



**Aresty Institute of Executive Education
The Wharton School of the University of Pennsylvania
Security Executive Development Program**

Week 1

November 30 - December 4, 2009

	30-Nov-09	1-Dec-09	2-Dec-09	3-Dec-09	4-Dec-09
	Monday	Tuesday	Wednesday	Thursday	Friday
Program Information	Breakfast 7:00 - 7:45	Breakfast 7:00 - 9:00	Continental Breakfast 6:00-6:30	Breakfast 7:00 - 9:00	Breakfast 7:00 - 9:00
Meals and Classes Steinberg Conference Center 255 South 38th St. Philadelphia, PA 19104-6359 215.386.8300 (phone) 215.573.3426 (fax)	7:45-8:00 Registration	9:00 - 10:30 Strategic Thinking: Increasing Competitive Advantage Harbir Singh	6:30 Departure from the SCC	9:00 - 10:30 The Relationship between Finance & Strategy John Percival	9:00 - 10:30 Creating Shareholder Value Joe Perfetti
	8:00-10:00 Program Introduction Building a Learning Community Mario Moussa	Break 10:30 - 10:45	6:30 - 6:15 Offsite	Break 10:30 - 10:45 John Percival	Break 10:30 - 10:45
	10:00-11:30 Strategic Persuasion: Managing across Organizational Boundaries Mario Moussa	10:45 - 12:00 Strategic Thinking: Increasing Competitive Advantage	Leadership and History	Break 10:30 - 10:45 10:45 - 12:15 The Relationship between Finance & Strategy John Percival	10:45 - 12:15 Creating Shareholder Value Joe Perfetti
	Break 11:30 - 11:45	Harbir Singh	The Gettysburg Battlefield Experience	1:15 - 2:45 Financial Measures of Business Performance John Percival	12:15 - 1:15 Week One Wrap-Up Mario Moussa
	11:45 - 1:15 Strategic Persuasion: Managing across Organizational Boundaries Mario Moussa	Lunch 12:00 - 1:15 1:15 - 2:45 Corporate Ethics and Leadership Nien-hê Hsieh		Lunch 12:15 - 1:15 1:15 - 2:45 Financial Measures of Business Performance John Percival	Optional Lunch 1:15
	Lunch 1:15 - 2:00	Break 2:45 - 3:00		Break 2:45 - 3:00 3:00 - 4:30 Financial Measures of Business Performance John Percival	
	2:00 - 3:30 Strategic Persuasion: Managing across Organizational Boundaries Mario Moussa	Corporate Ethics and Leadership Nien-hê Hsieh		Break 4:30 - 4:45 4:45-5:15 Daily Wrap-Up Mario Moussa	
	Break 3:30-3:45	Break 4:30 - 4:45		Break 4:30 - 4:45 4:45-5:15 Daily Wrap-Up Mario Moussa	
	3:45 - 5:15 Strategic Persuasion: Managing across Organizational Boundaries Mario Moussa	4:45-5:15 Daily Wrap-Up Mario Moussa		Break 4:30 - 4:45 4:45-5:15 Daily Wrap-Up Mario Moussa	
	5:15-5:30 Daily Wrap-Up Mario Moussa	7:00-8:30 Leadership Strategy and Decision Making in the Gettysburg Battle Mike Useem		5:15-6:00 Free Time Dinner 6:00 - 7:00	
5:30-6:00 Free Time					
Dinner 6:00 - 7:00			Dinner Upon Return		



Aresty Institute of Executive Education
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Program for Security Executives
Week 2

January 31, 2010	February 1, 2010	February 2, 2010	February 3, 2010	February 4, 2010	February 5, 2010
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
Program Information:	Breakfast 7:00 - 8:15	Breakfast 7:00 - 9:00	Breakfast 7:00 - 8:30	Breakfast 7:00 - 8:30	Breakfast 7:00 - 9:00
Meals, Classes, and Accommodations: Steinberg Conference Center 255 South 38th St. Philadelphia, PA 19104-6359 215-386-8300 (ph) 215-573-3426 (fax)	8:15-8:30 Registration	9:00 - 11:00 Dealing with Extraordinary Events Erwann Michel-Kerjan	8:30 - 6:00 Negotiation and Persuasion Workshop with Richard Shell	8:30 - 10:00 Positioning Customers as Assets Jagmohan Raju	9:00 - 10:30 Managing and Leading Change Mario Moussa
	8:30-9:00 Program Re-entry Mario Moussa	Break 11:00 - 11:15	Break 11:00 - 11:15	Break 10:00 - 10:15	Break 10:30 - 10:45
	9:00 - 10:30 Human Influence: Increasing Effectiveness in Business Relationships Charles Dwyer	11:15 - 12:30 Critical Thinking: Managing Uncertainty	11:15 - 12:30 Critical Thinking: Managing Uncertainty	10:15 - 12:00 Workshop with Richard Shell	10:45 - 12:15 Taking the Learning Back 100 Day Action Plan Mario Moussa
	Break 10:30 - 10:45	Lunch 12:30 - 1:30	Lunch 12:30 - 1:30	10:15 - 12:00 Workshop with Richard Shell	Optional Lunch 12:15 - 1:15
	10:45 - 12:15 Human Influence: Increasing Effectiveness in Business Relationships Charles Dwyer	1:30 - 2:45 Scenario Planning: Planning for an Uncertain Future	1:30 - 2:45 Scenario Planning: Planning for an Uncertain Future	1:00 - 2:30 How We Think: A Field Guide to the Hidden Lenses Janet Greco	
	Lunch 12:15 - 1:15	Break 2:45 - 3:00	Break 2:45 - 3:00	Lunch 12:00 - 1:00	
	1:15 - 2:45 Critical Thinking: Decision Framing John Austin	3:00 - 4:30 Scenario Planning: Planning for an Uncertain Future	3:00 - 4:30 Scenario Planning: Planning for an Uncertain Future	1:00 - 2:30 How We Think: A Field Guide to the Hidden Lenses Janet Greco	
	Break 2:45 - 3:00	Break 4:30 - 4:45	Break 4:30 - 4:45	Break 2:30 - 2:45	
	3:00 - 5:00 Critical Thinking: Thinking Frames John Austin	4:45-5:15 Daily Wrap-Up Mario Moussa	4:45-5:15 Daily Wrap-Up Mario Moussa	2:45 - 5:15 How We Think: A Field Guide to the Hidden Lenses Janet Greco	
	Break 5:00 - 5:15	5:15-6:00 Daily Wrap-Up Mario Moussa	5:15-6:00 Daily Wrap-Up Mario Moussa	5:15-5:45 Free Time	
	5:15 - 6:00 Daily Wrap-Up Mario Moussa	Free Time	Free Time	5:45-6:15 Reception	
	Dinner 6:00 - 7:00	Dinner 6:00 - 7:00	Dinner 6:00 - 7:00	5:45-6:15 Reception	
				Graduation Dinner 6:15 - 8:00	