

# Junior Management Program (JuMP)

Understanding all the facets of management and leadership. General management, strategy, marketing, customer-orientation, implementation, people skills and leadership. 2 x 4 days.

## DESCRIPTION

As a young manager or a key specialist with increasing responsibility, you want to make a difference. There are lots of things to improve, optimize and change. The only thing you don't have is experience. You haven't learned what working for an organization for decades can teach you. The 2-part International Junior Management Program teaches you all of this. It will help you fill the gaps in your experience, avoid management mistakes and improve your leadership skills. You will profit directly from the comprehensive knowledge about effective management this program has to offer.

## WHO SHOULD ATTEND

This program was created especially for early- and mid-career executives, junior management and professionals, project managers and specialists from all areas of business who want to learn – in a concise and condensed form – the tools needed for good and effective management. This is the ideal course of instruction for 30-42 year-olds who are growing into more management responsibility and seeking the tools and methods to improve their personal effectiveness.

## AREAS OF FOCUS

### Part 1: Strategic Management and Market Success

#### All the Facets of Effective Management

- Developing a holistic understanding of a company
- Effective tools, models and system orientation
- Tools for attaining results

#### The Company and its Environment

- Underlying conditions and external influences
- The business environment and its constellation of industries
- Normative Guidelines and Corporate Values

#### Strategic Management, Strategic Direction

- What differentiates good from bad strategies
- Modern strategic management
- Developing a strategy that promises success, formulating it and condensing it into decision-making guidelines
- Implementing strategies successfully

#### The Logic of My Industry, the Logic of the Market

- Competitive behavior today and in the future
- The importance of the industry lifecycle
- Creating and developing markets

### Customer Orientation and Market Success

- Never stop looking for new value for the customer
- How to build-up and use profitable customer relations

### Results, Cash Flow, Return on Investment

- What opportunities are there to manage yearly results, cash flow, return on investment or profit margins?
- Identifying and using opportunities to increase profits

### Part 2: Modern Leadership

#### Self-Management

- The art of setting the right priorities
- The ability to delegate

#### Social Competence

- Psychological foundation
- What effect to I have on others?

#### Communication

- Conducting meetings to be solution-oriented
- Skillful negotiations and communication

#### Leading Employees

- Developing employees and leading them to success
- Tools and methods for leading employees

#### Leading Teams

- Organizing teams to achieve results
- Leading an interdisciplinary group of people
- Using the principles of group dynamics

#### Your Personal Leadership Style

- Leadership styles
- Your own strengths in the leadership process

## Sessions & Fees

EP3132	Part 1: Aug 29 – Sep 01, 2022	Davos, CH
	Part 2: Oct 24 – 27, 2022	Brunnen, CH
EP3142	Part 1: Aug 29 – Sep 01, 2022	Davos, CH
	Part 2: Nov 28 – Dec 01, 2022	Berlin, GER
EP3113	Part 1: Feb 13 – 16, 2023	Cologne, GER
	Part 2: Mar 06 – 09, 2023	Frankfurt, GER
EP3123	Part 1: Feb 13 – 16, 2023	Cologne, GER
	Part 2: Jun 26 – 29, 2023	Davos, CH

Duration: **2 x 4 days**

Fees: **EUR 6.800.– | CHF 6.900.– | US\$ 7.400.–**

Registration: [www.bostonprograms.com/ep31](http://www.bostonprograms.com/ep31) or registration form on the back of the brochure

## General Information

### Registration and Confirmation

You can register by email, mail or FAX, or at our website. Once you register, you receive written confirmation, including detailed information on the location of the program, travel directions, hotel accommodations and an invoice for the program fees. If the program is fully booked, we notify you immediately. When you complete the program, you receive a certificate of attendance. Please note that the program curriculum, faculty and hotels are subject to change and/or amendment.

### Change of Registration

If you need to change your registration, please notify us at least 4 weeks before the program starts. A change of registration entails a fee of 350 Euros. Under some rare circumstances, a program or parts of a program may have to be postponed or modified. In such cases, we will notify you immediately to ensure that you can attend an alternative program with similar content.

### Cancellation

You may cancel your registration free of charge 3 months before the program starts. If you cancel between 3 months and 6 weeks before the start date, you will be charged 40% of the program fees. For cancellations within 6 weeks of the program start date, you will be charged the full program fees. You can arrange to have someone take your place up to 3 days prior to the program start date.

### Program Fees

Program fees for our seminars and programs include the faculty fees and educational materials associated with the program (V.A.T. is not included). Accommodations and meals are not included. If only parts of a program are attended, missed parts may not be made up. Payment is accepted in Euros, Swiss Francs or US Dollars. Reference currency: Euro.

### Accommodation, Daily Delegate Rates

Our programs are held at high-quality hotels and seminar centers. Participants are not obligated to stay at the seminar hotel. Note, however, that Boston Business School customarily negotiates a special room rate with the seminar hotel. Unless it is included in the accommodation rate, an additional daily delegate rate for lunch, coffee, etc., will be charged to participants. For rooms at the seminar hotel, participants make their own reservations following instructions provided by Boston Business School, and pay the hotel bill on the final day of the program.

### Insurance, Disclaimer

Boston Business School does not offer insurance to participants. Therefore, participants must carry their own insurance policies to protect them from damages due to accidents, disease, theft and so on. Boston Business School cannot be held liable for damages. Terms, conditions and course content are subject to change and/or amendment. Boston Business School is part of St.Gallen Business School AG. All matters are subject to Swiss law, the place of jurisdiction is St. Gallen.

## Registration Form

Please complete and print this registration form and mail or FAX it to:

Boston Business School  
Kirchstrasse 3  
CH-8700 Kuesnacht/Zurich

Phone +41 (0)43 499 40 20  
Fax **+41 (0)43 499 40 21**  
Email  
info@bostonprograms.com  
Internet  
www.bostonprograms.com

### I wish to participate in the following program:

Name of Program

Program Number

Program Dates

Prefix  Ms.  Mr.

Titel

Last Name

First Name

Company/Organization

Street, P.O. Box

Postal Code, City

Country

Email

Telephone

FAX

Position

Industry (opt.)

Number of Employees (opt.)

under 200  up to 1000  over 1000

Signature

Date