and Sales — to make your company's transformation complete, sustainable, and effective.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's leading business schools.

WHAT YOU CAN EXPECT

- To lead in times of change and uncertainty
- To collaborate across business units to increase efficiency and agility
- To analyze your data in new ways to make better decisions
- To build teams that will excel in a digital culture that brings together new technologies and processes
- To apply artificial intelligence (AI) tools and approaches to successfully serve your customers and your employees

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

This program is ideal for both small groups or individuals seeking to instigate change.

Whether you bring multiple people from the same department, or engage those across the organization, together you'll learn the tools to build a strong digital culture across the entire organization, efficiently integrate technology and processes, and design better end-to-end customer experiences.

HOW TO APPLY:

www.xedonline.com

info@xedonline.com



Sales and Marketing Excellence

Delivered by

Faculty from the World's Leading Business Schools

Register your interest

Date: TBC

Duration: 4 Weeks
3-4 Hours per week

Venue: Online

Fees: \$1995 USD

In this program, participants will have the opportunity to learn about the most pressing issues in developing and deploying successful sales and marketing and how to harness the knowledge of product market fit, sales execution, managing and converting sales opportunities, and effective negotiations.

PROGRAM GUIDE

In many organizations, the bottom line is a top priority. As a leading factor for measuring growth and impact, it has become imperative for front line teams to view sales and marketing through both a strategic and practical lens, allowing for an integrative and collaborative approach to reaching results.

YOUR FACULTY

To ensure you have the best learning experience possible, our programs are delivered by leading faculty from some of the world's best business schools.

WHAT YOU CAN EXPECT

- Learn to conduct customer targeting and identify the right market segments
- Build innovative and strategic offerings to customer needs
- Leverage the power of marketing and communication to support strategic offerings and product messaging
- Lead sales teams and managing for high performance
- Manage the sales funnel and improve effectiveness in increasing conversion and measuring sales success

LEARNING METHODS:

The program will be delivered online and will be highly interactive and varied. Sessions will include a combination of very short cases, video cases, exercises, small group work and simulations.

WHO IS THIS PROGRAM FOR?

- This program is designed for managers responsible for Sales and Marketing development and planning in either local or international markets.
- Designed for executives and managers from all business areas who wish to develop a strategic understanding of sales and marketing and how to develop a roadmap for business transformation in their organisations.
- Executives aiming to lead sales and marketing initiatives in their company or industry and those seeking to develop new sustainable business models in a changing world will also benefit

HOW TO APPLY:

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Why should you have to confine yourself to working with one Business School and their faculty? What if you could have the best Professors from all of the world's best Business Schools teach you or your teams?

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