Tuck Executive Program
2013

July 13-August 2
“The Tuck Executive Program made me think intensely about business and myself. I left the program a better, more knowledgeable, and capable leader.”

Noryl Marketing Manager,
SABIC Innovative Plastics (Formerly GE Plastics)

Excel at the Next Level.

Your career has been marked by achievement. Now you’re ready to move ahead. To transform yourself. To transform your teams. To transform your organization.

The Tuck Executive Program (TEP) is a comprehensive, senior-level executive development experience that emphasizes a strategic leadership perspective.

At three weeks, TEP is the shortest of the elite programs, as noted in a Wall Street Journal survey of advanced management programs at select business schools.

For more than a century, Tuck at Dartmouth has meant management success.

Now it’s your turn to excel.
Think Like a Leader. TEP inspires you to take a hard look at every aspect of business and the way you lead. You will broaden your knowledge across core functional areas. You will expand your strategic mindset and vision. You will also look inward because TEP places an unequaled emphasis on your leadership transformation. The end result: a confident executive who can transform the organization and lead it toward growth, innovation and change.

“TEP is a world-class learning experience that challenges senior executives to become more effective leaders.”

Vice President, The Boeing Company
“My three weeks at TEP exposed me to new ideas and concepts and forced me to think in innovative ways about business—and myself. I came away from Tuck with the necessary skills to make the step up from VP to COO of the organization.”

Chief Operating Officer, Hershey Entertainment & Resorts Co.

Optional pre-program review sessions in accounting and financial analysis are available and included in the program fee.
Looking Outward: Managing Growth, Innovation & Change

- Cross-Border M&A
- Strategic Negotiation
- Strategic Customer Management
- Managing Market Leadership
- Innovation Strategies and Execution
- Implementing New Ventures
- Measuring Strategic Performance
- Why Smart Executives Fail
- Leading in a Crisis
- Leadership & Personal Responsibility
“The deep immersion into the challenges that business leaders face during the three weeks of TEP inspired me and made me a better leader. I appreciated the personalized touch by faculty and staff—it is exceptional and sets Tuck apart.”

President and Chief Operating Officer, Andersen Corporation
Where Strategy Meets Leadership.

As part of a broad, strategic general management experience, TEP emphasizes your personal leadership transformation.

Before coming to TEP
You will undergo a 360-leadership assessment with input from managers, peers, direct reports, and others who’ve had experience with you in a leadership role.

During TEP
You will participate in leadership workshops with Tuck professor Pino Audia; Marshall Goldsmith, a leading authority on how successful leaders change; and Action Learning Associates, specialists in linking team leadership to business strategy. You will also practice peer coaching based on the leadership assessments.

After TEP
You’ll return to your organization with a plan to hone your leadership skills and improve the strategic functioning of your teams for overall organizational performance.
“It’s not only about being aware of what is changing around you, it is about stepping up to do something about it. And having the tools to do it.”

TEP Faculty Director Sydney Finkelstein
Associate Dean for Executive Education

Access the Best.
You will work with the same faculty who make Tuck’s MBA program one of the world’s highest ranked. They are involved, accessible, and dedicated to your development as a leader. They will challenge you to think differently—about yourself, your business, and how you lead.

TEP Faculty Director
Tuck Professor Sydney Finkelstein is recognized for his extensive research on strategic leadership, top management teams, and strategic decision-making.

Known for its personal scale and retreat-like learning environment, the Tuck School of Business is located on the Dartmouth College campus in Hanover, New Hampshire, a region of spectacular natural beauty.

Peer learning happens naturally here. The opportunity to interact with a select group of participants from top global companies is a powerful component of the TEP experience.

This intense educational interaction provides fresh perspectives and unique insights on the challenges facing today’s business leaders. TEP participants leave Tuck with a lifelong network of friendships and business contacts.

“... An unparalleled opportunity to learn, reflect, and refine my leadership strategy.”

Vice President, Customer Care and Information Technology, Time Warner Cable
Company Sponsorship.

Turn your high-performers into great leaders.

TEP helps make your talent development initiatives successful by giving your senior managers the tools, knowledge, and mindset they need to inspire others and drive breakout performance in all areas of the organization.

A typical TEP participant is sponsored by senior executives from within the organization and relieved of job responsibilities during the program.

Representative Companies and Organizations

Alcoa
Andersen Windows & Doors
Anglo-American plc
B&H Systems
Bühler ingesheim GmbH
BP
Brooks Sports, Inc.
Campbell
CIT
Eaton Corporation
Flagstone Reinsurance
Genzyme
Guardian Industries
Hersey
HiTech
Hollisworth & Vose Company
Industrial Contractors Stamba
Intel
MCA Corp
Motor Controls
Kontak
Lloyd’s TBS Bank
Mage Clinic
Mathonics, Inc.
Mizu & Co.

Genzyme
Guardian Industries
Hersey
HiTech
Hollisworth & Vose Company
Industrial Contractors Stamba
Intel
MCA Corp
Motor Controls
Kontak
Lloyd’s TBS Bank
Mage Clinic
Mathonics, Inc.
Mizu & Co.

Occidental Oil & Gas Corp.
Onix
PG&E
Rolls-Royce
SABIC Innovative Plastics
Sandvik (US Plants)
Sauve GIRART
States Street Corporation
Sumitomo Corporation
Terra Raine, Inc.
TomTom
UTC

“The senior managers Flagstone has sent to TEP over the years have returned as better strategic thinkers and stronger leaders.”

Founder and former Chairman, Flagstone RE
The scope of your managerial experience and career trajectory determine admission to TEP. TEP enrolls high-caliber managers, usually with 10-15 years of management experience, whose careers have been marked by achievement and who have just reached, or are about to reach, significant general management leadership responsibilities. Participants come from a broad range of functional backgrounds and represent a richly diverse mix of global organizations, industries, and countries. Fluency in English is required to participate in the active, collaborative learning process for which Tuck is known.

**Is the Tuck Executive Program Right for You?**

<table>
<thead>
<tr>
<th>Program Focus</th>
<th>Integrated, Balanced</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategy</td>
<td>37%</td>
</tr>
<tr>
<td>Leadership</td>
<td>30%</td>
</tr>
<tr>
<td>General Mgmt</td>
<td>33%</td>
</tr>
<tr>
<td>and Finance</td>
<td>19%</td>
</tr>
</tbody>
</table>

**Typical Participant Mix by Industry**

- Manufacturing/Heavy Industry: 15%
- Construction: 6%
- Government/Military: 6%
- Financial Services: 6%
- Pharmaceutical/Healthcare: 6%
- Energy/Utilities: 6%
- Chemical: 5%
- Professional Services: 5%
- Entertainment/Leisure/Media: 5%
- Technology/Engineering: 3%
- Agribusiness: 2%
- Nonprofit: 2%
- Aerospace and Transportation: 1%
- Oil and Gas: 1%
- Technology: 1%
- Engineering: 1%
Enrollment in TEP is limited. Apply online at www.tuck.dartmouth.edu/tep. You can also download an application from the website. Early application is highly recommended.

The program fee of $33,000 includes tuition, books, materials, most meals, and accommodations on the Dartmouth College campus.

If you have questions about the appropriateness of TEP for yourself or other executives in your organization, please contact Valerie Davio at 603-646-2839 or at Valerie.Davio@dartmouth.edu.
“The combination of best practices in business, strategy, and leadership is transformational. I recommend the TEP experience.”

Vice President, The Boeing Company

For more information about our programs or registration details, please contact:

Valerie Davio
Tuck Executive Education at Dartmouth

Tel: 603-646-2839
Fax: 603-646-1773
Valerie.Davio@dartmouth.edu
www.tuck.dartmouth.edu/tep