



# Executive Education

## Online Programmes for Organisations

Access the Business School  
for the World, Anywhere®

# Four Reasons to Choose an INSEAD Online Programme

## 1 Learn



### High-impact Learning Experience

Through outstanding design and delivery, INSEAD's online programmes build upon our world-class faculty's ability to convey very complex concepts in the simplest yet most comprehensible way.

- Content designed specifically for the online format, including short high-impact videos
- Professional, high-quality video lectures
- Use of relevant and engaging examples and short case studies from a wide range of industries.

## 2 Interact



### Multi-dimensional Interactions with Peers, Faculty & Learning Coaches

The video lectures are complemented by a rich set of interactive elements, including short quizzes, simulated exercises, online discussions and personal reflections. Through these interactions, we build a community of faculty, learning coaches and diverse, high-quality global executives who learn together as a group - one of INSEAD's strengths.

## 3 Apply



### Real-time Application for Immediate Impact

**Action Learning Projects (ALP)** are a core element of the online programmes, designed to increase business impact. The guided 'real-world assignments' feature of the programmes encourages participants to take newly acquired skills and apply them within the context of their actual job and organisation. The projects are closely aligned with the learning in the programme and benefit from the learning community, with feedback from the learning coach and from peer review.

## 4 Certification



### Official recognition from INSEAD

Upon successful completion of all programme activities, combined with satisfactory grades on the final assignment, participants are awarded an official Certificate of Completion from INSEAD, which they can also showcase on their LinkedIn profile.

# How do you effect organisational change at scale?

To keep ahead of today's volatile and competitive global market your organisation needs to adapt to changing times. Your people need the vision, the leadership competencies, the alignment and the agility to design and execute new strategy. And deliver competitive edge.

But how can you transform the capabilities of your entire organisation?

How do you fully engage your people? And ensure that their learning translates into real impact?

How do you drive organisational change at the speed of global business, without incurring spiralling costs?

INSEAD offers a world-class portfolio of award-winning online programmes. Programmes that address the most pressing business challenges of today.

Leveraging INSEAD thought leadership from our renowned faculty, our deep expertise in executive education, together with cutting edge online learning platform and best-in-class pedagogy, our programmes are unique anytime anywhere learning experiences. We deliver unparalleled results, for your people and for your business.



\*Based on a survey conducted in June 2019 with a sample from INSEAD Online programmes' past participants

# Choose the format that works for your organisation

**Online Programmes for individuals**

INSEAD offers a comprehensive portfolio of readily accessible, award-winning online programmes that address the most critical business challenges of today. Our open online programmes are designed for executives from a broad diversity of industries, geographies and sectors: all of them different players facing similar challenges. Your executives or teams become part of a diverse cohort of participants, and can leverage state-of-the-art interactive spaces to share, exchange and debate new ideas and concepts with leaders from other organisations, sectors or geographies. This dynamic interchange and peer interaction, enriched by learning coach feedbacks, empowers them to try new approaches, adopt new perspectives and broaden their understanding.

**Online programmes for small teams**

Within each of our open online programmes there is the option to create a private, focused learning environment for your own team. Although your participants will be exposed to the much of the same content as open programme participants, you can create private spaces for your team to discuss and exchange ideas and learnings, to protect your organisation's confidentiality.

The programme can also be partially customised to focus on your company's specific challenges or objectives. You have the option to customise the programme language, your team discussion forum and Action Learning Projects – our weekly hands-on assignment and evaluation process – so that they align to your particular needs. Action Learning Projects can be delivered individually or as a team.

When you opt to create a private cohort within an open online programme, you also have the option of individual or group coaching for your team.

**Customised online programmes for organisations**

Your organisation is unique in its challenges and objectives. Working with you, we tailor an innovative online learning solution that is 100% designed to meet your company's needs and strategic goals. Your dedicated INSEAD team will help you identify pinpoint learning outcomes for your teams via:

- In-depth needs analysis through workshops and interviews
- The best in-class pedagogical design to craft the most suitable solution
- Tight collaboration between INSEAD faculty, our online team and your representatives and business stakeholders.

Your programme, your content. Video lectures and executive interviews that feature in your programme are co-designed with INSEAD faculties and your senior executives and teams. Content is laser-focused on your organisation's challenges and solutions.

**Action Learning Projects** are tailored to your organisation's specific needs. Your executives leverage new understanding, new approaches and break-through thinking around your challenges on an ongoing basis as they progress through your programme.

# INSEAD Cascade Methodology

Transforming people. Transforming your entire organisation.

INSEAD Cascade Methodology is an innovative approach to organisational change that harnesses the power of face-to-face learning and the unparalleled reach and impact of online pedagogy. Cascade delivers unparalleled impact at scale, at speed and cost-effectively.

## How does it work?

INSEAD Cascade Methodology is a multilevel system of capability development programmes that is fully tailored to your challenges and customised to your new strategy. We work with you to design each level of the programme, customising it for different management levels.



### FACE-TO-FACE

The Cascade Methodology starts with an immersive, on-campus learning experience for your senior executives.



### ONLINE

Then we cascade the experience. A range of innovative, fully online modules designed for optimal flexibility can be rolled out across the breadth of your management structure. Deeply engaging and highly motivational learning journeys, our online modules leverage next-generation pedagogy and our best-in-class learning platform to develop skills, boost competencies and effect organisational change across your management strata and teams, at scale, at speed and 100% cost effectively.



### HYBRID

We also offer blended online and face-to-face programmes that harness the flexibility and reach of online learning and complement it with intensive, personalised on-campus experience to deliver immediate, powerful and enduring impact.

# Cascade Learning in action

Harnessing the integrated power of online and face-to-face learning methodologies and technologies means we can reach your entire leadership and management strata to transform organisational capabilities at scale, with speed and true cost efficiency.

Your senior executives build the clarity, the vision and the leadership competencies to articulate change. Your middle

management teams build the skills, the inspiration, the alignment and the motivation to drive that change across your organisation – executing your strategy with agility and impact. And accelerating your competitive edge in a changing and uncertain global market.

Take a look at a typical cascaded programme structure.

## PROGRAMME STRUCTURE & OBJECTIVES

Levels	Key Programme Objectives	On-campus delivery	Online delivery	Number of participants
<b>L1</b> Exec. Level (SVP/ EVP)	<ul style="list-style-type: none"> <li>Shape the future of the company and steer the vision for enterprise wide leadership</li> </ul>	<b>5.5 days:</b> Mainly <b>leadership</b> , with workshops, experiential learning and coaching. Additional content <b>digital strategy</b> and <b>cultural change</b> .	Ongoing leadership coaching	100-200
<b>L2</b> Senior Leaders (VPs)	<ul style="list-style-type: none"> <li>Shift your mindset and ability to lead transformation and business growth in a fast changing environment, with a clear sense of purpose and conviction</li> </ul>	<b>5.5 days:</b> Mainly <b>leadership</b> , with workshops, experiential learning and coaching. Additional content <b>conducting business across cultures</b> .	<b>5 weeks: Strategy in the Age of A.I. and Digital Disruption</b> plus ongoing leadership coaching	100-300
<b>L3</b> Mid Career Leaders (Directors/ Senior Managers)	<ul style="list-style-type: none"> <li>Develop your mindset and ability to navigate and influence for driving change and business results</li> <li>Apply a toolkit for innovation and strategic business execution</li> </ul>	<b>3.5 days:</b> Mainly <b>leadership</b> , based on a personalised leadership profile and coaching. Additional content preparing for online module.	<b>4 weeks: The innovators' method</b> plus ongoing leadership coaching	500-1000
<b>L4</b> Early Career Leaders (Managers/ Individual Contributors)	<ul style="list-style-type: none"> <li>Find your own leadership voice and lead yourself and others to sustained success</li> <li>Develop your business acumen and embrace the complexities of digital transformation, high-paced innovation, and customer centricity</li> </ul>	None	<b>4 weeks: Leading yourself and others</b> <b>4 weeks: Strategy for turbulent times</b>	500-2000

# Choose our premium journey

Deepen the impact of your Action Learning Project (ALP) with more extensive, in-depth coaching

Working closely with your coach throughout the programme, the Action Learning Project is a key cornerstone of the learning journey and impact of our online programmes at INSEAD. They enable you to fully customise your project around a specific need, challenge or opportunity that you or your organisation are facing.

The Premium Journey offers a more extensive, accelerated and in-depth learning coaching that gives you the chance to take your ALP further and translate all the key learnings from the programme into an impactful plan. This additional on-going support after the programme enables you to iterate your project with the support of your experienced learning coach. They will continue to support you until the final coaching session, acting as a sounding board to help you deeply reflect on the concepts and tools and to successfully apply them to your project.

## How will your premium journey differ from the standard learning journey?

	STANDARD	PREMIUM
<b>Touchpoints with an INSEAD Learning Coach</b>	Limited	Extensive
<b>Action Learning Project</b>		
Coaching Guidance on ALP	Formulation	Formulation, Reflection, Refining
Duration	5 weeks to formulate (+ 2 weeks to finalise)	5 weeks to formulate + 2 weeks to finalise + 4 weeks to iterate
Pace	Accelerated	Accelerated and iterative
<b>Access to programme content</b>	6 months from start date	12 months from start date
<b>Price</b>	€2,050	€2,730

To learn more, contact the programme advisor to find out how to upgrade your learning experience at INSEAD. And prepare to take your impact to an entirely new level.

# Corporate Pre-Payment Scheme for Online Programmes:

A Flexible Payment Solution for Organisations

## Optimise your scheduling and budget to develop your talent at scale

Two pre-payment options are available to reserve seats on INSEAD's award-winning online programmes.

Pre-payment options give you the ease and flexibility to schedule your professional development activities in advance. You can plan better, and organise your calendar for maximum impact to ensure your people have access to the right programmes, at the right moment in their career and your business cycle.

Pre-payment options also come with a special fee reduction, meaning that your development budget works harder for you and your organisation. With each option, you have the flexibility to enrol up to 25 executives on one programme session to maximise impact for your organisation.

Alternatively, you match the right programme to the right individual or smaller group to sharpen focus and address highly specific needs and objectives.

We offer two pre-payment packages to organisations.

Option 1: 40 STANDARD SEATS	Option 2: 90 STANDARD SEATS	Option 3: 150 STANDARD SEATS
• Price: €59,600	• Price: €125,100	• Price: €204,000
• 40 standard seats	• 90 standard seats	• 150 standard seats
• Access to INSEAD's complete portfolio of Open Online Programmes for executives and teams	• Access to INSEAD's complete portfolio of Open Online Programmes for executives and teams	• Access to INSEAD's complete portfolio of Open Online Programmes for executives and teams
• Enrolment: up to 25 participants per programme session	• Enrolment: up to 25 participants per programme session	• Enrolment: up to 25 participants per programme session
• Validity: 12 months	• Validity: 12 months	• Validity: 12 months

## Get in touch

Please contact us so we can help discuss your specific development needs and advise which pre-payment package works best for your needs, your schedule and your organisation. We look forward to hearing from you.

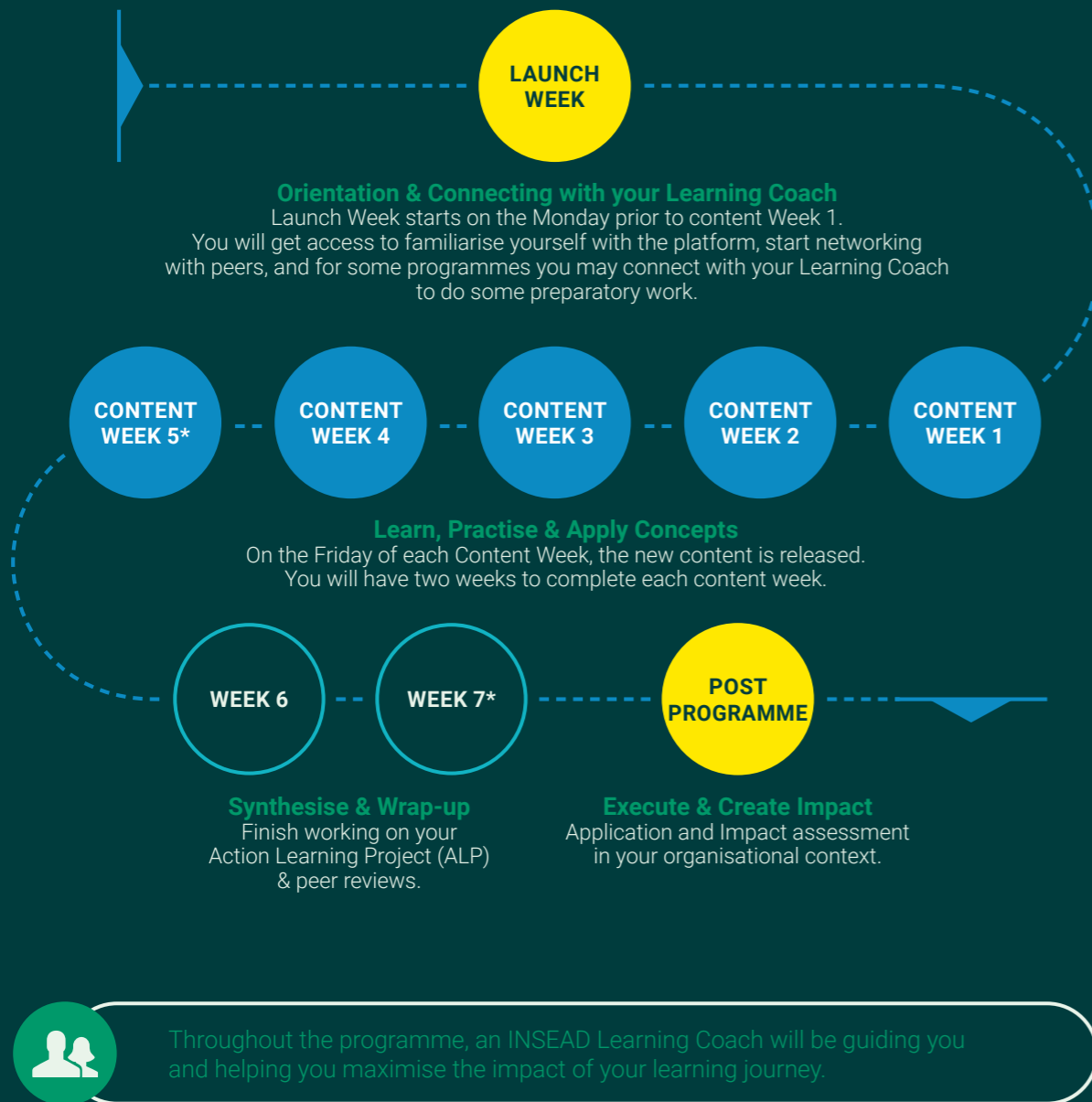
**CONTACT US** For further information, please contact:

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# YOUR ONLINE LEARNING JOURNEY

An INSEAD Online programme's content is usually delivered over **5 or 7 consecutive weeks\***, followed by 2 weeks to finish project work. Each week of content follows a very clear path to facilitate learning for busy executives.

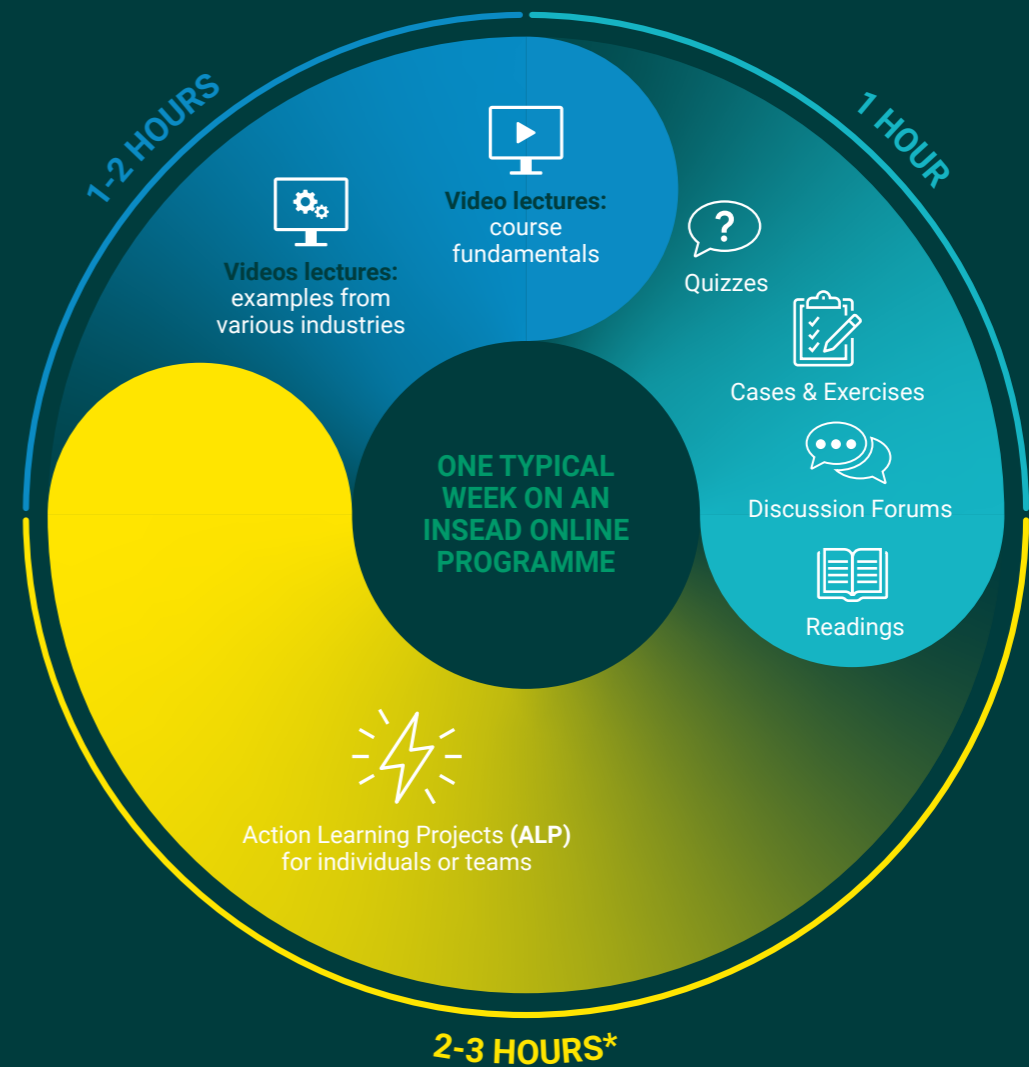


\*Depending on the programme, the duration is 5 - 7 weeks of content + 2 extra weeks to complete project work.

# WHAT DOES A TYPICAL WEEK ON AN INSEAD ONLINE PROGRAMME LOOK LIKE?

Our online programmes combine a number of learning elements to create a balanced blend of learning, interactions and application in the learning journey for participants. The platform allows participants to learn at their own pace during each week, by viewing the content, completing assignments and engaging in discussions.

Participants earn points as they go, with a 'leaderboard' featuring the most engaged participants each week. Every week, questions are posted by participants for the INSEAD faculty, who then respond through just-in-time videos and live calls. On average, the programme takes **4-6 hours per week\***.



\*This is the **recommended** number of hours per week however please note that working on the Action Learning Project (ALP) may require up to two additional hours/week.

# Our online Learning platform:

## Next generation engagement and impact

### Easy to navigate

INSEAD online programmes leverage next-generation online learning technology. Our learning platform is intuitive, easy to use and highly interactive, empowering you to engage fully with content, with faculty and with your peers. You spend your time learning, not learning to navigate our platform.



### Learn at your pace

Content is released week by week, giving participants a high degree of flexibility to learn at a rhythm that suits them and helps balance work commitments and scheduling. Learning is facilitated anytime, anywhere.



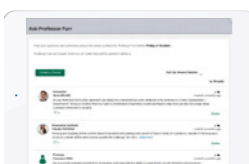
### Dynamic video content

Video lectures and industry interviews are recorded at INSEAD to the highest-quality standards and with volunteer student audiences to capture all the dynamism of a live classroom experience. The content is structured into bite-sized chunks that are easy to digest between meetings, or when travelling.



### Multi-dimensional interactions

Each week's content provides a perfect blend of video lectures, quizzes, simulated exercises, discussions, personal reflections. Learners are able to interact with peers through discussion forums, study groups. They also have the opportunity to interact with faculty through live calls and just-in-time videos.



### Personalised Coaching

Each participant receives one-to-one coaching from a learning coach. Learning coaches, led by INSEAD alumni, are there to guide the learning journey, reviewing new concepts, unlocking understanding, helping to set context, and acting as a critical sounding board as your participants embed ideas and focus them around critical objectives. Coaches simultaneously accelerate learning and empower participants to apply new tools and frameworks as they progress through the programme.



### Action Learning Projects

Action Learning Projects (ALP) are a core element of the online programmes, designed to increase business impact. The guided 'real-world assignments' feature of the programmes encourages participants to take newly acquired skills and apply them within the context of their actual job and organisation. The projects are closely aligned with the learning in the programme and benefit from the learning community, with feedback from the learning coach and from peer review.

Every week, participants are challenged to:

- Reflect deeply about that week's takeaways and how they apply to the ALP
- Integrate new terminology, tools and frameworks
- Articulate the thought processes behind each new presentation to learning coaches
- Drive momentum as the ALP takes shape and greater focus on your real-life business challenges.

# INSEAD Online Certificates: Leading in a Transforming World

2 years to complete your certificate and build your leadership skills for a transforming world.

**INSEAD Online Certificates for Leading in a Transforming World** offer a formal recognition of continuous professional development in the leadership skills needed today to succeed in a transforming disruptive landscape.

Our certificates allow you to strategically plan your development needs at a pace that fits your career progression and financial investment. Simply complete 3 programmes over a 2-year period.

We are pleased to announce that **INSEAD Online Certificates for Leading in a Transforming World** now count towards the **Certificate in Global Management** as a Specialised programme and totalling either 5 or 3 eligible days. For more information about the INSEAD Online Certificate please visit [www.insead.edu/executive-education/insead-online-certificate-leading-transforming-world](http://www.insead.edu/executive-education/insead-online-certificate-leading-transforming-world)



### 1st class education

The INSEAD Online Certificate provides you with a credential and formal recognition from the top global business school in the world. Learn from world-class thought leaders and acquire the essential skills needed to succeed in a transforming world.

### High impact

Focusing on maximum business impact, the INSEAD Online Certificate enables you to apply your learning within the context of your actual job and organisation. You will complete carefully crafted Action Learning Projects (ALPs) on every programme, while being guided by specialised Learning Coaches ensuring you achieve your personal development goals.

### 100% Online

Designed specifically for busy executives and teams, INSEAD Online programmes give you the flexibility to develop your skills at your own pace, through an innovative platform, and a rich blend of content - including videos, quizzes, reflections and discussions tailored for the online format.

# INSEAD Online Certificate in Digital Transformation

Leading in a Transforming World

Today's rapidly changing and disruptive digital environment offers unlimited opportunities - but equally unlimited pitfalls. To navigate this on-going digital revolution, leaders need to be able to anticipate and develop a deep understanding of the opportunities and to capitalise on them. INSEAD's **Online Certificate in Digital Transformation** helps executives bring about new digital capabilities and to drive their organisation forward.

## Choose One Core Online Strategy Programme

**1**

Strategy in the Age of A.I. and Digital Disruption  
OR  
Business Strategy and Financial Performance

5 or 7 weeks

## + One Core Online Leadership Programme

**2**

Developing Emerging Leaders  
OR  
Leading Organisations in Disruptive Times

5 or 6 weeks

## + One Online Elective Programme

**3**

Driving Digital Marketing Strategy  
OR  
Transforming Your Business with AI

5 weeks

**INSEAD  
Online Certificate**

**in Digital  
Transformation**

The INSEAD Online Certificate in Digital Transformation counts towards the Certificate in Global Management as a specialised programme and totalling 5 eligible days.

Bundle fee: €5,650



# INSEAD Online Certificate in Business Essentials

Leading in a Transforming World

To succeed in today's complex and disruptive digital landscape where business 'unusual' is the new normal, leaders must develop essential skills to create value and to drive change. INSEAD's **Online Certificate in Business Essentials** helps executives to develop a deep understanding of and a set of tools to leverage digital opportunities and essential soft skills needed to become a strong and more effective leader.

## Choose One Core Online Strategy Programme



## + One Core Online Leadership Programme



## + One Online Elective Programme



The INSEAD Online Certificate in Business Essentials counts towards the Certificate in Global Management as a specialised programme and totalling 5 eligible days.

Bundle fee: €5,600

# Online Certificate in Negotiation\*

This **fully online learning path** is designed specifically for busy executives and teams, giving you the flexibility to develop your skills at your own pace, through an innovative online platform, and a rich blend of content - including videos, quizzes, reflections and discussions tailored for the online format. You will complete carefully crafted Action Learning Projects (ALPs), while being guided by specialised Learning Coaches ensuring you achieve your personal development goals.

**Bundle fee:** €4,500



# Advanced Certificate in Negotiation\*\*

This hybrid learning path is designed for executives and teams who want to push their negotiation skills to the maximum. Offering a flexible learning journey including a mix of online, on-campus and live virtual learning platforms with content and teaching styles best matched to suit each. Enhance your learning path with rich, live interactions with INSEAD faculty and international participants during the Negotiation Dynamics programme.

All participants who are admitted to Negotiation Dynamics will receive complimentary access to the on-demand, online programme Negotiation Fundamentals for 3 months, with the possibility to opt for extended access for a minimal fee of €250. Access starts from the date of acceptance onto Negotiation Dynamics. Participants are strongly encouraged to check their Inbox and Junk folder for their personal access link.

Please note that it is highly encouraged that you complete this before your Negotiation Dynamics session begins, as it will aid your learning in the classroom.



Complete the 3 programme within 2 years.

\*Participants are strongly recommended to complete Negotiation Fundamentals before completing Strategic Negotiations and Advanced Negotiations.

\*\*Participants are required to complete the programmes in the above sequence.

Participants are granted 2 years to complete the full certification from the date of purchase.

The **INSEAD Online Certificate in Negotiation** counts towards the Certificate in Global Management as a specialised programme and totalling 3 eligible days.

“INSEAD’s online programmes have provided the flexibility to accommodate Canpotex’s international workforce and by the very nature of its programme delivery, mirror the collaborative leadership that is central to our company’s success regardless of geographical locations and time zones. Our participants can work at their own pace yet share their journeys with one another as they progress through the programme...Business Strategy and Financial Performance consistently received positive feedback from Canpotex participants. Our people enjoyed the collaboration between participants, the financial analysis and innovative approaches to quality decision-making. The information and service provided by the course manager and programme advisor was exceptional and made the enrolment and delivery seamless and easy.”

**Kendra Kuse**

*Vice President of People Resources  
at Canpotex*

“INSEAD online programmes are state-of-the-art and immensely engaging programmes. Their themes are highly relevant to the corporate world and feature latest thinking in transforming organisations...These online programmes helped our executives develop leadership capabilities and generate many ideas through assignment and projects that contribute to the Bank’s growth and progress...INSEAD programmes received highest ratings from our employees considering the in-depth research that underpin these programmes, the outstanding faculty with deep corporate experience, and the professionalism of the administration of the delivery of the programmes. We have also experienced from INSEAD their keen listening and acting on our feedback and requirements.”

**Tariq Faqiry**

*Head of Human Resources Development  
at Bank Muscat*



# FAQs

## **I would like to enrol multiple employees in the same programme. Is this possible?**

Absolutely, and we actually encourage participants to attend in teams in order to maximise the learning and impact. The participants will be able to work on the Action Learning Project as a group under the guidance of INSEAD's learning coach, and the project can be based on company objectives. We also offer a special fee for groups of executives attending from the same organisation, so please feel free to contact us for more details.

## **How much time should the participants expect to dedicate to the programme every week?**

The programme should take approximately 4-6 hours per week. Participants can expect to devote 1-2 hours per week watching video lectures on fundamental concepts, 1 hour per week on interacting with fellow participants in discussions or reflecting on the concepts through quizzes and reflections and 2-3 hours per week in applying the fundamental concepts in an Action Learning Projects to understand their relevance to their everyday work.

## **What is the weekly learning rhythm during the programme? Do the participants need to be online at specific times during the programme, or can they learn ahead of the rest of the class?**

The programme is designed in a manner to encourage the whole class to learn together, moving at a certain pace from week to week, while providing enough flexibility within each week for the participants to review the content at their own convenience. While a week is open, they can login any time at their convenience and review the weekly content at their own pace, as the learning design is asynchronous.

## **What is the role of the Learning Coach?**

At INSEAD, participants never learn alone. To bring this notion alive in the online setting, we have built a learning community comprising of the participants, the faculty and the learning coach. The learning coach plays an integral part in stimulating content discussions, encouraging collaboration between participants as well as guiding the participants closely in the design of their action-learning project.

## **Will they have an opportunity to interact with INSEAD Faculty?**

Yes, of course. We purposefully limit class sizes to ensure ample faculty-to-participant time. At a minimum, participants can expect at least one live call with the faculty to discuss course content. In addition, the faculty would be reading their thoughts in the discussion forums in the platform from time to time and answer their questions through periodic just-in-time recorded videos. The faculty would be further assisted in these interactions by the learning coach, acting as a bridge between the participants and the faculty.

## **Will my participants be able to interact with other participants?**

Yes, of course. The learning experience is designed to encourage interaction. Participants are able to interact with each other through discussion forums, interspersed throughout the platform. In addition, participants would have the option to work on the Action Learning Project in groups with fellow participants. They would also have the opportunity to interact with each other during the live call with faculty.

## **What are the learning requirements in order to successfully complete the programme?**

Our online programmes, like our face-to-face programmes, follow a rigorous learning process. Participants are expected to fulfil a certain minimum criteria to earn the certificate of completion.

## **What do my participants receive upon completion of the programme?**

Upon successfully completing all the programme requirements in time, they will receive an official Certificate of Completion from INSEAD, which they can also share with their network on LinkedIn.

## **How can i partner with INSEAD on a customised Online Programme?**




INSEAD has a dedicated team to work with your organisation on a bespoke customised online programme. The programme is tailored to your organisation's needs and learning objectives. It follows a rigorous design process:

- Proposal -> Need Assessment ->Programme Design -> Production -> Delivery -> Feedback & Assessment.

Please feel free to contact us for more information.

For more details, and additional FAQs, please refer to our website: [www.insead.edu/executive-education/digital-transformation-innovation/strategy-age-digital-disruption-faqs](http://www.insead.edu/executive-education/digital-transformation-innovation/strategy-age-digital-disruption-faqs)

# INSEAD OPEN ONLINE PROGRAMMES CALENDAR 2024-2025

PROGRAMME	DATES	INDIVIDUAL APPLICATION DEADLINE (11AM CET)	GROUP APPLICATION DEADLINE	LOCATION	LENGTH*	FEE**
Advancing Diversity and Inclusion	14 April 2025	31 March 2025	14 March 2025	Online	5 weeks	€2,050 <sup>(1)</sup>
Building Digital Partnerships and Ecosystems	New dates will be announced soon			Online	5 weeks	€1,990 <sup>(1)</sup>
Business Strategy and Financial Performance	3 February 2025 28 April 2025	20 January 2025 14 April 2025	3 January 2025 28 March 2025	Online Online	7 weeks 7 weeks	€2,470 <sup>(1)</sup> €2,470 <sup>(1)</sup>
Design Thinking and Creativity for Business	New dates will be announced soon			Online	5 weeks	€1,850 <sup>(1)</sup>
Developing Emerging Leaders	 14 October 2024 24 February 2025 19 May 2025	30 September 2024 10 February 2025 5 May 2025	13 September 2024 24 January 2025 18 April 2025	Online Online Online	5 weeks 5 weeks 5 weeks	€2,050 <sup>(1)</sup> €2,050 <sup>(1)</sup> €2,050 <sup>(1)</sup>
Driving Digital Marketing Strategy	23 September 2024 17 March 2025	9 September 2024 3 March 2025	23 August 2024 14 February 2025	Online Online	5 weeks 5 weeks	€1,910 <sup>(1)</sup> €1,910 <sup>(1)</sup>
Executive Presence and Influence	3 March 2025	17 February 2025	31 January 2025	Online	5 weeks	€2,050 <sup>(1)</sup>
Financial Analysis for Non-Financial Managers	30 September 2024 24 March 2025	16 September 2024 10 March 2025	30 August 2024 21 February 2025	Online Online	5 weeks 5 weeks	€1,910 <sup>(1)</sup> €1,910 <sup>(1)</sup>
Innovation in the Age of Disruption	14 October 2024	30 September 2024	13 September 2024	Online	5 weeks	€1,910 <sup>(1)</sup>
Leadership Communication with Impact	7 October 2024 10 March 2025 26 May 2025	23 September 2024 24 February 2025 12 May 2025	6 September 2024 7 February 2025 25 April 2025	Online Online Online	5 weeks 5 weeks 5 weeks	€2,470 <sup>(1)</sup> €2,470 <sup>(1)</sup> €2,470 <sup>(1)</sup>
Leading Organisations in Disruptive Times	 23 September 2024 17 February 2025 5 May 2025	9 September 2024 3 February 2025 21 April 2025	23 August 2024 17 January 2025 4 April 2025	Online Online Online	6 weeks 6 weeks 6 weeks	€2,470 <sup>(1)</sup> €2,470 <sup>(1)</sup> €2,470 <sup>(1)</sup>
The INSEAD xCHANGE Simulation - €260						
Strategy in the Age of A.I. and Digital Disruption	 7 October 2024 24 February 2025 19 May 2025	23 September 2024 10 February 2025 5 May 2025	6 September 2024 24 January 2025 18 April 2025	Online Online Online	5 weeks 5 weeks 5 weeks	€2,050 <sup>(1)</sup> €2,050 <sup>(1)</sup> €2,050 <sup>(1)</sup>
Transforming Your Business with AI	16 September 2024 10 March 2025	2 September 2024 24 February 2025	16 August 2024 7 February 2025	Online Online	5 weeks 5 weeks	€1,910 <sup>(1)</sup> €1,910 <sup>(1)</sup>
Negotiation Fundamentals	On-demand, start anytime			Online	6-8 hours	€730
Strategic Negotiations	7 October 2024 3 February 2025	23 September 2024 20 January 2025	6 September 2024 3 January 2025	Online Online	5 weeks 5 weeks	€2,050 <sup>(1)</sup> €2,050 <sup>(1)</sup>
Advanced Negotiations	17 February 2025 28 April 2025	3 February 2025 14 April 2025	17 January 2025 28 March 2025	Online Online	4 weeks 4 weeks	€2,470 <sup>(1)</sup> €2,470 <sup>(1)</sup>
INSEAD Lead the Future	9 April 2025	27 March 2025		Online	12 months	€19,950

## PRACTICAL INFORMATION

### BUNDLE FEES

Online Certificate in Digital Transformation  
€5,650

Online Certificate in Business Essentials  
€5,650

Online Certificate in Negotiation  
€4,500

### CONTACT US

For more details about our programmes & offers, or to apply, please contact:

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**Rong Cheng LEE**  
Programme Advisor  
Tel: +65 6681 5492  
Email: rongcheng.lee@insead.edu

**Take a first step towards organisational transformation today.**

Contact our team to discuss your needs and challenges now.

### SPECIAL OFFER FOR GROUPS

Our open online programmes offer the possibility to cater to groups coming in from the same organisation. For a group of 5 participants or more who want to attend one of our open online programmes, we offer a 20% concession.

### SPECIAL OFFER FOR PAST PARTICIPANTS

Past participants of INSEAD Executive Education Open Programmes (On-campus, Live Virtual and Blended) are eligible for a 20% concession on an INSEAD Open Online Programme. To access the offer, please contact a programme advisor.



All our Online Programmes are eligible for the **INSEAD Online Certificate: Leading in a Transforming World**. To find out more about the different tracks available, contact a Programme Advisor or send an email to [IOC\\_Contact@insead.edu](mailto:IOC_Contact@insead.edu)

We are continuously adding new online programmes and sessions throughout the year. Please make sure you refer to our website for the latest dates and information: <https://www.insead.edu/executive-education/open-online-programmes>



Premium Journey available for this programme

\*The programme content is delivered over the specified consecutive weeks, followed by 2 weeks to finish project work and engage in peer review. \*\*Fee subject to change. VAT/GST shall apply at prevailing rates according to prevailing laws and regulations. <sup>(1)</sup>We offer a concession of 20% for groups of 5 participants or more.

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