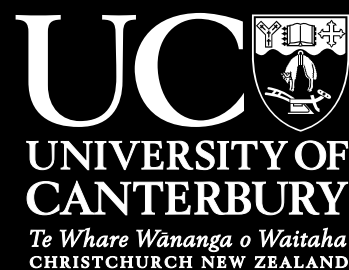


Whakangungu Ngaiotanga
UC Executive Education



Always Learning Always Growing

2024 Short Courses



UC Executive Education: Helping businesses fulfill their current and future potential



Whakangungu Ngaiotanga | UC Executive Education is one of New Zealand's most relevant and impactful professional development providers – designing courses for a constantly changing world.

We open people's minds to learn and grow by developing and delivering relevant and interactive courses for managers, team leaders and executives to take away and use in their businesses immediately.

Our short courses build the skills needed to thrive in complex environments, better manage challenges and realise opportunities in a world where the pace of change is faster than ever.

We empower you with more than theoretical knowledge. You will be given practical tools to use straight away in your workplace or business.

Let us work with you to unlock your full potential.

Qualifying businesses may be able to access co-funding through the Regional Business Partner Network. Contact us to find out more; execed@canterbury.ac.nz

Why UC Executive Education?

Learn from expert faculty and industry professionals

University of Canterbury Executive Education courses are taught by experienced faculty members and industry experts who bring real-world knowledge, insights and expertise to the classroom.

Customised learning experience

UC Executive Education courses are designed to meet the unique needs and challenges of busy professionals. You can choose from a range of programmes and courses to fit your schedule, interests and goals.

Networking opportunities

Connect with like-minded professionals and expand your network. Hearing about others' experiences and gaining valuable insights into industry trends and best practices will enrich your learning and build relationships that transcend the classroom.

Professional development

Executive Education courses are designed to help you develop critical skills and knowledge to excel in your career or your business. You'll gain valuable insights and practical tools in areas such as leadership, management, innovation and digital transformation.

Quality credentials

Completing a UC Executive Education course enhances your CV and demonstrates your commitment to professional development and lifelong learning.

Additional benefits

Easy access

Christchurch city is easy to get around, making it convenient for you to attend the courses.

Free parking

Parking for participants is free, saving you time and money.

Catering provided

Every course is catered to your individual dietary requirements, which ensures you have free access to good food and refreshments throughout the day.

Our Short Courses

UC Executive Education short courses are designed to address two audiences.

Senior Leadership Courses

Accelerate your leadership development by building the skills to thrive in complex environments. We empower you with more than theoretical knowledge. You will learn skills to help you better manage challenges, demonstrate resourcefulness and lead by example.



Operational Teams and Aspiring Leaders

Equip yourself to make a greater impact in your organisation. These specialised and immersive learning journeys provide you with the opportunity to delve into global excellence and bridge any knowledge or skill gaps.



Short Course Subscriptions

Annual or six-monthly subscriptions

We offer two subscription options for individuals or businesses seeking an economical and continuous pathway to excellence for employees.

- A 12-month subscription, running from either:
 - 1 January until 31 December or
 - 1 July until 30 June
- A 6-month subscription, running from either:
 - 1 January until 30 June or
 - 1 July until 31 December

A subscription gives you and your team the freedom to **book and attend an unlimited number of courses within the subscription period**. It also gives your business certainty when budgeting for employee professional development costs each year.

Embrace the opportunity and enjoy affordable access to our suite of short courses, propelling you and your business on your growth journey.

Individual Subscription – you can attend an unlimited number of courses

For one named individual	6 month subscription (ex GST)	12 month subscription (ex GST)
e.g. John Smith	\$3,500	\$5,950

Corporate Subscription – up to 3 people from your business can attend an unlimited number of courses

Number of participants subscribed	6 month subscription (ex GST)	12 month subscription (ex GST)
1	\$5,850	\$8,850
2	\$9,250	\$14,500
3	\$15,000	\$22,190

That's unlimited access to 20+ courses – worth over \$40,000 per person at full course cost.

An evolving programme

It's our goal to design and deliver professional development courses that meet the ever-changing needs of businesses. We are continually assessing whether our programme is fulfilling that goal, while looking for the next emerging topic that may have a major impact on businesses.

To ensure that we remain responsive and deliver exactly what individuals and businesses need to succeed, the selection of courses described in this brochure will continue to grow in number and breadth of topics.

For the most up-to-date course information, please visit our webpage at canterbury.ac.nz/ExecEd

Something missing?

If you have ideas or suggestions for courses we could add to our programme, we'd love to hear from you.

Location

Most courses take place at UC's Ilam campus in the Te Kura Umanga UC Business School, in the Rehua Building located on Forestry Drive, Christchurch, 8140. Full details will be provided prior to your course.

More information

Enrol or view full course outlines, including dates and information on our tutors, at canterbury.ac.nz/ExecEd

Meet the team



Melissa Davies
Professor of Practice



Gareth O'Connor
Professor of Practice



Sean Whitaker
Course Facilitator



Lee Parkinson
Professor of Practice



Patrick Rottiers
Professor of Practice
(Antwerp Management School)



Ashley Bass
Course Facilitator



Caroline Thalund
Professor of Practice



Alan Win
Professor of Practice



Tasneem Gould
Course Facilitator



Michael Philpott
Professor of Practice



Dr Elsamari Botha,
MBA Director
Course Facilitator



Carl Davidson
Course Facilitator



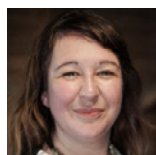
Dr. Michelle Shields
Professor of Practice



Dr David Keane
Course Facilitator



Ekant Veer,
Professor of Marketing
Course Facilitator

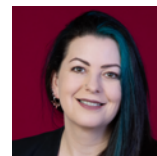


Louisa Taylor
Professor of Practice

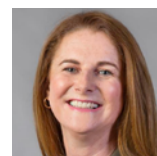


Verity Mace
Course Facilitator

Get in touch



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Director, Executive
Education &
Industry Programmes
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M: +64 27 886 0016
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Executive Education
Coordinator
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2024 Course Programme

Achieving Business Sustainability

Learn how to make your business more sustainable and help tackle climate change.

This one-day practical workshop is designed for those who have been tasked with driving change to become more sustainable in their business, or for those who want to do so but don't know where to start.

It covers everything you need to know, including defining sustainability; the frameworks and tools to help you; what is climate change and how to calculate your carbon footprint; how to set up a strategy, goals and targets; how to create a culture of sustainability; and how to create a stakeholder engagement plan to get buy-in externally and internally.

Presenter: Caroline Thalund, Professor of Practice
Duration: One-day course
Cost: \$1150 including GST. Course fee includes catering, booking fees and on-site parking.

Design Thinking

Challenge yourself and the way you solve complex problems.

This two-day foundational skills course puts under the spotlight the preconceived ideas, assumptions and biases that are making it hard for you to find solutions to issues facing your business – or are even stopping you from recognising what the real problems are.

You will learn about Design Thinking as a discipline and discover hands-on methods that will help you solve problems by asking the right questions. You will also learn to understand human needs by connecting directly with those people affected; challenging your assumptions through empathy, rapid testing, feedback and prototyping.

Presenter: Louisa Taylor, Professor of Practice
Duration: Two-day course; 9.00am-4.30pm (first day) and 9.00am-1.00pm (second day)
Cost: \$1500 including GST. Course fee includes catering, booking fees and on-site parking.

Digital Transformation Through Artificial Intelligence

Understand how Artificial Intelligence (AI), and in particular Generative AI (e.g. Chat GPT), can be used to transform your business.

This two-day course discusses the increased pressure businesses are under to digitally transform and adopt new technologies, in particular AI. This course looks at how Generative AI can impact the organisation at the individual, team and strategic level to improve competitiveness.

This course is targeted at those who have little to no knowledge of how their organisation can benefit from utilising this technology.

Presenter: Dr Elsamari Botha, MBA Director
Duration: Two-day course
Cost: \$2100 including GST. Course fee includes catering, booking fees and on-site parking.

Critical Thinking Management Masterclass

Unlock your team's critical thinking and problem-solving skills and maximise their potential.

This intensive one-day course is divided into four parts. It will address the common barriers to thinking in organisations as individuals and groups, provide tools to overcome those challenges, and show how to model different thinking.

You will develop a range of tools to help unleash the thinking power of your team, as well as how to design strategies to create workplaces and team settings that promote critical thinking and problem-solving skills.

Presenter: Carl Davidson, Course Facilitator
Duration: One-day course, divided into four parts.
Cost: \$1150 Including GST. Course fee includes catering, booking fees and onsite parking.



“I came away having not only met some amazing people, but also with the confidence to put to use the tools provided, both as a leader and personally.”



Empowerment Through Delegation

Learn how to be a good leader by empowering your team and delegating.

This dialogue-based one-day course will introduce you to the relational leadership approach and one of its foundations – empowerment for team performance. You will discover what it means to become a relational leader who seeks to bring about change in an organisation, the community and society at large, all through your relationships with others.

You will learn how to effectively delegate and share the load, as well as identify what potential psychological barriers may inhibit you personally from doing so.

Presenter: Dr Michelle Shields, Course Facilitator
Duration: One-day course
Cost: \$1250 Including GST. Course fee includes catering, booking fees and onsite parking.

Essential Coaching Skills

Learn how to become a better coach to get the best out of your team or help other groups work more effectively.

This one-day, interactive workshop is delivered by an International Coaching Federation certified coach and features supervised coaching sessions where you will get to put into practice what you have learnt.

It is ideal for people with an interest in coaching themselves and others, those seeking an introduction to the profession of coaching, or anyone wishing to enhance their personal or team development.

Presenter: Verity Mace, Course Facilitator
Duration: One-day course
Cost: \$1150 including GST. Course fee includes catering, booking fees and on-site parking.

“Our leadership team attended the Coaching for Managers course (renamed Essential Coaching Skills) a few months ago and found the whole experience very informative. It challenged us to think differently about our approach to how we talk with our teams, putting the emphasis on empowering them to discover how they would approach and resolve problems. The practical nature of the course enabled us to put into practice some of the skills learned, and we took advantage of the follow up session offered to further practice our new skills. We came away with the feeling that, as a team, we are now aligned in our approach. In the months since the course, we have seen a noticeable improvement in how we have team conversations.”

**Fiona Gurevin,
 Financial and Commercial Operations Manager,
 Canterbury Scientific**

Flicking the Female Leadership Switch

Start exploring your leadership pathway as a woman.

This one-day introductory course will help you begin to understand your own pathway to potential. You will learn about your leadership style, focus on the professional development needed to achieve your future goals and pick up ideas for lifting your leadership profile.

You will leave with tools that can be used immediately in your current job, and the confidence and focus needed to propel you on your leadership journey in future roles. This course will benefit aspirational women from diverse industries including commercial, local government, not for profit or education.

Presenters: Fiona Deehan, Course Facilitator

Duration: One-day course

Cost: \$1150 including GST. Course fee includes catering, booking fees and on-site parking.

Negotiation Skills

Improve your skills and confidence to influence and negotiate superior, more resilient outcomes for you, your team and your organisation.

This advanced two-day course invites you to explore yourself and acquire insights and skills to influence, prepare and negotiate with greater certainty, improved efficiency and superior tactical finesse – with a focus on continuous improvement and cross-cultural negotiations.

You will be provided with a tested world-class methodology for working through the negotiation process and will gain invaluable experience by preparing for and engaging in a range of face-to-face negotiations and studying them through video-analysis.

Presenter: Patrick Rottiers, Professor of Practice (Antwerp Management School)

Duration: Two-day course

Cost: \$2400 including GST. Course fee includes catering, booking fees and on-site parking.

“It altered my approach to every business interaction thereafter, having the ability to derive what successful outcomes could look like, and how to reach that point. It paid for itself within the first week of putting the skills to effect.”

J Gardner,
Building and Construction Sector Professional

Smart Strategies for Modern Supply Chains

Acquire expertise in vital tools, technologies, and methodologies necessary for designing, strategizing, overseeing, and enhancing the intricate supply chains of the modern era.

This two-day course is designed for managers and business owners who want to broaden their understanding of logistics and supply chain management and build knowledge of the latest trends and technological developments in the field.

You will learn to address the practical challenges associated with handling increasing complexity within supply chains. Moreover, the course highlights how the adoption of cutting-edge analytics and AI-empowered tools supports best practices to revolutionise logistics, procurement, manufacturing, and optimisation within the wider value chain.

Presenter: Alan Win, Professor of Practice

Duration: Two-day course

Cost: \$2400 including GST. Course fee includes catering, booking fees and on-site parking.

‘Kill Your Darlings’: Applied Decision Making

Discover techniques to improve your decision making – even under pressure – to secure the best outcomes for your business.

This two-day foundational course will teach you how to ‘kill your darlings’ so your organisation’s strategies are fit-for-purpose.

You will learn about the neuroscience behind how your brain and emotions work under pressure and the need to put time aside to work on the big decisions. You will also become skilled in a range of adaptable and applicable decision-making models and styles that can help make the right strategic decisions, see risk and upside, and get clarity on ‘how to’ in today’s complex world.

Presenter: Melissa Davies, Professor of Practice

Duration: Two-day course; 9.00am-4.30pm (first day) and 9.00am-1.00pm (second day)

Cost: \$1500 including GST. Course fee includes catering, booking fees and on-site parking.

“Melissa Davies is an inspirational speaker with an evidenced record of putting her doctrines into actual business situations. “Kill your Darlings” is thought-provoking and should be part of the essential toolkit for any busy executive faced with ongoing critical decision-making. The lessons learned in this session will aid anyone in focusing on and communicating their core business needs.”

Anita Brockhouse,
Trainer and Advocate,
Employment Resolution Consultants

Mastering Technology Transition

Learn how to make sure the digital transformation vision you have for your business becomes a reality.

This engaging two-day course, for those who have embarked on a digital transformation strategy or implemented large IT/technology projects, looks at what might be impeding these initiatives. Using case studies and examples from the class, you will be taught how to approach digital transformation from a change management perspective using people, structure and processes elements.

The course also looks at the role that leadership has in making large technology projects successful.

Presenter: Dr Elsamari Botha, MBA Director

Duration: Two-day course

Cost: \$2100 including GST. Course fee includes catering, booking fees and on-site parking.

A Pragmatic Approach to Cyber Security

Learn how to decrease the immediate cyber security risks your business is facing and how to develop a long-term strategy to manage these constant and ongoing threats.

This one-day foundational course will teach you how to approach cyber security so your organisation isn't yet another victim of a ransomware attack or data breach. You will understand the concepts and be better prepared to work with your board, internal teams and external partners to secure your organisation now and in the future.

You will learn how criminals carry out cyber-attacks and the gaps in security they use in 99 percent of successful hacks, create a short-term remediation plan that balances usability and security for your organisation, and look at long-term risks and what cyber security framework is best for you.

Presenter: Simon Thomas, Course Facilitator

Duration: One-day course

Cost: \$1150 Including GST. Course fee includes catering, booking fees and onsite parking.

High Performing Teams

Learn how to create and harness the power of a diverse team to help your business innovate and add value to your markets.

This two-day foundational skills course will help you navigate the noise around diversity and inclusion. It gives clarity about what matters and why, and it will start you on your journey to develop a roadmap to achieve true diversity for your business or venture.

You will learn what diversity and inclusion mean in an organisational context and how that translates to performance outcomes. You will gather insight on current diversity models and determine which ones are meaningful, as well as have the knowledge and confidence to debate the up and downsides of concepts like the Wisdom of Crowds and Group Think.

Presenter: Melissa Davies, Professor of Practice

Duration: Two-day course 9.00am-4.30pm (first day) and 9.00am-1.00pm (second day)

Cost: \$1500 including GST. Course fee includes catering, booking fees and on-site parking.

Product Management Bootcamp

Master the techniques of successful product management through the product lifecycle.

This two-day course will teach you how to transform problems into economic opportunities, turn product users into advocates for your business, build and manage effective product roadmaps, effectively use data and metrics for product development, and work with engineering to build the right thing to collaboratively take to market with impact.

It runs as a mix of academic topics, interactive discussion, and hands-on exercises, and you are able to bring along stories or concepts you want to work with on the day. You will learn key tools of the trade like building personas, interview techniques, impact mapping, experimentation, and customer journeys.

Presenters: Ashley Bass and Tasneem Gould, Course Facilitators

Duration: Two-day course

Cost: \$2400 including GST. Course fee includes catering, booking fees and on-site parking.

Go to Market

Find out the secret to product marketing for high performing product teams.

This one-day course teaches key aspects of go to market strategy, including the importance of research and discovery, ideal customer profiles, segments, buyers and competitive intel, positioning and messaging, pricing and packaging. It also puts the working relationship between product management, marketing, sales and customer success teams under the spotlight – as this is critical for market success.

You will learn what tactics to implement in your business, alongside product strategy and delivery, to achieve outstanding product market fit and growth.

Presenters: Ashley Bass and Tasneem Gould, Course Facilitators

Duration: One-day course

Cost: \$1250.00 including GST as a standalone one-day Course or \$875.00 as a bolt-on course to the Product Management Bootcamp. Course fees include catering (all dietary requirements catered for), booking fees and on-site parking.

“I joined the product management bootcamp hoping it would help me to more effectively support our product team and ended up with not only this, but a much clearer understanding of the product development cycle and how I can better engage with it overall. There was a lot of content packed into a short time but it was interesting, practical and I’ve already implemented several of the resources in building our investment collateral.”

Henry Bersani, Founder, Workable

Project Management

Discover the right tools and techniques to immediately improve your project delivery and, ultimately, your organisational strategy.

This three-day course immerses you into the profession of project management, with a focus on the practical application of what is taught. It is suitable for anyone involved in project management, teaching you how to select the tools and techniques you and your organisation need for success now.

Topics include choosing and starting the right projects; project sponsorship and governance; defining and managing project scope; estimating and managing project costs and time; managing risk; effective team development and project leadership, as well as project communications and stakeholder management; project closure and benefits; and assessing project management maturity.

Presenter: Sean Whitaker, Course Facilitator

Duration: Three-day course (over three consecutive weeks)

Cost: \$2750 including GST. Course fee includes catering, booking fees and on-site parking.

Social Media For Social Good

Discover how to leverage the power of social media to effectively drive your not-for-profit's cause and create change.

This one-day workshop is specifically designed to support those working in non-commercial spaces, who are tasked with reaching a huge audience with little to no background in social media or budgetary support.

It looks at both the benefits and pitfalls of using social media in the not-for-profit space and how best to reach your target audiences, build awareness of your cause, increase your following and, ultimately, drive behavioural change. By the end of the course, you will have the tools needed to develop a social media strategy for YOUR cause, big or small.

Presenter: Professor Ekant Veer, Course Facilitator

Duration : One-day course

Cost: \$1150 including GST. Discount for Charities \$575.00 Including GST. Course fee includes catering, booking fees and on-site parking

“I found the amount of content just right, with a good balance from Sean on practical real-world experience backed up by solid theory. I left with a valuable understanding of what underpins a robust Project Management process, without feeling burdened by having only one way to run a project. Sean encouraged us to adapt, and iterate, the process depending on the project and also armed us with a lot of resources. Venue was great and food was a hit too!”

Jamie Todd, Business Attraction Specialist ChristchurchNZ

Stakeholder Management for the Public Sector

Equip yourself with proven tools and insights to build confidence driving business critical negotiations in the public sector, with a focus on cross cultural relationships.

This two-day experience-based course aims to inspire better governance against a backdrop of global uncertainty and demands for greater resilience. Hands-on and comprehensive, this course provides you with proven tools and insights to boost confidence and professionalism.

You will learn to negotiate with greater confidence, superior tactical finesse and cultural sensitivity whilst possibly under considerable stress. This intensive workshop is about building superior confidence and professionalism to drive critical influencing and negotiations – generating more resilient, higher value outcomes in multi-cultural New Zealand and the world.

Presenter: Patrick Rottiers, Professor of Practice (Antwerp Management School)

Duration: Two-day course

Cost: \$2400 including GST. Course fee includes catering, booking fees and on-site parking.

Strategic Selling

This is relevant for directors, senior executives, founders and management who want to develop a fundamental understanding of the high level concepts and principles for effective strategic sales.

This is namely where the sales cycle is medium-long, the purchasing team is larger, the process is complex or the transaction value is significant.

Understand the role of the sales leader, effective sales methodologies, essential tools and the critical competencies of the sales team.

Presenter: Melissa Davies, Professor of Practice

Duration: One-day course

Cost: \$1200 including GST. Course fee includes catering, booking fees and on-site parking.

“The information I received was invaluable as it afforded me a broad-based understanding of Project Management principles and practices. It will allow me to make a significant contribution to the future direction and implementation of our Project Management Office. I enjoyed the significant contribution from the rest of the participants and found Sean Whitaker an engaging insightful tutor. I can highly recommend Liz and the team at University of Canterbury as they made the whole experience enjoyable and stress-free.”

**Gareth Innes,
GM Sales & Marketing,
Elastomer Products Ltd**



The Power of Marketing and Creativity

Learn to champion marketing and creativity to transform your business and become more successful.

This two-part course will help you find the opportunities in your business and understand how marketing and creativity can help you stand out from your competitors. It starts with a full-day group session, where participants will discuss their individual products, place and price to identify where differentiation and distinctiveness can be created, followed up by an individual 90-minute one-on-one session with the course facilitator to put theory into practice.

You will learn to harness the power of marketing and creativity to create more opportunities for your business, attract new customers and retain existing ones, while also driving sales, margins, market share growth and profits.

Presenter: Gareth O'Connor, Course Facilitator

Duration: One-day course plus an individual 90-minute one-on-one session with the course facilitator.

Cost: \$1500 Including GST. Course fee includes catering, booking fees and onsite parking.

Think Like a Futurist

Learn how to navigate your organisation through uncertainty in turbulent times.

This two-day foundational course will teach you about Strategic Foresight – a discipline that helps us create alternative views of possible futures. It is used by many of the world's most successful organisations, as well as governments who use it to inform their policy development.

You will be able to challenge your organisation's conventional view of the future and help identify tomorrow's problems, today – as well as start to identify key drivers of change. You will also find ways to reduce uncertainty and anticipate possible and probable futures, and how to use analysis to look for opportunities and to develop actionable plans to shape the future you want.

Presenter: Lee Parkinson, Professor of Practice

Duration: Two-day course

Cost: \$2400 including GST. Course fee includes catering, booking fees and on-site parking

Bespoke programmes

Each business has its own unique challenges and opportunities. For our bespoke programmes, we partner with your business to combine academic excellence and the latest cutting-edge thinking and innovations with industry expertise.

The result is a compelling blend of up-to-the-minute theory and real-world practice, delivered for your company or organisation to upskill your people, effect cultural change, meet challenges head-on, solve problems and explore opportunities.

Discuss your needs with one of our friendly team to design the bespoke programme that will help fulfill your business or organisation's current and future potential. Contact execed@canterbury.ac.nz

The Art of Epic Communication

Transform the way you communicate and unleash your full potential.

This intensive one-day interactive workshop is designed to equip you with the power to communicate confidently, concisely, and coherently. Learn how to masterfully craft, develop, and deliver content that forges connections built on trust, respect, and likability. Whether you're addressing a large audience or a small team, this workshop will empower you to win hearts, minds, and wallets on any stage.

Your journey through this workshop promises to amplify your leadership presence, elevate your personal brand, and supercharge your marketing potential.

The skills taught are transferable across a range of applications including public speaking, keynote speaking, podcast or video interviews, speaking on panels, meeting presentations, sales and marketing, consultations and meetings, delivering workshops, performance coaching, building rapport and much more.

Presenter: Michael Philpott, Professor of Practice

Duration: One-day course

Cost: \$1700 including GST. Course fee includes catering, booking fees and on-site parking.

The 10 Behaviours of Successful People

Discover the secrets of successful people and put them into action in your professional and personal life.

This engaging, practical and sustainable two-day course will teach you the difference between people who achieve success versus those who remain stagnant or never live up to their potential. It includes a private one hour coaching session with Course Facilitator Dr David Keane, who also wrote the bestselling book *The Art of Deliberate Success: The 10 Behaviours of Successful People*.

If you're ready to unlearn some old behaviours and uncover new ways of thinking, this course is for you.

Presenter: Dr David Keane, Course Facilitator

Duration: Two-day course

Cost: \$2100 including GST. Course fee includes catering, booking fees and on-site parking, plus a copy of the 'Ten Behaviours' book, a one-hour private coaching session with Dr Keane, access to the app – and more!

Short courses 2024

January						
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Weekend

Public Holiday

School Holiday

VIP Breakfast

A Pragmatic Approach to Cyber Security

Achieving Business Sustainability

Critical Thinking Management Masterclass

Design ThinkingDigital Transformation through Artificial IntelligenceEssential Coaching SkillsEmpowerment Through DelegationFlicking The Female Leadership SwitchGo to MarketHigh Performing TeamsIntellectual Property Strategy Workshop

March						
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8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

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