I was stretched and I learned to think in a different way. It gave me a great sense of confidence when I returned to my workplace; knowing I had the ability to think critically and could use key concepts and tools when dealing with other leaders in the business was fantastic.

Sarah Livissianis, General Manager, Talent & Leadership Development, Arrium Pty Ltd

Every program I’ve attended gives me new ideas to win business. Each program has had a significant impact, building the leadership skills that allow me to be more than just a guy who knows his superannuation.

Ian Pepper, Senior Business Development Manager, AustralianSuper

The value we extracted was amazing. The programs are not only run by highly experienced and knowledgeable practitioners, they include real world case studies from industry. The program team have decades of experience and they convey their knowledge in practical rather than academic terms.

John Mantzios, General Manager - IT, The BPAY Group
At AGSM, we are proud of our long history of developing leaders to become enablers, catalysts and integrators - ready to respond to challenges and shape the future.

This year will see the launch of new programs in HR, data analytics and marketing along with our Platinum Program, which will prepare high-potentials for a global leadership career.

We will also continue to build on our extensive research capability: In partnership with GE Capital, we are proud to announce that we have received an Australian Research Council grant to investigate drivers of innovation, performance and growth within mid-market sized organisations.

I invite you to engage with AGSM to build sustainable competitive advantage through lifelong learning, research and thought leadership. Whatever your professional or organisational aspirations this year, we can partner with you to make them happen.

Frank Kennedy
Executive Director,
AGSM Executive Education
In-house programs are practical, contextualised, and co-created with our client. They focus on building the core capabilities and competencies the organisation has identified as critical to achieving business outcomes.

Our programs are designed to combine relevant thought leadership with action learning to integrate and apply new skills, tools and perspectives.

Outcomes achieved through our engagements include:

• Increased performance through accelerating behavioural and cultural change
• Exponential growth from establishing new lines of business
• Increased customer satisfaction through reframing based on customer-centricity and outside-in thinking
• Maximised success of M&As and other growth initiatives through comprehensive analysis and recommendations

AGSM take a partnership approach to build collective capability. A dedicated team will work with you at every step to design, deliver and measure a truly collaborative solution:

ENGAGEMENT DISCOVERY DESIGN DELIVER EVALUATION BUSINESS IMPACT

We encourage and support life-long learning and most in-house solutions can now be articulated to subjects in the globally recognised AGSM Graduate Certificate of Management.

Strategic Planning

AGSM offer strategic planning and workshop facilitation services. Our faculty are respected facilitators with extensive experience in team dynamics and in-depth knowledge of frameworks, case studies and real world application.

Contact our Client Relationship Management Team
+61 2 9385 0330
inhouse@agsm.edu.au
agsm.edu.au/inhouse

It was an absolute pleasure to work with the AGSM team. Their knowledge, passion, professionalism and good humour were decisive in the results achieved, as was the manner in which they challenged participants (and members of our executive!) to question pre-conceptions and consider other perspectives.

Thank you for a terrific job and significant contribution to the development of our senior leaders. I look forward to continuing the partnership.

Des McNicholas
Director Human Resources and Learning
Raytheon Australia
Lean and Six Sigma are process improvement methodologies that enable organisations to drive long-term sustainable business performance and build a customer-centric approach that facilitates growth.

Through a combination of open programs, in-house delivery and workshop facilitation, we offer solutions for organisations, teams and individuals at every stage in the lean journey:

AGSM have a long history of delivering Lean capability across a diverse portfolio of clients and industries, including professional services, government, finance and telecommunications. We offer our lean partners:

- **Experience;** in private and public sector organisations in all areas of leadership, change and Lean Six Sigma transformations for over 20 years
- **Knowledge;** an expert team that become trusted advisors and mentors
- **Relevance;** interactive, engaging programs that translate to action back in the workplace
- **MBA Accreditation;** AGSM Lean Six Sigma Certification offers credit points toward an MBA qualification
- **A Partnership Approach;** to tailor methodology to the unique context of the organisation

In 2015, AGSM is planning to launch a specialist MBA that capitalises on your Green or Black Belt investment. Post-program you can choose to upgrade to earn an MBA from Australia’s #1 MBA program.

**Contact our Lean Six Sigma Specialists**
+61 2 9385 0330
enquiries@agsm.edu.au
agsm.edu.au/leansixsigma
The Australian mid-market remains an under-recognised segment of the business community despite contributing close to $425 billion to the economy and providing employment for nearly 3.2 million people.

AGSM recognises the mid-market as a key driver of the Australian economy and we are proud of our on-going commitment to foster development and facilitate growth of organisations and individuals working in this sector.

In partnership with GE Capital, we have developed The Australian Mid-Market Growth Alliance to deliver research, events, specialised education services and a consortium program aimed at providing solutions for the critical issues identified by mid-market organisations.

Events

Our annual lunch events provide an opportunity to hear from thought-leaders on the issues that impact mid-market organisations, as well as networking with your fellow alliance members.

AGSM Executive Education are proud sponsors of the award for Best Mid-Market Leader at the BRW GE Capital Momentum Awards. The Momentum Awards are an annual initiative, designed to raise the profile of the Australian mid-market. For more information visit brw.com.au/momentum
Mid-Market Consortium

The Mid-Market Consortium is a 2.5 day program designed for senior leadership teams from non-competing organisations to accelerate innovation through collaboration and shared knowledge.

The consortium provides access to the latest thinking from UNSW and international faculty, a platform to form alliances and collaborate with industry peers, and the unprecedented opportunity to work with GE Capital industry experts on key strategic challenges.

Research

AGSM and GE Capital have commenced work on a joint research project to investigate drivers of innovation, performance, and growth in the mid-market. The project will focus on seven key business domains:

- Performance
- Growth
- Sector diversity
- Regulations
- Internal resourcing
- External partnerships
- Management teams

Join the Australian Mid-Market Growth Alliance today
agsm.edu.au/amga

“The Mid-Market Consortium equipped us with the tools & techniques to create and implement a successful business model to expand our market footprint. My sincere gratitude to AGSM & GE Capital for the opportunity to be part of such a ground breaking experience.”

Amanda Griffiths
National Credit & Billings Manager
SNP Security
OPEN PROGRAMS
MAXIMISING LEADERSHIP POTENTIAL

Our dynamic programs support capability development and behavioural change in high potential team members, managers and leaders across the globe. Suitable for individuals and small teams, open programs are designed to be interactive, engaging and practical to have maximum impact.

**Personalised Solutions**
Our experienced Client Engagement Team provide advice on the best fit program to meet your specific objectives. Our team ensure each program participant mix will be diverse; maximising peer-to-peer learning and networking opportunities.

**Supporting Your Learning**
Coaching is integrated into our open programs and is also available stand-alone, or as an extension of your program experience. Our coaching service is fully customised for executives at every stage of their career and includes behavioural, career, technical and executive coaching.

Find out more at agsm.edu.au/coaching

**Flexible Delivery**
Our open programs are available for in-house delivery to build larger team capability; providing cost-effective, flexible delivery of market-proven content at a time and place to suit you.

**Formal Recognition – Certificate of Executive and Management Development**
Program participation contributes unit points towards the AGSM Certificate in Executive and Management Development, recognising commitment to life-long learning. To complete the certificate, participants must acquire 12 unit points over a maximum of 48 months.

The certificate can be achieved on an individual basis, or we can design a strategic pathway for your organisation to build shared capability and attract, reward and retain talent.

**Residential Programs**
Select senior leadership and consortium programs are residential; accommodation and all catering are provided onsite at UNSW. The residential format is designed to enrich the program experience and participants are expected to stay on-site for the duration of the program.

Contact our Client Engagement Team
+61 2 9385 0330
enquiries@agsm.edu.au
agsm.edu.au/open
We looked at all the universities for our training needs. We chose AGSM because they had the best set-up in terms of courses. They are very service oriented and have several elements that represent added value for us. I’m committed to developing my people. The partnership with AGSM is one with no end in sight.

Frank Volckmar
Managing Director
Readsoft
This global program will develop the next generation of leaders required to build a new leadership horizon for Australia.

With a focus on competing in a global environments, value based leadership and building the organisation of tomorrow, participants will be challenged and stretched to build new perspectives and a best practice toolkit to:

- Integrate issues from the perspective of multiple stakeholders
- Leverage science and technology for competitive advantage
- Form a clear view of the risks, opportunities and potential partnerships offered by our close Asian neighbours
- Build a sustainable model of success to make a difference in the global community
- Understand and apply the principles of value-based, inclusive and purposeful leadership

The program will be run by thought leaders from UNSW and global schools, industry experts and special guests to provide a world-class leadership experience.

This program will open for enrolment soon. If you are at the right stage in your career and up to the challenge, register your interest today.

agsm.edu.au/platinum

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Jodie Laming
Head of Distribution Communications
Westpac

The General Manager Program is impossible to put into words; the experiences, the participants, the facilitators and the knowledge. The energy and pace of the program were perfect. It was an outstanding leadership journey.
The General Manager Program

Sydney, UNSW Australia Campus, 5.5 Days
Residential; includes all catering & accommodation
AUD $14,300 (inc GST)

Made for: General and divisional managers seeking the leadership skills, perspectives, practices and tools to manage competing priorities in a complex environment. It is also suited to senior managers preparing for the next step in their career.

Themes: This program focuses on core disciplines to develop holistic business leaders:
• Strategy, innovation and complexity
• Complex systems and organisational culture
• Leadership, ethics, presence and impact
• Investment decision making and global mindset
• Power, politics and preparing for success

Outcomes: Participants will walk away with the mindset and best practices to:
• Lead decisively and confidently
• Achieve real influence and impact
• Navigate organisational politics
• Develop a strategic, global perspective
• Understand the theory and practice behind investment decisions
• Appreciate and leverage the link between wellbeing and executive performance
• Build a powerful network of senior leaders across a variety of industries

Participant Profile: This program brings together senior leaders from top-tier and mid-market organisations in a diverse range of industries, including finance, mining, utilities telecommunications, construction, government, healthcare and not-for-profit.

The residential format is conducive to building strong networks, and it is expected that all participants stay on-site for the duration of the program.

Anticipated Program Team: Errol Benvie, Peter Lawry, Dr Elizabeth Matiiland, Dr Rose Trevelyan, Prof. Chris Adam, Prof. Wai Fong Chua, Tim Laporte, Lex Dwyer, Jo O’Reilly.

agsm.edu.au/gmp

The Middle Manager Program

Sydney, UNSW Australia Campus, 5 Days
Residential; includes all catering & accommodation
AUD $10,450 (inc GST)

Made for: Managers who are seeking to lead, influence, impact and effect change from the middle of the organisation.

Themes: This program focuses on the capabilities required to navigate the challenging demands of mid-level management:
• Leadership strategies
• Communication and influence
• Change management
• Negotiation
• Engagement, empowerment & coaching

Outcomes: Participants will develop the tools and practices to:
• Evaluate current and plan for future performance through 360 feedback and coaching
• Communicate with impact; one to one and in group presentations
• Influence in all directions
• Apply strategies to manage performance across multiple teams
• Build and implement change initiatives
• Manage conflict
• Coach and engage team members

Participant Profile: This program brings together mid-tier management from a diverse range of industries, backgrounds and functional specialities to maximise supportive, interactive, peer-to-peer learning.

The residential format is conducive to building strong networks, and it is expected that all participants stay on-site for the duration of the program.

Anticipated Program Team: Denise Weinreis, Sally White, Saul Brown, Peter Fisher, Humphrey Armstrong and a team of coaches.

agsm.edu.au/mmp
The Emerging Manager Program

Sydney, UNSW Australia Campus, 4 Days
Residential; includes all catering & accommodation
AUD $7,920 (inc GST)

Made for: Emerging managers looking to build the skills, tools and perspectives to transition from a high-performing individual to leading a high-performing team.

Themes: This transformative program focuses on:
• Performance management
• Motivation and coaching
• Delegation and goal setting
• Adaptive leadership skills
• Innovation and growth
• Leadership ethics

Outcomes: Participants will develop a management toolkit to:
• Build a leadership mindset
• Align values, vision and strategy with performance management
• Identify opportunities for innovation and growth
• Lead and adapt through change
• Create value for internal and external stakeholders
• Lead with authenticity, ethics and integrity

Participant Profile: This program attracts a diverse group of emerging managers; many of whom are technical specialists, looking to broaden their focus.

The residential format is conducive to building strong networks and it is expected that all participants stay on-site for the duration of the program.

Anticipated Program Team: Saul Brown, Sally White, Humphrey Armstrong.

agsm.edu.au/emp

“A brilliant program; it is not only beneficial professionally but more broadly for life in general. I highly recommend this program.”

Tristan Zhou
Chief Financial Officer
Lignor Limited
LEADERSHIP

Women In Leadership

Sydney, UNSW CBD Campus, 3 x 2 Day Modules
AUD $9,350 (inc GST)

Made for: High potential business women seeking the leadership skills to drive organisational performance.

Themes: This program is centred on the core capabilities required to transform successful business women into inspirational leaders:
• Leadership strategies and styles
• Executive presence
• Strategic thinking
• Change management
• Coaching and mentoring

Outcomes: Through program participation and inter-module coaching, participants will develop the practices and perspectives to:
• Align leadership style with core values
• Engage others through coaching and mentoring
• Lead and motivate teams through change
• Achieve outcomes through difficult conversations and negotiation
• Influence decision-making across the organisation
• Apply a strategic mindset to business challenges

Participant Profile: This program attracts a diverse group of executive women from a range of backgrounds, cultures and industries.

Anticipated Program Team: Rosamund Christie, Jo O’Reilly and a guest panel of influential women who have contributed to the Australian business community.

Leading from Within

Sydney, UNSW CBD Campus, 2 Days
AUD $3,575 (inc GST)

Made for: Existing and aspiring leaders seeking to build the self-awareness necessary to maximise leadership impact and motivate others.

Themes: Applying a unique learning approach combining individual assessment, critical self-reflection and post-program coaching, this program focuses on the core emotional intelligence competencies of authentic leaders.

Outcomes: Participants will gain:
• A greater understanding of self and impact on others
• Techniques to further develop empathy to improve relationships
• Interpersonal skills to enhance one-on-one communication
• The tools to build trust and respect through transparency
• Personal techniques to cope with nervous energy and manage stress
• The skills to persuade, influence and mobilise others in the face of constant change
• Insights into truly effective leadership

Anticipated Program Team: Denise Weinreis, Peter Fisher.

The program has helped me redefine my professional pathway forward. I feel strongly connected to the power of my authentic leadership ability. In this aspect, the program was far more enriching than I could have ever hoped for.

Arabella Douglas
Social Sustainability Manager
Barangaroo, Lend Lease

agsm.edu.au/wil

agsm.edu.au/lfw
Leading for High-Performance

Sydney UNSW CBD campus, 2 Days
AUD $3,575 (inc GST)

Made for: Managers seeking to build a high-performing team and shape a positive organisational culture.

Themes: This program explores the dimensions of effective people management including motivation, performance management and feedback, goal setting and reward and recognition.

Outcomes: Participants will build a practical toolkit to:
• Improve team motivation
• Apply diagnostic frameworks to people management challenges
• Create a sustainable performance orientated culture
• Use influence as a leadership tool to boost performance
• Analyse and enhance personal leadership style

Anticipated Program Team: Dr Sally White, Denise Weinreis.

agsm.edu.au/lhp

The Authentic Communicator: Activating Presence

Sydney, UNSW CBD Campus, 2 Days
AUD $3,080 (inc GST)

Made for: Individuals seeking to develop communication and presence skills to achieve real impact.

Themes: Drawing on a number of techniques used in the performance and acting spheres, this program builds personal presence and self-awareness to develop highly effective communication skills.

Outcomes: Participants will build the confidence to:
• Manage nervous energy and recover during presentations
• Motivate and inspire others through story-telling
• Prepare, structure and deliver presentations for powerful impact
• Communicate one-to-one with empathy and presence

This program is capped at 14 participants to maximise participant engagement and interaction.

Anticipated Program Team: Jo O’Reilly, Peter Fisher.

agsm.edu.au/acap

The most pleasing aspect of this course is the targeted practical advice and learnings that can be readily adapted to improve your presence across all interactions - one to one, one to a few and one to many. After only two days, you leave with genuine insights into becoming an authentic communicator.

Daniel McLaughlin
Supply Manager – Africa, Orica
STRATEGY, CHANGE & INNOVATION

Shaping Strategy to Create Value
Sydney, UNSW CBD Campus, 3 Days
AUD $5,445 (inc GST)

Made for: Senior managers and executive responsible for shaping or implementing organisational strategy.

Themes: Using a ground breaking strategic reasoning laboratory simulation, this program focuses on:
• The environment of strategy
• Creating wealth through differentiation and competitive positioning
• Optimising strategic choices
• Innovation and business model re-invention
• Building judgement capability
• Implementing strategy
• Mapping the strategic change agenda

Participants may bring a live strategic challenge to workshop with peers.

Outcomes: Participants will develop the strategic mindset and practical tools to:
• Understand and leverage the relationship between strategic reasoning and leadership
• Identify opportunities to create value through strategy
• Build frameworks to align envisioned strategic positioning with implementation strategy

Anticipated Program Team: Doug Stace, Dr Elizabeth Maitland, Jeffrey Tobias, Humphrey Armstrong.

agsm.edu.au/sscv

Developing the Strategic Manager
Sydney, UNSW CBD Campus, 2 Days
AUD $3,080 (inc GST)

Made for: Managers who want to develop a strategic mindset to turn vision into action and build a better connected organisation.

Themes: Using practical tools and examples this program will focus on core strategic thinking capability to increase strategic implementation success for individuals, teams and organisations.

Outcomes: Participants will develop the perspectives and processes to:
• Build a more strategic view of their organisation
• Better understand how they can contribute to the organisational strategy
• Apply the principles of strategic thinking
• Identify leverage opportunities
• Effectively communicate strategy at all organisational levels
• Build a collaborative team culture to support strategy and achieve business outcomes

Anticipated Program Team: Dr Rose Trevelyan, Patrick Sharry.

agsm.edu.au/dsm

"Developing the Strategic Manager was the step I needed in order to see the whole picture and translate it into strategies and tactics for my management team."

Tanya Eglinton, Claims & Policy Administration Manager, nib
Leading Change with Impact

Sydney, UNSW CBD Campus, 2 Days
AUD $3,080 (inc GST)

Made for: Managers, leaders and project teams seeking to shape and implement change through leadership.

Themes: This practical program, underpinned by proven change leadership practice and a powerful simulation, will build up the toolkit and confidence to manage change initiatives.

Outcomes: Participants will develop the strategies and techniques to:

• Plan and navigate organisational change effectively
• Apply a tailored change implementation plan
• Build readiness and reduce resistance to change
• Effectively communicate change to engage hearts and minds
• Implement successful transformation programs

Anticipated Program Team: Dr Rose Trevelyan, Jo O'Reilly.

agsm.edu.au/lci

The Strategic HR Series

Sydney, UNSW CBD Campus, 4 x 3 Hour Sessions
$POA

Made for: Senior HR executives and leaders seeking to shape the HR agenda.

The Strategic HR Series provides experienced HR professionals with injections of global thought leadership, future scenario planning, frameworks and conceptual tools as well as clinics to solve real dilemmas.

Themes: Each bite-sized session will focus on a different topic. Participants can opt to attend individual sessions or book for the whole series. Focus topics include:

• Global trends and innovations
• Organisational alignment
• Integrated talent management
• The new HR leadership model – influential, commercial leadership
• Driving organisational change
• Workshops to solve real dilemmas and create executable action plans

The series will open for enrolment soon. If you are a senior HR professional looking for a fresh perspective, register your interest today.

agsm.edu.au/hr
The program was brilliant and I would definitely recommend it. The case studies are excellent. Watching them afterwards, while receiving quality, constructive feedback is such great learning experience.

Matt Ferrari, Foreign Exchange Dealer, Commonwealth Bank of Australia
Essentials of Finance for Non-Finance Managers

Sydney, UNSW CBD Campus, 3 Days
AUD $4,785 (inc GST)

Made for: Managers and team members wanting to understand key financials to make better business decisions.

Themes: This interactive program focuses on the core skills required to read, interpret and communicate confidently in financial language.

Outcomes: Participants will build a management toolkit to:
- Understand and analyse financial statements, budgets and reports
- Evaluate corporate performance
- Make informed budgeting and investment decisions
- Recognise financial warning signs

Anticipated Program Director: Professor Ken Trotman

agsm.edu.au/efnfm

Advanced Management for Executive Assistants

Sydney, UNSW CBD Campus, 2 Days
AUD $3,080 (inc GST)

Made for: Executive and Personal Assistants looking to build people management and influencing skills.

Themes: Using concepts and tools taught on our Masters of Business program, this program will help senior executive assistants to influence others, create positive relationships and collaborate more effectively.

Outcomes: Participants will develop the improved self-awareness and increased confidence to:
- Understand and work more efficiently with different personality types
- Identify and leverage sources of power and networks
- Communicate assertively and persuasively
- Manage stress
- Resolve conflict

Anticipated Program Director: Wendy Grusin

agsm.edu.au/amea

What a comprehensive high level course. I can confidently assert that my knowledge in the areas of understanding financial statements, budgeting, interpreting cash flow statements and more has greatly improved. I now have the confidence to relate with our finance team at a deeper level to understand what is really going on financially within our company. Special thanks to Professor Ken Trotman for making tough subjects relatable and interesting.

Pamela Ferry
Field Development Manager - Australia
USANA Health Sciences

A high level course for all senior level Executive Assistants providing great depth and insight into the psychological and communicative aspects of our role. This course enables Executive Assistants to gain further knowledge and key skills from highly trained and recognised facilitators, to increase our effectiveness in supporting senior management and working with key stakeholders in the business.

Victoria Vartuli
Executive Assistant to CFO
Downer Edi Rail
Building a Customer-Centric Culture

Sydney, UNSW CBD Campus, 1 Day
AUD $1,705 (inc GST)

Made for: Managers who want to build a sustainable long-term customer focus in their organisation, business unit or team.

Themes: This workshop will explore all aspects of the customer experience that drive a customer-centric culture.

Outcomes: Workshop participants will develop a roadmap to:
- Evaluate and measure current customer experience.
- Build a better customer experience
- Identify the competitive dynamics that create high risk for organisations
- Apply customer-centricity principles to strategy to influence future performance

Anticipated Program Director: Dr Linden Brown

agsm.edu.au/bcc

Driving Decisions through Data Analytics

Sydney, UNSW CBD Campus, 1 Day
$1,705 (inc GST)

Made for: Executives seeking to develop the knowledge and tools to recognise critical trends and deliver customer value through data.

Recent Australian Government reports have identified the need to build greater data capability in the Australian workforce to be able to continue to compete in the global market place. Understanding the value of data improves service delivery, policy development, leadership and decision-making in organisations.

Through real world case studies and hands-on design activities, participants will work with experts from the UNSW School of Information Systems and AGSM to:
- Gain the insight and understanding required to make sense of data
- Understand and leverage data in predicting trends
- Utilise data to inform strategic direction, decision-making and improve leadership
- Identify opportunities to create customer value.

Anticipated Program Director: Felix Tan

agsm.edu.au/data
Sydney, UNSW Australia Campus, 3 Days
Residential; includes all catering & accommodation
$POA

Made for: Teams of three to five participants from up to five non-competing organisations, seeking the confidence, skills and insights to:

- Pinpoint and predict the ever-escalating demands of the customer for value
- Improve integration between marketing, operations, customer analytics, innovation & customer engagement
- Drive value and top-line growth
- Shape the marketing function to meet the needs of an increasingly mobile customer base
- Think creatively about the future

Over three days, the Marketing Consortium offers a ground-breaking learning experience that will provide meaningful solutions to real dilemmas. Participant teams are encouraged to work through their own strategic challenge and will have the opportunity to workshop with teams from other non-competing organisations.

The Marketing Consortium will offer the latest research, best practice living examples, fresh perspectives and provide a platform for collaboration and shared knowledge.

Anticipated Program Director: Craig Tapper

The consortium will open for enrolment soon. To find out more about how The Marketing Consortium can help your team reach new horizons, register your interest today.

agsm.edu.au/marcon
AGSM’s Lean Six Sigma Open Programs support individuals and small teams on their lean journey. Belt programs offer formal certification, widely recognised within the business community, along with the opportunity to gain subject credits on the AGSM MBA (Executive.)

Lean for Leaders

Sydney, UNSW CBD Campus, 2 Days
AUD $3,080 (inc GST)

This program is designed for managers and leaders looking for an introduction to lean thinking or to support lean projects within the organisation. The program will focus on the tools to strike the right balance between technical expertise and leadership support; critical to the success of lean.

With a strong focus on change management, participants will gain a practical toolkit to:

- Implement lean management practices
- Identify and balance stakeholder interests
- Apply best practice change leadership
- Capitalise on change leverage points

agsm.edu.au/lfl

Green Belt

Sydney, UNSW CBD Campus 2 x 3 Day Modules
AUD $8,360 (inc GST)

This program is designed for project managers and teams responsible for leading Lean Six Sigma implementation; seeking the skills and knowledge to facilitate process improvement.

Working on a live workplace project, participants will develop the practices and experience to:

- Focus on data and measure baseline performance
- Understand and reduce variation in business processes
- Identify and manage waste
- More efficiently manage projects and change initiatives
- Improve problem solving, statistical and innovation-thinking
- Better understand and appreciate the voice of the customer

This highly practical program offers the opportunity to become a certified Green Belt, subject to satisfactory completion of the workplace project and assessment.

agsm.edu.au/gb

“The AGSM Green Belt structure and content really resonated; it was the most relevant and more than just building technical skill, it focused on real-world application. The reputation of the AGSM was a great bonus.”

Ebru Kotwal
Manager Advice Delivery
Perpetual Private - Business Operations
Executive Black Belt

Blended Learning; 5 days; Sydney (UNSW CBD Campus)  
+ Online Modules  
AUD $13,948 (inc GST)

This program is designed for certified Green Belts looking to upgrade to a Black Belt to become champions and act as in-house coaches.

Participants will gain the statistical, analytical, leadership and operational tools and techniques to:

- Plan and lead significant change projects
- Master application of fundamental statistical analysis and problem-solving tools
- Implement strategies to increase team capability and cohesion
- Consolidate and extend understand of variation
- Apply best practice to improvement planning
- Build a deeper understanding of business process improvement and Lean Six Sigma methodologies.

This high-level program offers the opportunity to become a certified Black Belt, subject to satisfactory completion of the workplace project and assessment.

agsm.edu.au/ebb
AGSM has unrivalled access to cutting-edge research and subject matter expertise. Talk to us about how your business can access a world of thought leadership.

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Institutes & Research Centres

- Centre for Social Impact
- Centre for International Finance and Regulation
- Industry Relations Research Centre
- Confucius Institute
- KRI@UNSW

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- UNSW Business School
- UNSW Art & Design
- Arts & Social Sciences
- Law
- Engineering & Mining
- UNSW @ Canberra
- Built Environment
- Science
- Medicine
- Post-graduate Research

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- Managing Complex Financial Data
- Financial Systems and Regulation
- Competing & Succeeding in China
- Supporting Business Relationships in Korea

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Driving Social Change
Entrepreneurship & Innovation
Workforce Participation, Equality & Productivity