

Consortium programs bring together high-achieving executives from major organizations to learn, share best practices, and network in a dynamic learning environment.



Consortium programs combine the features of both custom programs and open enrolment programs. Participating companies can influence subject content as well as the timing of the programs. They share in the costs of program design and delivery, resulting in a highly cost-effective learning experience.

But the real value comes from consortium members learning from each other, sharing best practices, and gaining insights into how the consortium partners tackle issues in different ways.

Ivey works closely with clients to create consortium programs. Once a consortium of organizations has been established, we collaborate with the member companies

to work out the structure, content and timing of the program. Consortium programs typically comprise 30-35 executives from 5-8 non-competing organizations who face similar issues and challenges. Organizations enroll between 5-8 executives in any one program.

## Benefits of Ivey's Consortium Programs

- Strengthen leadership capabilities
- Push strategic thinking to a new level
- Attain a cross-enterprise management perspective
- Learn global & cross-industry best practices
- Understand how to lead and manage change
- Network with other high-achieving executives

“Our experience in working with Ivey on the consortium programs has been extremely positive in terms of the level of consultation with the faculty, world-class campus facilities, and the friendly and professional attitude of the staff. The feedback we have received from participants has been positive and the application to the workplace is high.”

**Steve Tait**  
Head of Human Resources, Asia-Pacific  
HSBC

“Ivey's excellent executive program was of the highest quality in every respect, from faculty to course content and administrative support. I particularly liked the Ivey case study method, which relates the theories and concepts taught to real-life examples.”

**Richard Howell**  
Head of Corporate Safety  
Cathay Pacific

Besides working with organizations to build consortium programs from the ground up, Ivey also offers two well-established and popular consortium programs which are run every year at our Hong Kong campus: the **Ivey Consortium Executive Program (ICE)** for senior executives, and the **Accelerating Management Talent Program (AMT)** for mid-level managers. These programs are described below:

<b>Ivey Consortium Executive Program (ICE)</b>	<b>Accelerating Management Talent Program (AMT)</b>
<p><b>Description</b></p> <p>The ICE program increases the organizational leadership and strategic management skills of senior executives. Taking a general management perspective, the program enhances participants' ability to formulate winning strategies and align organizational structure and strategy. This 12-day program consists of 4 modules and is delivered over a 7-month period:</p> <ul style="list-style-type: none"> <li>• <b>Leadership &amp; Management of Change</b> (Sept. 23-25, 2009)</li> <li>• <b>Strategic Analysis &amp; Action</b> (Nov. 24-26, 2009)</li> <li>• <b>Managing Financial Performance &amp; Resources</b> (Jan. 19-21, 2010)</li> <li>• <b>Strategic Marketing Planning</b> (Mar. 10-12, 2010)</li> </ul>	<p><b>Description</b></p> <p>The AMT program increases the business unit leadership and strategic thinking skills of high-potential mid-level managers. Participants will gain a cross-functional perspective and learn the keys to effective execution of corporate or business unit strategy. This 12-day program consists of 4 modules and is delivered over a 6-month period:</p> <ul style="list-style-type: none"> <li>• <b>Leading High Performing Teams</b> (Oct. 19-21, 2009)</li> <li>• <b>Strategic Analysis &amp; Action</b> (Dec. 2-4, 2009)</li> <li>• <b>Managing Financial Performance &amp; Resources</b> (Feb. 2-4, 2010)</li> <li>• <b>Competitive Advantage Through Market Leadership</b> (Mar. 15-17, 2010)</li> </ul>
<p><b>Key Learning Objectives</b></p> <ul style="list-style-type: none"> <li>• Enhance personal and organizational leadership abilities</li> <li>• Learn to lead major change initiatives</li> <li>• Acquire frameworks to develop sound competitive strategies</li> <li>• Learn to use financial analysis in decision-making</li> <li>• Understand how to create competitive marketing strategies for growth and profitability</li> </ul>	<p><b>Key Learning Objectives</b></p> <ul style="list-style-type: none"> <li>• Learn to manage teams for exceptional performance</li> <li>• Expand personal and professional effectiveness</li> <li>• Understand strategic analysis and implementation</li> <li>• Learn to analyze financial performance</li> <li>• Understand how to identify &amp; assess market opportunities</li> </ul>
<p><b>Target Audience</b></p> <p>Executives with ten or more years of management experience. It is assumed that participants of this program have a role in the development of organizational or business unit strategy.</p>	<p><b>Target Audience</b></p> <p>High-potential managers, technical professionals and functional specialists with 5-10 years of management experience. Participants are involved in the execution of organizational, business unit or functional area strategy.</p>
<p><b>Class size</b></p> <p>Typical class size is 30-35 executives from 5-7 organizations. Each organization enrolls 5-8 executives.</p>	
<p><b>Deadlines</b></p> <ul style="list-style-type: none"> <li>• ICE Program: Aug. 21st, 2009, or when enrolment reaches 35 persons, whichever comes first</li> <li>• AMT Program: Sept. 18th, 2009, or when enrolment reaches 35 persons, whichever comes first</li> </ul>	
<p><b>Costs</b></p> <ul style="list-style-type: none"> <li>• US\$8,700 per participant</li> <li>• One-time US\$3,000 organizational membership fee for new member organizations</li> </ul>	

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