



business  
school

Executive Education



## Executive Education **2014-2015 PROGRAMS**

# WHY AN EXECUTIVE EDUCATION PROGRAM AT IE?



## Best Ideas

Get challenged by the best ideas of our Top Faculty



## Innovation

Programs design and content driven by innovation



## Applied Research

Academic research applied to today's business reality



## Blended Methodologies

Experience the world's best blended methodologies



## Network

Join a network of peers from all sectors and geographical areas

# INDEX

- 02 Why an Executive Education Program at IE?
- 03 Index
- 04 Why IE ?
- 08 Top Management Programs
- 10 International Executive Programs
  - Innovation and Strategy*
  - Finance Programs*
  - Skills Development Programs*
  - Specialized Management Programs*
- 15 Online Programs
- 18 Executive Education @ IE Law School
- 22 Calendar
- 24 International Offices
- 25 Contact



## WHY IE?

IE is an international institution dedicated to training business leaders through programs based on our core values of global focus, entrepreneurial spirit and humanistic approach.

Our 400-strong international Faculty teaches a student body of 85 nationalities on our Undergraduate (IE University), Master, Doctorate degrees and Executive Education programs.

Our alumni, now numbering over 40.000, hold management positions in over 100 countries worldwide.

We champion applied research coupled with multidisciplinary and integrative programs. Designed to address market demands, our Innovative learning process comprises a blend of Online and onsite formats, making IE a pioneer in international education. IE is structured among the following Schools.

- IE Business School
- IE Law School
- IE School of International Relations
- IE School of Architecture & Design
- IE School of Communication
- IE School of Social & Behavioral Sciences
- IE School of Biology

**Recognized as one of the world's top business schools, by international journals like Financial Times, The Economist, Wall Street Journal or América Economía. IE Business School trains leaders that promote innovation and change in business organizations, entrepreneurial styles of management that generate employment, collective wealth and social well-being.**

IE Business School has been recognized by the world's most important institutions. Achievements include a triple crown comprising accreditation by **EQUIS** (European Quality Improvement Systems), **AMBA** (Association of MBAs) and **AACSB** International (The Association to Advance Collegiate Schools of Business).



# EXECUTIVE EDUCATION AT IE BUSINESS SCHOOL

At IE Business School, we view Executive Education as a way for managers, directors and company leaders to update skills, learn the latest trends and practices and to network with experts and other managers.

Executive Education addresses key issues being faced by executives, such as increased competition, global and increasingly interdependent economies, more dynamic markets, fast-paced technological evolution, shrinking product lifecycle, constantly changing consumer habits, and corporate responsibility.



Our aim, is to renew Executives' **global vision**, competitive edge, efficiency, **commitment**, **entrepreneurial spirit** and motivation, within a **globally recognized institution**, reinforcing their international perspectives.

The programs we develop are designed to **transfer knowledge** directly from the classroom to the workplace, providing a **superior learning experience** that will have a **direct impact** on participants' overall business management performance.



Executive Education at IE is characterized by three facets:

## EXECUTIVE DEVELOPMENT

Executive Development **improves the personal capacities** that make Executives more effective in positions of leadership. The systematic development of management skills is vital for the improvement of processes and organizational effectiveness.

## GLOBAL CHARACTER

The Global Character of IE's Executive Education is evident in the international nature of the programs we offer and our **multinational clients**. This means that both the contents and the culture of business must be integrated into each program while leaving room for any local adaptation that may be required.

## INNOVATION AND CREATIVITY

One of the defining aspects of Innovation and Creativity in IE's Executive Education programs is our **investment in e-learning**: proven and recognized for our leadership in the application of new technologies to education by developing and offering programs that blend a combination of Online and face-to-face training.

## GLOBAL SENIOR MANAGEMENT PROGRAM JOINT PROGRAM

*SHAPE THE FUTURE OF YOUR ORGANIZATION*



The University of Chicago Booth School of Business and IE Business School have jointly developed the **Global Senior Management Program (GSMP)**, a transformative experience for senior international managers and top executives, who are looking to reinforce and develop global leadership skills, in order to navigate in an ever-changing environment and lead more effectively.

The GSMP's main goals are: to develop a strategic vision in global markets, strengthen leadership, self-management and improve organizational performance.

An experience-based program, which challenges senior managers to upgrade their own management style, their approach to global competitiveness, and their organizations core.

**Dates:** 1<sup>st</sup> in-class module: Sunday May 17<sup>th</sup> - Friday May 22<sup>nd</sup>, 2015- Chicago, USA

2<sup>nd</sup> in-class module: Sunday June 14<sup>th</sup> - Friday June 19<sup>th</sup>, 2015

**Location:** Madrid, Spain / Chicago, USA

**Fee:** 18.500€

**For further information:** [www.globalsmp.com](http://www.globalsmp.com)

## ADVANCED MANAGEMENT PROGRAM

*LEARN HOW TO FACE TODAY'S CHALLENGES AND TAKE YOUR CAREER TO THE NEXT LEVEL*

The **Advanced Management Program (AMP)** is a unique learning experience that allows you to review and update your business management knowledge, to analyze and develop new management models while empowering your leadership skills.

The AMP's key objective is to accelerate the career of experienced executives, managers and directors with a clear international vision, who are preparing themselves to make a transition to general management or broader responsibilities.

**AMP Germany:** February 19th - June 19th, 2015 Lective Days: Fridays & Saturdays

**Fee:** 21.000€

**AMP Intensive Edition:** July 1st - 23rd, 2015: Monday to Friday from 08:30 am to 19:00 pm

**Fee:** 18.500€





## EXECUTIVE MASTER IN POSITIVE LEADERSHIP AND STRATEGY

*EXTRAORDINARY LEADERS DO MORE THAN JUST MANAGE*

The **Executive Master in Positive Leadership and Strategy** is a groundbreaking program designed for experienced executives interested in achieving outstanding business results through transformational leadership.

By gaining a deep understanding of the hard science in positive psychology and human behavior, participants learn how to optimize overall strategy, architecting new working processes, and organizational design to achieve optimal performance in themselves and the people they lead.

Participants in the program are managers and unit leaders. They have reached their current positions through a combination of hard work, demonstrated business expertise, and largely self-taught leadership abilities.

**Intake:** April, 2015

**Duration:** 13 months

**Location:** Madrid, Spain

**Format:** Five intense 6-day executive training sessions, each followed by action-oriented projects addressing current leadership challenges at work.

**Fee:** 46.200€

**For further information:** [www.exmpls.ie.edu](http://www.exmpls.ie.edu)



## FOCUSING VISION

Our programs take place from two to four days and address a variety of topics such as strategy, leadership, marketing, finance, operations management and country specific issues, all of which provide strategic insight and deliver a global perspective.

Our international reputation attracts executives from virtually every continent, industry and functional area, who have already demonstrated a level of great expertise in their fields of knowledge.

- Finance
- Innovation and Strategy
- Specialized Management

"Building Winning Global Strategies was really a great experience for me. It was not only useful to participate in such a practical and enriching course, but also exciting to meet interesting executives coming from various professional fields and countries."

Dimitris Tournis. Titan Cement Athens

"I found the **International Executive Program** practical, though provoking, very relevant and applicable. Overall an excellent program."

Duncan McIver. Unilever Spain



## INVESTMENT STRATEGY

*MANAGING MONEY IN TODAY'S FINANCIAL MARKETS*

FINANCE

This three-day program offers an effective blend of theory and practical application, providing a thorough grounding in all the key concepts and techniques essential for successfully managing money in today's financial markets

**Duration:** 3 days, April 2015 | **Location:** Madrid, Spain | **Contact:** [barbara.zubillaga@ie.edu](mailto:barbara.zubillaga@ie.edu)  
**Fee:** 3.900€

## ISLAMIC FINANCE

*INVESTING TOOLS FOR THE BANKING FUTURE*



FINANCE

**Islamic Finance** is one of the fastest-growing segments among today's financial systems. Hundreds of financial organizations now find that they must comply and operate under the Islamic Finance Law, to participate in the gains offered by this market. Developed in collaboration with the Saudi-Spanish Center for Islamic Finance and King Abdulaziz University in Saudi Arabia, this 4-day International Executive Program focuses on offering the key insights, practical tools and necessary networking opportunities to understand and implement Islamic financial instruments.

**Duration:** 4 days, May 2015 | **Location:** Jeddah, Saudi Arabia | **Fee:** 5.300€  
**Contact:** [karolina.cintron@ie.edu](mailto:karolina.cintron@ie.edu)

## VENTURE CAPITAL

*INVESTING AND FUNDRAISING IN HIGH-GROWTH COMPANIES*

FINANCE

One of the most comprehensive programs available, it covers the investor's and the entrepreneur's perspective, and the financial skills, as well as the people skills necessary in early-stage investing. This course offers a framework of the venture capital deal cycle and all its critical elements. It will help sharpen relevant analytical and decision making skills.

**Duration:** 3 days, May 2015 | **Location:** Madrid, Spain | **Fee:** 3.900€  
**Contact:** [barbara.zubillaga@ie.edu](mailto:barbara.zubillaga@ie.edu)



## PRIVATE EQUITY

FINANCE

*CREATING A WELL-BALANCED INVESTMENT PORTFOLIO*

This program will provide participants with a deep understanding of the private equity investment process, so that they are better equipped to make sound investment decisions, deal with the complexities of this asset class, and maximize returns.

**Duration:** 2 days, May 2015 | **Location:** Madrid, Spain | **Fee:** 2.800€  
**Contact:** [barbara.zubillaga@ie.edu](mailto:barbara.zubillaga@ie.edu)

## CORPORATE FINANCE

FINANCE

*CONNECT YOUR FINANCIAL ACTIVITIES TO YOUR STRATEGIC GOALS*

**Corporate Finance** equips financial managers with up-to-date finance tools to establish coherence between company goals and financial activity, make better investment decisions, and implement financial strategies.

**Duration:** 3 days, June 2015 | **Location:** Madrid, Spain | **Fee:** 3.900€  
**Contact:** [krysta.martinez@ie.edu](mailto:krysta.martinez@ie.edu)

## LEADING PROJECT-DRIVEN ORGANIZATIONS

INNOVATION &amp; STRATEGY

*CREATING STRONG CAPABILITIES FOR ORGANIZATIONAL CHANGE AND TRANSFORMATION*

**Leading Project-Driven Organizations** focuses on developing the internal capabilities needed to integrate all aspects of successful complex project completion: organizational factors; how to improve motivation and reduce barriers while championing change and structural issues; and how to identify, prioritize, implement and integrate projects within the overall business strategy.

**Duration:** 3 days, April 2015 | **Location:** Madrid, Spain | **Fee:** 3.900€  
**Contact:** [karolina.cintron@ie.edu](mailto:karolina.cintron@ie.edu)

## GAMECHANGERS

INNOVATION &amp; STRATEGY

*INNOVATIVE STRATEGIES TO ACCELERATE GROWTH*

**Gamechangers** is a 3-day workshop for business leaders and shapers. It presents new insights and best approaches from the world's most innovative companies so you can develop better strategies, facilitate real innovation, inspire customers, and win in a fast-changing world.

**Duration:** 3 days, February 2015 | **Location:** Madrid, Spain | **Fee:** 4.500€  
**Contact:** [barbara.zubillaga@ie.edu](mailto:barbara.zubillaga@ie.edu)

## INNOVATIVE LEADERSHIP

*INNOVATION & STRATEGY**UNLOCKING THE POTENTIAL IN YOURSELF AND OTHERS*

**Innovative Leadership** is a challenging, hands-on and practical International Executive Program, which focuses on how to identify the roles that a successful global leader plays and how to maximize them. The program examines the most relevant and up-to-date leadership practices and provides participants with the tools and techniques needed to improve their leadership capabilities and those of their organization.

**Duration:** 3 days, May 2015 | **Location:** Madrid, Spain | **Fee:** 4.300€  
**Contact:** [karolina.cintron@ie.edu](mailto:karolina.cintron@ie.edu)

## COMMUNICATION SKILLS AND PUBLIC SPEAKING WORKSHOP

*INNOVATION & STRATEGY**BECOMING A CONFIDENT AND PERSUASIVE PRESENTER*

**Communication Skills and Public Speaking Workshop** offers a comprehensive view of all aspects involved in delivering effective presentations. The program covers content, communication, stress control, use of audiovisual aids, and handling tough questions. Nothing will give you a more immediate competitive edge than the ability to communicate in a fluent, confident and persuasive manner.

**Duration:** 3 days, May 2015 | **Location:** Madrid, Spain | **Fee:** 3.900€  
**Contact:** [karolina.cintron@ie.edu](mailto:karolina.cintron@ie.edu)

## LEADING CHANGE & INNOVATION

*INNOVATION & STRATEGY**DEVELOPING YOUR CHANGE AND INNOVATION CAPABILITIES IN AN INCREASINGLY COMPLEX WORLD*

This highly interactive workshop adopts a personal and psychological perspective and delves into what leaders need to do to design, hold, and sustain a diverse range of containers for innovative conversations and initiatives in the midst of uncertainty, so that innovation and change can emerge.

**Duration:** 4 days, June 2015 | **Location:** Madrid, Spain | **Fee:** 4.800€  
**Contact:** [krysta.martinez@ie.edu](mailto:krysta.martinez@ie.edu)



## FRUGAL INNOVATION

*INNOVATION & STRATEGY**UNLOCKING PROFITS THROUGH HIGH-VALUE, LOW-COST SOLUTIONS*

An experiential lab that increases participants' understanding of frugal innovation: the ability to do more with fewer resources, use resource constraints as an advantage, and improvise solutions to user-centric problems.

**Duration:** 3 days, June 2015 | **Location:** Madrid, Spain | **Fee:** 4.300€

**Contact:** [krysta.martinez@ie.edu](mailto:krysta.martinez@ie.edu)

## THE DIGITAL TOURISM BUSINESS

*SPECIALIZED MANAGEMENT**ETRANSFORMATION, ENTREPRENEURSHIP, MOBILE & SOCIAL BUSINESS*

The tourism sector has been fundamentally re-architected with social media, mobile and ecommerce strategies over this past decade. The program will allow participants to understand the "digital tourist" and how to market effectively when developing new marketing strategies, and gain knowledge of the main digital techniques (paid media, mobile, social media, content, listening ...) and "best practices" in the tourism sector.

**Duration:** 4 days, April 2015 | **Location:** Madrid, Spain | **Fee:** 4.800€

**Contact:** [karolina.cintron@ie.edu](mailto:karolina.cintron@ie.edu)

## EFFECTIVE MANAGEMENT FOR SECURITY PROFESSIONALS

*ESTABLISHING THE SECURITY ROLE AS AN ENABLER FOR BUSINESS SUCCESS* *SPECIALIZED MANAGEMENT*

**Effective Management for Security Professionals**, designed in collaboration with **ASIS International**, focuses on assisting security managers in becoming effective managers and leaders. The program will help participants develop a salient voice in business matters, guiding them through a structured reflection of the Security function within their organization to ensure adequate budgetary and organizational support for their security initiatives.

**Duration:** 4 days, June 2015 | **Location:** Madrid, Spain | **Contact:** [karolina.cintron@ie.edu](mailto:karolina.cintron@ie.edu)

**Fee:** 3.600€ ASIS Members / 4.500€ Non-ASIS Members



## The best executive training when and wherever you want.

IE Business School's Online training programs offer the opportunity to study a discipline without interrupting work schedules.

IE Business School is **pioneer in Online Education** with more than 10 years experience and international acknowledgement, having been recognized as **#1 Online MBA by Financial Times, March 2014**.

The Online programs last 3.5 weeks and involve a commitment of approximately 2 hours a day, with the flexibility to access materials at any time.

## Methodology

The Online learning methodology is based on the combination of live videoconference sessions and asynchronous discussion forums. This fusion guarantees the same quality and excellence shared by all IE Business School programs.

With multimedia as the core learning component, participants are asked to solve case studies and participate in discussion forums with their peers and their expert tutors. Some activities are also carried out via videoconference.

*For more information*

### Online Programs

Mrs. Dolores Pérez-Lafuente. E-learning Director  
María de Molina, 31. 28006 Madrid. Spain  
Phone +34 91 787 51 15 / [programas\\_online@ie.edu](mailto:programas_online@ie.edu)



## CHINESE BUSINESS PRACTICES

*STRATEGY*

This course introduces the current Chinese business practices that are taking place at different entities. It is designed to offer the participant the most direct way of understanding how Chinese run their companies and the rationale behind their decisions. All information is accompanied by practical examples and cases, allowing a very hands-on approach to problems emerging in dealings with Chinese business people.

**Dates:** January 14<sup>th</sup> - February 6<sup>th</sup>, 2015 | **Duration:** 3.5 weeks | **Fee:** 1.450€  
**Contact:** [programas\\_online@ie.edu](mailto:programas_online@ie.edu)

## PROJECT MANAGEMENT FUNDAMENTALS

*OPERATIONS*

In a very competitive and changing world, operations are evolving towards management models based on projects as one of the mechanisms to guarantee an efficient and quick response to the modern challenges in business. The program will provide the required project management knowledge and skills to help develop projects successfully.

**Dates:** January 21<sup>st</sup> - February 13<sup>th</sup>, 2015 | **Duration:** 3.5 weeks | **Fee:** 1.450€  
**Contact:** [programas\\_online@ie.edu](mailto:programas_online@ie.edu)

## MOBILE MARKETING

*MARKETING*

In this course we will talk about the mobile phone as channel or tool of interaction. You will be exposed to ideas and insights on media from communication theorists, programmers, educators, and technologists. Participants will understand how to: Use Mobile Marketing tools (Display, SMS, MMS, Mobile Sites, Proximity Marketing, etc.), integrate mobile technologies to Online and offline campaigns, use mobile channels to increase results and measure and analyze mobile campaigns results.

**Dates:** February 25<sup>th</sup> - March 20<sup>th</sup>, 2015 | **Duration:** 3.5 weeks | **Fee:** 1.450€  
**Contact:** [programas\\_online@ie.edu](mailto:programas_online@ie.edu)





## SOCIAL MEDIA MARKETING, SOCIAL-COMMERCE & S-CRM MARKETING

MARKETING

Social media is no longer a buzzword; it is how business is conducted today. As the number of social platforms increases, there is a greater need to establish an internal and external business strategy, policy and culture to keep pace and build a competitive advantage. Learn to use social media as a key marketing tool, and develop competitive strategies to make your business or product stand out from the crowd. Whether it's a blog, Facebook, LinkedIn or Twitter, social platforms are driving purchasing decisions in the Online and Offline worlds. Enroll in this exciting program, and learn how to create a powerful voice in this "influence economy," where anyone with an opinion can effect great change.

**Dates:** April 8<sup>th</sup> - May 1<sup>st</sup>, 2015 | **Duration:** 3.5 weeks | **Fee:** 1.450€  
**Contact:** programas\_online@ie.edu

## DIGITAL MARKETING

MARKETING

Digital advertising is the fastest growing commercialization channel ever, doubling its size during the last years. Participants will learn and understand that the key for success for any company is to combine traditional and new Marketing Online advertising tools, by developing an e-Marketing Plan which reinforces the firm's marketing strategy.

**Dates:** May 6<sup>th</sup> - 29<sup>th</sup>, 2015 | **Duration:** 3.5 weeks | **Fee:** 1.450€  
**Contact:** programas\_online@ie.edu



# Linking legal and business worlds



IE Law School is a vibrant community committed to the generation of knowledge of the law in corporate, economic, and social contexts. The mission of IE Law School is to train Lawyers to successfully meet the challenges of the global economy and to responsibly lead the transformation of law and the legal profession.



*IE Law School*  
*Executive Education*  
Carlos de la Pedraja  
Tel.: +34 91 568 95 55  
carlos.pedraja@ie.edu

## LAWYERS' MANAGEMENT PROGRAM

### *LEADING LAWYERS THROUGH CHALLENGING TIMES*

Lawyers around the world are experiencing a period of extreme turmoil and change. They are, therefore, having to review both their internal management and leadership styles: Exploring new ways of providing the services required in the most efficient and effective ways possible. A clearer understanding of the impact which the changing external environment is having upon the legal market as a whole and in their own services in particular, is becoming more and more necessary.

**The program consists of 1 module of 6 days, held in Madrid. It will run from March 9th to March 14th 2015.**

**Fee: 9.500 € | Contact: [laura.strazzaboschi@ie.edu](mailto:laura.strazzaboschi@ie.edu)**

## THE INTERNATIONAL CONTRACTS METHOD

The Program provides a method to approach the international contract scenario, as well as basic tools to bridge the most common differences between civil and common law structures & systems.

**The Online program will take place on June 2015 and will be delivered via 4 videoconferences and 4 discussion forums.**

**Fee: 1.700 € | Contact: [laura.strazzaboschi@ie.edu](mailto:laura.strazzaboschi@ie.edu)**



## LEGAL PROJECT MANAGEMENT ONLINE

This online program will provide the basic skills and techniques of Legal Project Management for legal professionals aiming to become more efficient in their workplace.

**The Online program will take place on April 2015 and will be delivered via 4 videoconferences and 4 discussion forums.**

**Fee: 1.700 € | Contact: [laura.strazzaboschi@ie.edu](mailto:laura.strazzaboschi@ie.edu)**

## LEGAL BRIDGE TO SILICON VALLEY

Increase networks in Silicon Valley, experience firsthand how the largest area of technology companies, and their legal departments operate and visit some of the most relevant startups, entrepreneurs, lawyers and law firms of the area.

**The program will be held in Silicon Valley in May 2015 and will include 5 days of visits, meetings and networking activity.**

**Fee: 5.800 € | Contact: [laura.strazzaboschi@ie.edu](mailto:laura.strazzaboschi@ie.edu)**





# CALENDAR 14-15

## International Executive Programs

www.execed.ie.edu/internationalprograms | Karolina Cintron Tel: 91 568 96 69. International\_Programs@ie.edu

PAGE	PROGRAM	PLACE	DURATION	PRICE	DATES
------	---------	-------	----------	-------	-------

### Finance Programs

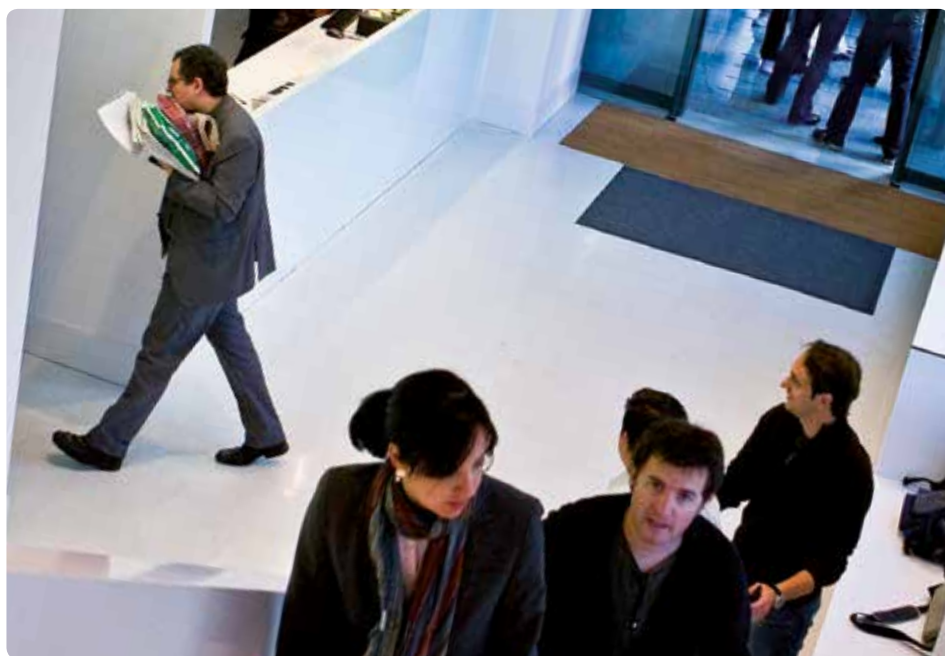
11	IEP Investment Strategy	Madrid, Spain	3 days	3.900€	April 2015
11	IEP Islamic Finance	Jeddah, Saudi Arabia	4 days	5.300 €	May 2015
11	IEP Venture Capital	Madrid, Spain	3 days	3.900€	May 2015
12	IEP Private Equity	Madrid, Spain	2 days	2.800 €	May 2015
12	IEP Corporate Finance	Madrid, Spain	3 days	3.900 €	June 2015

### Innovation & Strategy

12	IEP Gamechangers	Madrid, Spain	3 days	4.500 €	February 2015
12	IEP Leading Project Driven Organization	Madrid, Spain	3 days	3.900 €	April 2015
13	IEP Innovative Leadership	Madrid, Spain	3 days	4.300 €	May 2015
13	IEP Communications Skills and Public Speaking Workshop	Madrid, Spain	3 days	3.900 €	May 2015
13	IEP Leading Change & Innovation	Madrid, Spain	3 days	4.800 €	June 2015
14	IEP Frugal Innovation	Madrid, Spain	3 days	4.300 €	June 2015

### Social Impact Series

14	IEP The Digital Tourism Business	Madrid, Spain	4 days	4.800 €	April 2015
14	IEP Effective Management for Security Professionals	Madrid, Spain	4 days	3.600€ ASIS Members / 4.500€ Non-ASIS Members	June 2015



# CALENDAR 14-15

## Top Management Programs

Yvonne Sánchez. Tel.: 91 568 96 62. [Yvonne.Sanchez@ie.edu](mailto:Yvonne.Sanchez@ie.edu) | [www.topmanagement.ie.edu](http://www.topmanagement.ie.edu)

PAGE	PROGRAM	PLACE	DURATION	PRICE	DATES
8	<b>TM</b> Global Senior Management Program	Chicago/Online/ Madrid	2 separate residencial modules + interseccion Online	18.500 €	Sunday, May 17 <sup>th</sup> - Friday, June 19 <sup>th</sup> , 2015
8	<b>TM</b> Advanced Management Program - Intensive Edition	Madrid	1 month	18.500 €	AMP Intensive Edition: July 1 - 23, 2015: Monday to Friday from 08:30 am to 19:00 pm.
8	<b>TM</b> Advanced Management Program - Germany Edition	Frankfurt	4 months	21.000 €	February 19 – June 19, 2015. Lective Days: Fridays & Saturdays
9	<b>TM</b> Executive Master in Positive Leadership and Strategy	Madrid	13 months	46.200 €	Starts April 2015

## Online Programs

Mrs. Dolores Pérez-Lafuente. Tel: +34 91 787 51 15. [programas\\_online@ie.edu](mailto:programas_online@ie.edu) | [www.execed.ie.edu/Onlineprograms](http://www.execed.ie.edu/Onlineprograms)

PAGE	PROGRAM	PLACE	DURATION	PRICE	DATES
16	<b>OP</b> Chinese Business Practices	Online	3.5 weeks	1.450€	January - February 2015
16	<b>OP</b> Project Management Fundamentals	Online	3.5 weeks	1.450€	January - February 2015
16	<b>OP</b> Mobile Marketing	Online	3.5 weeks	1.450€	February - March 2015
17	<b>OP</b> Social Media Marketing, Social-Commerce & S-CRM Marketing	Online	3.5 weeks	1.450€	April - May 2015
17	<b>OP</b> Digital Marketing	Online	3.5 weeks	1.450€	May 2015

## IE Law School: Executive Education / International Programs

Carlos de la Pedraja. Tel: 91 568 95 55. [carlos.pedraja@ie.edu](mailto:carlos.pedraja@ie.edu) | [www.execed.ie.edu/law](http://www.execed.ie.edu/law)



PAGE	PROGRAM	PLACE	DURATION	PRICE	DATES
19	<b>TM</b> Lawyers' Management Program	Madrid	6 days	9.500 €	March 9 <sup>th</sup> – 14 <sup>th</sup> 2015
19	<b>OP</b> Legal Project Management Online	Online	4 videoconferences + 4 discussion forums	1.700 €	April 2015
20	<b>OP</b> Legal Bridge to Silicon Valley	Silicon Valley	5 days	5.800 €	May 2015
20	<b>PO</b> The International Contracts Method	Online	4 videoconferences + 4 discussion forums	1.700 €	June 2015

TM: Top Management    OP: Online Program    S: Seminar    IEP: International Executive Programs



# International Offices

## Argentina & Uruguay / Buenos Aires

→ [argentina@ie.edu](mailto:argentina@ie.edu)  
→ [uruguay@ie.edu](mailto:uruguay@ie.edu)

## Australia & New Zealand / Sydney

→ [australia@ie.edu](mailto:australia@ie.edu)

## Brazil / São Paulo

→ [brasil@ie.edu](mailto:brasil@ie.edu)

## Chile / Santiago de Chile

→ [chile@ie.edu](mailto:chile@ie.edu)

## China / Shanghai

→ [china@ie.edu](mailto:china@ie.edu)

## Ecuador / Quito

→ [ecuador@ie.edu](mailto:ecuador@ie.edu)

## France & Monaco/Paris

→ [france@ie.edu](mailto:france@ie.edu)

## Egypt/Cairo

→ [egypt@ie.edu](mailto:egypt@ie.edu)

## Germany, Switzerland & Austria / Munich

→ [germany@ie.edu](mailto:germany@ie.edu)

## India & SouthAsia / Mumbai

→ [india@ie.edu](mailto:india@ie.edu)

## Ireland & UK / London

→ [uk@ie.edu](mailto:uk@ie.edu)

## Italy, Croatia & Slovenia

→ [italia@ie.edu](mailto:italia@ie.edu)

## Japan / Tokyo

→ [japan@ie.edu](mailto:japan@ie.edu)

## Nigeria / Lagos

→ [nigeria@ie.edu](mailto:nigeria@ie.edu)

## Peru, Bolivia & Paraguay / Lima

→ [peru@ie.edu](mailto:peru@ie.edu)  
→ [bolivia@ie.edu](mailto:bolivia@ie.edu)  
→ [paraguay@ie.edu](mailto:paraguay@ie.edu)

## Portugal / Lisbon

→ [portugal@ie.edu](mailto:portugal@ie.edu)

## Russia & Ukraine / Moscow

→ [russia@ie.edu](mailto:russia@ie.edu)  
→ [ukraine@ie.edu](mailto:ukraine@ie.edu)

## Singapore & Southeast Asia / Singapore

→ [singapore@ie.edu](mailto:singapore@ie.edu)

## South Korea / Seoul

→ [korea@ie.edu](mailto:korea@ie.edu)

## Turkey / Istanbul

→ [turkey@ie.edu](mailto:turkey@ie.edu)

## UAE, Qatar, Bahrain & Kuwait / Dubai

→ [uae@ie.edu](mailto:uae@ie.edu)

## UK & Ireland - London

→ [uk@ie.edu](mailto:uk@ie.edu)

## USA

### Los Angeles

→ [westcoast@ie.edu](mailto:westcoast@ie.edu)

### Miami

→ [southusa@ie.edu](mailto:southusa@ie.edu)

### New York

→ [northeast@ie.edu](mailto:northeast@ie.edu)

## Venezuela / Caracas

→ [venezuela@ie.edu](mailto:venezuela@ie.edu)

If your country is not included, you can contact us via our regional email contacts:

**Africa:** [africa@ie.edu](mailto:africa@ie.edu)

**Middel East:** [mena@ie.edu](mailto:mena@ie.edu)

**Europe:** [europe@ie.edu](mailto:europe@ie.edu)

[www.ie.edu/offices](http://www.ie.edu/offices)





## **Top Management Programs**

Ms. Yvonne Sánchez  
Associate Director  
Tel.: + 34 91 568 96 62  
E-mail: [Yvonne.Sanchez@ie.edu](mailto:Yvonne.Sanchez@ie.edu)

## **Online Programs**

Ms. Dolores Pérez-Lafuente  
E-learning Director  
Tel.: + 34 91 787 51 15  
E-mail: [programas\\_online@ie.edu](mailto:programas_online@ie.edu)

## **International Executive Programs**

Ms. Karolina Cintron  
International Executive Programs  
Manager  
Tel.: +34 91 568 96 69  
E-mail: [Karolina.Cintron@ie.edu](mailto:Karolina.Cintron@ie.edu)

## **IE Law School – Executive Education**

Mr. Carlos de la Pedraja  
Director. IE Law School - Executive  
Education  
Tel.: + 34 91 568 95 55  
E-mail: [Carlos.Pedraja@ie.edu](mailto:Carlos.Pedraja@ie.edu)

[www.execed.ie.edu](http://www.execed.ie.edu)  
[execed@ie.edu](mailto:execed@ie.edu)  
[@IEExecEducation](https://www.instagram.com/IEExecEducation)  
[linkedin.com/company/ie-executive-education](https://www.linkedin.com/company/ie-executive-education)



business  
school  
Executive Education

[www.execed.ie.edu](http://www.execed.ie.edu) | [execed@ie.edu](mailto:execed@ie.edu)

[@IEExecEducation](https://www.instagram.com/IEExecEducation)

[linkedin.com/company/ie-executive-education](https://www.linkedin.com/company/ie-executive-education)