**Executive Education.** It’s how business schools describe the way they help organisations meet their training and development needs.

But, for us, the term falls short of what Alliance Manchester Business School (Alliance MBS) can deliver. For us, executive education is about more than simply educating executives, it’s about partnerships, understanding and collaboration. It’s about finding innovative ways to apply our original thinking to the challenges of the modern business world. It’s about sharing what we discover about business with people that can use it.

We draw on more than 50 years of internationally renowned business research and extensive industry experience to create tailored open and customised programmes that have a real impact on individual and business performance.

So, whether you want to transform the way one person works, inspire a group to think differently or drive change across a whole organisation, a partnership with Alliance Manchester Business School will help drive your business forward.

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**Five reasons to choose Alliance Manchester Business School**

**Partnerships**
We work closely with you to understand your business, clarify your requirements and select the perfect programme for you. This approach has led to highly successful, mutually beneficial partnerships with clients including BP, Al-Futtaim, ICBC and the NHS, among many others.

**Pedigree**
As part of the internationally renowned University of Manchester, home to numerous past and present Nobel prizewinners, we can draw on expertise from a wide range of disciplines to develop unique programmes that address the specific challenges of your business, sector and industry.

**People**
Our academics and business experts are handpicked to deliver each programme, matching their research and experience to your development needs, while our support team ensures that your time with Alliance MBS – before, during and after your course – is valuable, enjoyable and stress-free.

**Places**
We are the only business school in the UK with six international centres and the ability to deliver executive education programmes wherever our clients are based to the same high standard you would expect in Manchester.

**Purpose**
Because we work for, and with, businesses everyday, our original thinking is grounded in commercial reality, ensuring our executive education programmes are credible, relevant and can be applied to real business issues.
A spirit of innovation and creativity that can only come from Manchester.

"Original thinking informs everything we do, but having an original idea is not enough. It has to make a difference to the way people think about, study and do business. It has to make an impact."

Professor Fiona Devine OBE
Head, Alliance Manchester Business School

www.mbs.ac.uk/executive-education
With a reputation that reaches across the globe.

Original
Manchester is a city of firsts – the first computer, the splitting of the atom, and now, the discovery of graphene, the first super-material of the 21st century.

As one of the first two business schools to be established in the UK back in 1965, Alliance MBS continues Manchester’s pioneering tradition.

Thinking
Today Alliance MBS is the country’s largest campus-based business and management school, delivering original thinking and teaching, informed by—and informing—the contemporary commercial environment. We’re the UK’s leading centre for business research (2008 RAE), which we apply directly to businesses through our executive education programmes.

Our campus, like our expertise, is not confined to the UK. Our academics come from more than 40 countries and teach across our six international centres, ensuring our programmes benefit from first hand knowledge and experience of international business issues and environments.

Applied
Lots of business schools can offer clients world-class academics, a great pedigree, extensive links with the business community or a track record of success in executive education. Alliance MBS is the only one that can offer all of that—with added Mancunian creativity, innovation and personality.

As part of the world-renowned University of Manchester, home to 25 past and present Nobel prizewinners, Alliance MBS can draw on expertise from a wide range of disciplines, allowing us to create distinctive programmes delivering exactly what our clients need.

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In a rapidly changing global oil market the need to develop and deploy new technologies to remain competitive required a different way of thinking among BP’s current and future leaders. The ability to manage large projects effectively, professionally and consistently across the business became a key part of BP’s strategy as they entered the 21st century.

In 2006 BP and MBS developed a 12-month blended learning programme for senior project managers which was built around MBS’ world-class project management and leadership expertise, but was also firmly grounded in BP’s specific business, strategy and challenges. To date, over 400 people have completed the Managing Projects programme.

“The programme has changed the project management culture within BP completely, and the cascade effect of those first cohorts is clear throughout the organisation. We’ve had to adjust the beginning of the programme for subsequent cohorts as they are already demonstrating the thinking, skills and behaviour that the programme is designed to develop. It shows that if you get your top 10% going in the right direction, the rest will follow naturally.”

Jim Moore
BP Director, Managing Projects Programme

The new executive education centre will be available in 2018.
When people talk about ‘return on investment’, it’s usually in terms of increased profits, higher salaries or greater output. Direct, tangible results that can be easily identified, measured and displayed in columns in an annual report.

Investing in executive education can, ultimately, bring those kind of rewards. However, it’s the less tangible, indirect results that really impress our clients – changes in attitudes, behaviour, thinking and culture – things that have a long-term positive impact on the way organisations work, now and in the future.

To see how Alliance MBS has delivered real benefits to our clients’ organisations, visit www.mbs.ac.uk/executive/clients
That can take your business in a completely new direction.

Immediate impact
Our programmes give employees theoretical approaches and practical tools to help them think differently, question existing ways of working, solve problems and take on new challenges.

What they learn on their course can be directly applied in the workplace from day one, helping to inspire others, create a sense of shared leadership and drive change across their organisation.

In the past ten years over 20,000 delegates – and their employers – have reaped the rewards of our rigorous and challenging programmes.

Benefits to employers:
- Inspires delegates, bringing new ideas and a global perspective to the organisation
- Offers tailored solutions to business issues, building on our research expertise
- Promotes culture change and a collaborative approach leading to stronger internal networks
- Motivates and incentivises staff
- Helps retain the best employees
- Provides flexibility in delivery, minimising workplace disruption
- Opens doors to further collaboration with Alliance MBS
- Helps develop teams using the tools, techniques and ideas their manager brings back to the workplace.

Benefits to delegates:
- Inspires new ideas and ways of working
- Gives time away to think about working on the business, not just in the business
- Offers excellent networking opportunities during and after the programme
- Helps transition to a new role or department
- Enhances understanding of the bigger business picture
- Provides a practical toolkit to boost business and personal performance
- Suited to different styles of learning, ensuring delegates get the most from a programme.

Drawing on our expertise in global retail, leadership and business innovation, MBS worked with Dubai-based Al-Futtaim Group to create a bespoke development programme designed to help the company achieve its ambitious growth and expansion targets. As well as equipping current leaders with strategic leadership capabilities, and creating a culture of knowledge sharing and consistency across the Retail Division, the programme included group projects designed to directly address Al-Futtaim’s specific challenges. To date the programme has achieved satisfaction ratings of over 90% and played a key role in achieving planned growth targets and delivering real business improvements. One REM project, looking at ways to address logistical issues associated with new store openings, has the potential to generate approximate cost savings of AED 100 million by 2017.

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Group HR Director Retail, Al-Futtaim

What we really enjoyed about working with MBS was the ability to customise the content of the programme to what we wanted to achieve. We could have purchased an off-the-shelf product, but by helping to shape the programme, we could ensure that it has a direct impact on our business. Our managers now have a wider perspective of our organisation and the markets we operate in, and have supplemented their local expertise with a broader global understanding of retail trends.”

Fernando Casadevall
Group HR Director Retail, Al-Futtaim

Al-Futtaim Group
Retail Executive Masterclass (REM) programme
When we develop your programme, we listen.

At Alliance MBS, we don’t believe in providing ‘off the shelf’ solutions. As consultants and advisors to private, public and third sector organisations across the world, our experts know that each company has its own unique culture, values, ambitions and concerns. What works for one does not necessarily work for another.

To see our full range of programmes, visit www.mbs.ac.uk/executive/programmes
Then we work with you to get it right.

Selecting the right solution for your development needs

Open programmes
Highly successful open courses based around our teaching and research strengths and focused on the management issues that matter to business – leadership, strategy and commercial skills.

Customised programmes
Tailored training solutions, co-created with clients, that draw on relevant expertise from across the school and the wider university to address specific organisational development requirements.

Consultancy
Advice and consulting projects delivered at strategic, policy and operational levels. Experts working on your project are handpicked, matching their research and experience to your business issue.

Working together
During a customised programme, we work closely with our clients to get to the heart of their business. By leading with your issues and challenges and not our academic content, we make sure that we address the root cause, not just the symptoms. Before we develop a proposal, we get a thorough understanding from you of how your organisation works and what you’re trying to achieve. We then work together to find the best way to apply our knowledge and experience to help boost your business performance.

Our aim is to provide more than just a training course; we want to create lasting, mutually beneficial partnerships that transform working practices, drive change and help organisations succeed in an evolving global marketplace.

Programmes can be delivered at our global centres.

At the end of 2014, Dr. Oetker began a project to scope out the future for pizza globally, with no boundaries to the scope of innovation needed to be successful in Europe, America, Asia and Africa. The company approached several key international universities with a view to utilising their students, their academic teams and their know-how and selected Alliance MBS to work on the project with them.

“We were impressed with how receptive, enthusiastic and keen to work with us on the project Alliance MBS were. We found their professionalism, flexibility and creativity quite inspiring and infectious. We have been delighted with the standard of work and support we received from the Alliance MBS consulting team, academics and students.”

Peter Franks
Managing Director, Dr. Oetker (UK) Limited

Dr. Oetker
Business and management consultancy project
Learning journey.

The Alliance MBS experience starts from the minute you pick up the phone to the end of your course—and beyond. At every stage of your executive education journey we make sure you have access to the expertise and service you need to guarantee an outstanding learning experience.
For more details on how we support our clients before, during and after their programme, visit www.mbs.ac.uk/executive/learning-journey

Original Thinking Applied

We get to know you and your organisation inside out and work with you to develop the best solution for your development needs.

We choose Alliance MBS experts with specific knowledge and experience that matches your requirements, and ensure they can deliver the right programme in a way that suits you—however you prefer to learn and wherever you’re located.

At the end of their programme delegates become part of our Executive Education Network, continuing their links with the business school through events and regular networking opportunities.

Many of our clients go on to forge long-term, mutually beneficial partnerships with Alliance MBS. This allows them to tap into the wealth of talent and expertise within the school and get involved in a range of activities with our students and academics from collaborative research to internships.

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Our commitment to your organisation’s development and our programme design doesn’t end when your course does. Through our post-programme evaluation process we can fine-tune the course so that it adds even more value to the next cohort of delegates, and identify other areas of development for the future.

Our highly experienced administration team ensures everything runs smoothly, behind the scenes, from booking hotels to sending out joining instructions to organising social events, to make your Alliance MBS experience as enjoyable and stress-free as possible.

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Your programme.

Business is changing. Organisations are working smarter and demanding different behaviours and skills from their managers. Expectations of leadership development are increasing. People want more than a training course; they want a learning experience that will resonate with them, develop with them and most importantly, stay with them long after the programme has finished.

At Alliance MBS, our open programmes are the start of a lifelong connection with us.

To see our full range of programmes, visit www.mbs.ac.uk/executive/programmes
Our journey together

Our open programmes give aspiring, new and experienced managers opportunities to engage with Alliance MBS and each other as their career develops, focusing on the management issues that matter. We believe there are three key areas that anyone within an organisation needs to have a handle on: Leadership and working with teams, strategy – what we’re doing – and commercial skills, around project management, negotiation, legals and financials, provide the bedrock for all our great learning experiences.

Tailored content, not just tailored courses

You don’t need to create a bespoke course to get a bespoke service. Even our open programmes are customised to help you achieve your objectives. Whether you are an individual or an organisation, our experts will work with you to define your exact training and development needs and ensure that, whichever programme you choose, the content reflects your challenges and your individual or organisational goals.

A lifelong connection

Our open programmes bring together delegates from different organisations giving you the opportunity to network and share best practice while you learn. As soon as you start a course, you become part of our Executive Education Network. You’ll receive regular updates on our ground-breaking research, new programmes and innovative events, as well as the opportunity to join us at our Executive Education Network Conference where you can rekindle friendships, discuss the latest business thinking and draw on the knowledge and experience of your growing network of peers.

Karen Ogborn attended Alliance MBS’ High Value Managers programme, a two week highly interactive open course for experienced managers who need to get to grips with the latest thinking on business and management.

“...I have a better understanding of the breadth of role of a leader, how this changes depending on what you are trying to achieve, and the importance of time spent looking at how your business runs not just doing the job. I believe I’ve become more confident in my role since the course, I’ve had something outside of my work experience to offer in discussions and this has been respected and taken on board by colleagues.”

Karen Ogborn
Head of Performance, Crimestoppers Trust
High Value Managers delegate
Face-to-face contact is vital in any learning situation. Lively discussions, sharing ideas, debating points and getting immediate feedback are all important factors in how we understand, retain, and learn to use, new information.

At Alliance MBS we realise that delegates’ time is valuable and a purely classroom-based programme may not be practical or desirable for many clients.

Share ideas with business experts and other delegates.
Even when they’re not around.

In today’s fast-paced, technology driven business world, people need a learning experience that fits round their busy lives, that they can engage with when and where they want, and that combines the advantages of face-to-face contact with the flexibility of blended learning.

Blended learning – where residential workshops are combined with online support and activities to allow more time to debate the complex, difficult issues face-to-face.

Following the integration of their legal and contracts departments, Thales worked with MBS to develop an innovative learning and development programme for current and future leaders aimed at unifying and professionalising the contract management function, developing personal leadership skills and improving performance. The programme combined residential workshops, online support, reflective practice and the use of novel open space activities. The modules were designed to support delegates’ professional development and provide Thales with valuable feedback on their current working practices, as well as building a community of practice for the contract management system.

The programme is aimed at getting Contract Managers to think about their role and the value they bring to Thales. It challenges them to ‘up their game’, and gets them to think about the commercial aspects of a project throughout the entire lifecycle (demand side and supply side) not just after contract signature. After all, with the global economy the way it is, good commercial management should be a source of competitive advantage to Thales.

Dave Harrop
Head of Contracts, Thales eSecurity, EMEA
Our academics offer the latest in business thinking.

All of the experts teaching on our courses are at the forefront of business and management research that influences opinion and affects decision-making at the highest level.
We don’t just study business, we do business

Alliance MBS academics come to Manchester from all over the world, bringing a wealth of cultural and business knowledge to our executive education programmes. Many have worked in industry before joining Alliance MBS. Some have written textbooks, won prestigious international awards, edited academic journals or provided expert opinion to the world’s media. All are actively engaged with local and global organisations as colleagues, advisors, consultants or research collaborators, ensuring our programmes are relevant, up-to-date and reflect the contemporary business world.

Wherever our academics come from, they all share a uniquely Mancunian desire to see and do things differently.

Our experts include:

- Dr Mark Batey
  Creativity

- Dr David Lowe
  Commercial management

- Professor Chris Bones
  Organisation and change strategy

- Professor Graham Winch
  Project management

- Professor Naomi Chambers
  Healthcare management

- Dr Nick Clifford
  Third sector

- Irene Roele
  Strategy

MBS health academics designed the first NHS management training scheme more than 50 years ago which, to date, has contributed to the development of over 3,000 healthcare managers. Today, we have one of the largest teams researching public sector policy and management in the UK and are part of a consortium of internationally renowned academic institutions and high performing firms delivering the NHS Leadership Academy’s foundation, mid and senior level leadership programmes benefiting up to 5,000 NHS staff.

“When setting my personal development plan as part of the programme, I have felt supported to challenge myself further than I have done before.”

Moira Livingston
Clinical Director Improving Capability,
NHS Improving Quality

NHS Leadership development
Alliance MBS is one of the first business schools in the UK.

Established in 1965, we have an enviable worldwide reputation and an unrivalled global footprint, with more international centres than any other business school in the UK.

We’re not talking about shared space in partner universities staffed by agency academics either. You’ll find MBS campuses with genuine MBS staff delivering exactly the same high quality programmes you find in Manchester – complete with added local knowledge.

For more information about our international centres, visit www.mbs.ac.uk/executive/global
We know today’s global executives are constantly on the move, so we fly our academics around the world to deliver our executive education programmes in the most convenient business locations. We also handpick local business experts to ensure our programmes benefit from on-the-ground knowledge and experience. Wherever your programme is delivered – in Manchester, Dubai or Shanghai – you are guaranteed the same high standard executive education you expect from a world-class business school.

International centres
Our international centres span five continents, bringing together renowned Alliance MBS academics and local business experts to deliver high-quality programmes with a global perspective.

Brazil – MBS has a presence in Sao Paulo, Brazil’s financial centre.

Dubai – Based in the Dubai Knowledge Village, the UAE’s renowned ‘knowledge hub’, MBS is at the heart of one of the world’s most vibrant economies.

Hong Kong – We have more than 20 years’ experience of delivering programmes in Hong Kong, the financial and educational hub of East Asia.

Manchester – In the heart of the original modern city and part of the historic University of Manchester, Alliance MBS’ new executive education centre is due for completion in 2018.

Shanghai – We enjoy a city-centre location in the world’s largest emerging economy, demonstrating our commitment to delivering world class business education in China.

Singapore – Located in the heart of the central business district, MBS Singapore has been providing outstanding global programmes since 1999.

Alliance MBS supports over 6,500 students worldwide across its centres.

Industrial & Commercial Bank of China
MSc in Executive Management (Banking)

MBS banking specialists worked with ICBC to design a unique accredited overseas study programme for ICBC managers that combines robust academic study, practical global business experience and cultural immersion activities. Over three years, the partnership with MBS strengthened the international reputation and awareness of the ICBC brand, and equipped future leaders with the strong leadership and strategic vision they need to head up new overseas branches and drive the organisation forward in its large scale internationalisation programme.

"I was not convinced by the benefits that I would get from this course before I came to Manchester but it has exceeded all expectations and really pushed me. Coming to the UK to study, meeting people of different backgrounds and different cultures, and especially experiencing business in the UK through an internship, has given me confidence that in future I can work with foreign employees within ICBC and be involved in our internationalisation strategy."

Derek Tang
ICBC student
What our clients say

Don’t just take our word for it.

In the executive education team at Alliance MBS, we’re proud of the lasting, mutually beneficial partnerships that we have with individuals and businesses who work with us. The measure of our success (and what makes us come to work each day) is the impact our programmes have on them and their working lives.

“To find out more about our clients’ experiences, visit www.mbs.ac.uk/executive/clients-testimonials”

“MBS really listened to us. Over six years, we worked together to design, improve and refine our senior management development programme, leaving us with a more motivated and savvy team each time.”

Sue Betts
Learning and Development Manager,
SITA UK

“I signed up to the course thinking I’d learn about various aspects of business, things that I definitely felt I needed to know. The course really did deliver on these expectations. What I hadn’t realised I’d gain, was the insights not just from the speakers, but the insights from the delegates themselves.”

Robert Bieniasz
Managing Director, Glancy Fawcett

“It has increased my confidence and knowledge of business issues, along with wider aspects of strategic management – which was immediately recognised by my work colleagues.”

Sara Collen
Infrastructure Project Manager,
Ministry of Defence
Interested? We’d love to discuss how we can help you.

At Alliance MBS, we offer so much more than outstanding management training courses and programmes. Established in 1965, we have over 50 years’ experience of working in partnership with our clients to develop unique executive education programmes which inspire leaders, change culture and transform business.

Call
+44 (0)161 275 6459

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www.mbs.ac.uk/executive-education

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