



innovative EXECUTIVE EDUCATION adaptive

A New Model for High-impact Learning

UGA EXECUTIVE PROGRAMS

Innovative and Adaptive
– A New Model for
High-impact Learning

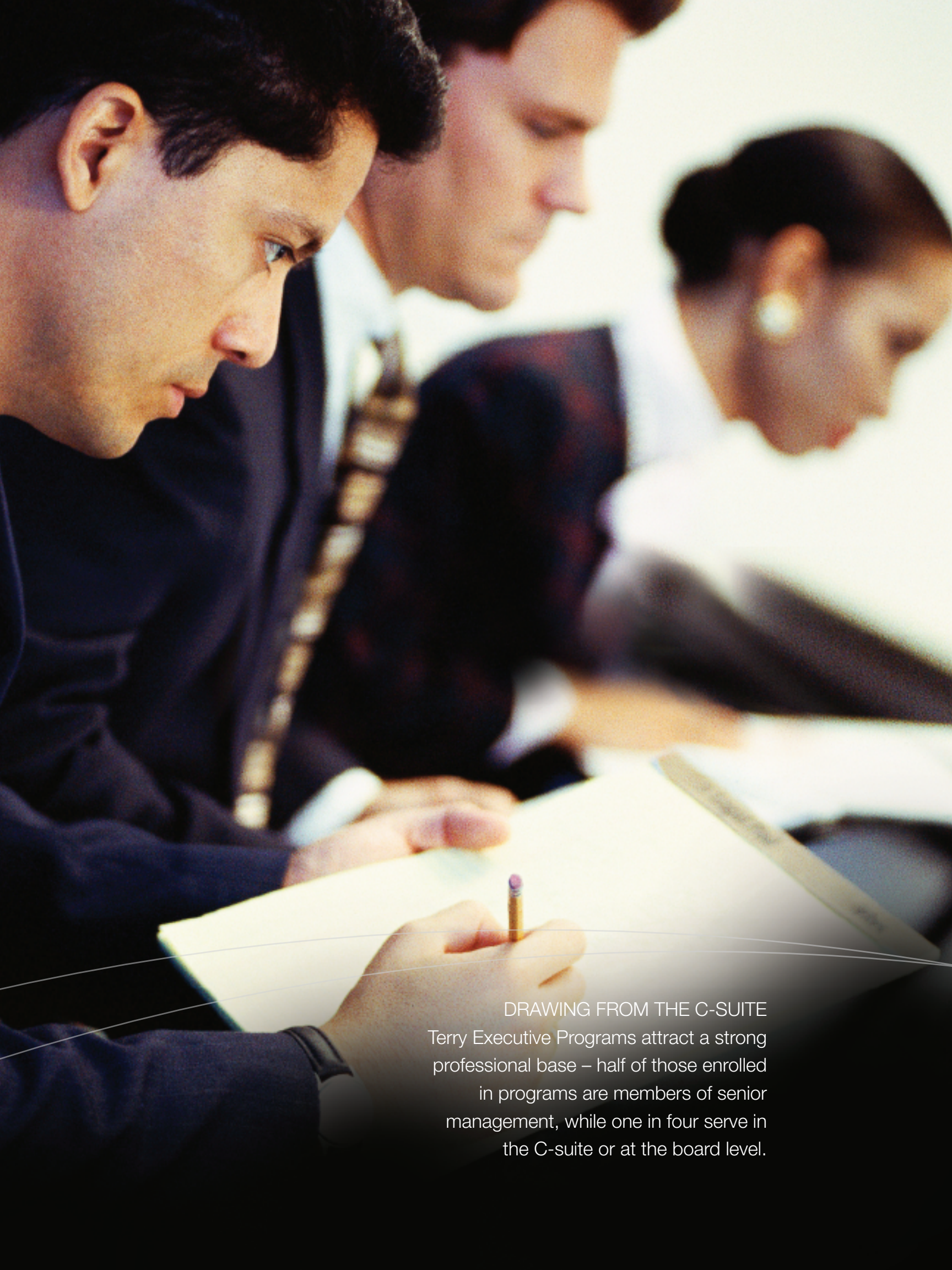
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As the pace of global business continues fast and unrelenting, only firms embracing innovation will thrive and win in the marketplace. Leaders need everyone moving toward a common vision and common objectives. Above all, successful organizations must have an innovation-driven culture, with employees who can think strategically and lead change.

That's why choosing an Executive Education partner is so critical – it ensures that your team is exposed to the best development opportunities to build and fine tune the critical skills necessary for success in today's business world. For forward-thinking organizations that want to work smarter, the choice is simple: UGA's Terry College of Business Executive Programs.

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DRAWING FROM THE C-SUITE

Terry Executive Programs attract a strong professional base – half of those enrolled in programs are members of senior management, while one in four serve in the C-suite or at the board level.

EXECUTIVE PROGRAMS

Mirroring the most successful corporate innovators, UGA Executive Programs is founded on innovation and agility – we embrace a collaborative model that allows us to bring the best in academic theory and business practices to our clients. We understand that you need a key partner committed to not only baseline fundamentals, but also to critical leadership and problem-solving skills based on the real world.

Program participants enjoy the flexibility of cutting-edge programs with access to UGA's tradition of excellence, as the oldest state university in the nation, and to Terry, the first business school established in the South. Moreover, we are not bound by old rules or thinking of what executive education is – we have incorporated into our curricula and education delivery the very best methodologies around executive education to benefit you, our customers. We also bring UGA's award-winning faculty, heritage of excellence, and impressive track record of performance to our programs.

Find out why an increasing number of forward-thinking companies headquartered in Atlanta consider UGA Executive Programs their first choice for building their next generation of leaders.



“We are a provider of sustainable, practical and relevant executive education programs using a combination of our own faculty, faculty from other institutions and professors of the practice. We engage the business community in a collaborative way. Our partnership approach is an integral part of who we are and what we do.”

—Charles Squires, Director,
Executive Education Program,
Terry College of Business



“This is a first rank Directors’ College, with an interactive program that assures directors learn about the latest developments in corporate governance and leave with practical advice on risk and liability avoidance. Best of all, the number of participants is deliberately kept small in order to encourage active participation and to increase opportunities to learn from fellow directors who may have personal experiences directly relevant to the problems being studied.”

—The Honorable William B. Chandler III, Chancellor,
Delaware Chancery Court

RANKINGS UNDERSCORE EXCELLENCE OF BUSINESS PROGRAMS

Terry Executive Programs, a member of the International University Consortium for Executive Education, is based on a strong foundation of excellence. Terry ranks 23rd among all U.S. public business schools, while UGA is 18th in *U.S. News & World Report’s* 2011 list of the 50 top public universities in America.



Within individual undergraduate and graduate business degree areas, our national rankings are equally impressive.

UNDERGRADUATE PROGRAMS

Ranking	Source
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Bachelor of Business Administration

28th	<i>U.S. News & World Report</i>
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Risk Management and Insurance

2nd	<i>U.S. News & World Report</i>
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Real Estate

4th	<i>U.S. News & World Report</i>
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Management Information Systems

12th	<i>U.S. News & World Report</i>
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Accounting

6th	<i>Public Accounting Report</i>
16th	<i>U.S. News & World Report</i>

GRADUATE PROGRAMS

Ranking	Source
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Master of Business Administration

36th	<i>Business Week</i>
40th	<i>The Economist</i>
50th	<i>Forbes</i>

Executive MBA

23rd	<i>Financial Times</i>
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Management Information Systems

13th	<i>U.S. News & World Report</i>
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Accounting

9th	<i>Public Accounting Report</i>
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DELIVERING CUTTING-EDGE EDUCATION WHEN AND WHERE YOU NEED IT

Terry Executive Programs offers a learning environment for every business need. We deliver rigorous and relevant curricula wherever and whenever our customers need it – from an easily accessible education center in the heart of Atlanta’s business district, to the quiet charm of a traditional campus environment in Athens, to virtually wherever customers may be – from Shreveport to Shanghai. Put simply, we deliver content in a way that best accommodates busy professionals – including face-to-face learning, distance learning, and simulations inside our state-of-the-art Executive Education Center.

Our 33,000-square-foot, Wi-Fi-enabled Executive Education Center serves as a focal point and meeting place for Executive Program participants, UGA alumni, faculty and staff. It is conveniently located in Buckhead, the heart of Atlanta’s business community, and a short, 20 minute-drive from Hartsfield-Jackson International Airport. Terry’s highly acclaimed Executive and Fast-Track MBA programs are also housed in the same facility, making us a true one-stop shop for all of your executive education needs.

“We have a rigorous program in a very effective format. We provide [attendees] a solid understanding of the core principles – both the important theory and the practice. They may not have the skills that they need to get to that next level – we help them acquire those skills and get to that next level.”

—James S. Linck, Associate Professor, BB&T Scholar,
Department of Banking and Finance, Terry College of Business

BRINGING THE BEST THINKING FROM ACADEMIA AND INDUSTRY

Terry Executive Programs is committed to bringing thought leaders from academia and from Corporate America together so that participants gain the best insights from both worlds – ensuring the connection from classroom to the executive board room.

Terry believes that real-world business issues should inform and drive every aspect of Executive Education curricula – and they do, every day. With enhancements to the curricula such as our Capstone Case Study program, students immediately apply insights learned from the program to real-world issues in their job setting.

Terry Executive Programs also excel at partnering with other leading academic institutions, industry associations and top-caliber companies to ensure that programs reflect specific business realities. Drawing on talent from around the country, Terry brings proven leaders from across business disciplines. Just a few programs showcasing this unique approach include:

- **The Atlanta Leadership Symposium** is offered in six sessions by Terry College and the University of Michigan, ranked best worldwide in teaching leadership to executives. This program presents the latest business strategy from academic lecturers and executive panelists. The symposium draws on leaders from major Atlanta-based companies such as AT&T, the Coca-Cola Company, Delta Air Lines, GE, Home Depot and UPS.
- **Terry's Certified Financial Planner (CFP®) program** is a registered program of the CERTIFIED FINANCIAL PLANNER™ Board of Standards Inc. administered by faculty who also are established practitioners – attuned to the unique requirements and topics critical to prepare professionals for the national CFP® board exam. Participants build competencies in financial planning, insurance, investment, tax, retirement and employee benefits and estate planning. They conclude the 13-month program with a Capstone Case Study project.
- **The Directors' College**, collaboratively offered with the National Association of Corporate Directors, offers the latest developments in corporate governance from Terry academics and decision-makers from leading institutions such as Ernst & Young, KPMG and the Delaware Chancery Court.

Underscoring our leadership as a trusted business community partner, we host the annual UGA Economic Outlook series in more than 12 cities across Georgia. Georgia's governor frequently attends the Atlanta kickoff, which attracts more than 1,000 business people, who come to hear leading national and UGA economists and business leaders discuss economic indicators for the coming year.



POWERHOUSE PROGRAMS BRING INDUSTRY LEADERS TOGETHER

The longevity and popularity of Terry's Industry Programs are hard to match:

TRUCKING PROFITABILITY STRATEGIES CONFERENCE for over 25 years this conference has served as the premier annual event for trucking management executives, drawing attendees from across North America and Canada.

SOUTHEAST BANK MANAGEMENT & DIRECTORS CONFERENCE for over 15 years, this conference consistently attracts CEOs and senior officers from throughout banking and financial services industry and is widely considered by attendees as the preeminent program to gain first-hand knowledge of events shaping the financial services industry.

BONBRIGHT CENTER ELECTRIC AND NATURAL GAS CONFERENCE for three decades, this conference has tackled economic drivers affecting national energy policy, while bringing public and private sector energy leaders together to discuss political, environmental and industry trends.



OFFERING DIVERSE PROGRAMS TAILORED TO YOUR NEEDS

From open enrollment programs to custom education packages to industry-specific workshops and conferences, Terry Executive Programs offer a full portfolio of education opportunities to meet every development need. Terry prides itself on tailoring programs to the specific requirements of corporate and individual clients. This flexibility translates to a win-win for Terry, and for individuals and organizations seeking a strong return on investment for their education dollars.

A hallmark of Terry Executive Programs is connecting classroom learning to the complexities of the real world. Many attendees participate in targeted one-on-one coaching to apply key learnings into a development plan, a Capstone Case Study, or other significant project, often presented for feedback to a panel of leading business executives.

Open enrollment programs such as the HR Leadership Academy, Sales Leadership Academy and Emerging Leader Academy, accelerate the growth and development of your company's current and future leaders. Custom programs bring together UGA's intellectual capital and action-based learning delivered by a combination of highly capable faculty and proven industry practitioners. Terry's rich offering of industry-specific programs continue to draw leaders from across North America.

"We have had directors and various members of our management team attend through the years and we always pick up new and good ideas. The session helps me as a director to ask the right questions."

— Connie D. Williams, Board Vice Chairman, Darby Bank and Trust

MAKING AN IMPACT: STRONG LEADERS, BETTER DECISION-MAKING

The strengths of Terry's Executive Programs are intimately tied to program outcomes for participants. Terry is committed to enhancing not only technical discipline knowledge, but also hone participants' effectiveness as leaders, helping these business achievers better overcome cultural issues in the workplace, improve negotiation skills and speed decision-making. For many participants, Terry Executive Education has enabled them to stretch their capabilities and reach their professional goals faster.

- Approximately 35 percent of HR Leader Academy graduates earned a promotion within the following calendar year of completing the program.
- In its CFP program, Terry boasts a 100 percent pass rate for students taking the CFP exam that average 85 percent or higher throughout the program.

"The CFP Program provided me with the educational foundation needed to not only pass the CFP® board exam, but also to deliver sound comprehensive financial advice to my wealth management clients."

—Gregory B. Binney, CFP, First Vice President – Client Advisor
Private Wealth Management, SunTrust Bank



Terry Executive Programs also designs targeted Custom Programs to serve companies' development goals as they cultivate their high-potential leaders and prepare their talent pipeline for the future. IBM, NCR, Cox Communications, Earthlink, Norenco, Apogee Electronics and Smith International are a few of the firms that have engaged with Terry on custom and business-focused educational programming.

INVESTING IN YOUR FUTURE

Terry recognizes that you have many options when considering a partner for your executive education needs. Entrust the experts at UGA's Terry College of Business to deliver executive education programs that will exceed your current and future development needs.

Sustainable, innovative, performance-driven, Terry Executive Programs stands ready to serve you – whether you are an individual or an organizational leader. Let us work with you to achieve your development goals or build your workforce of the future.

Visit us today at www.terry.uga.edu/exec_ed



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