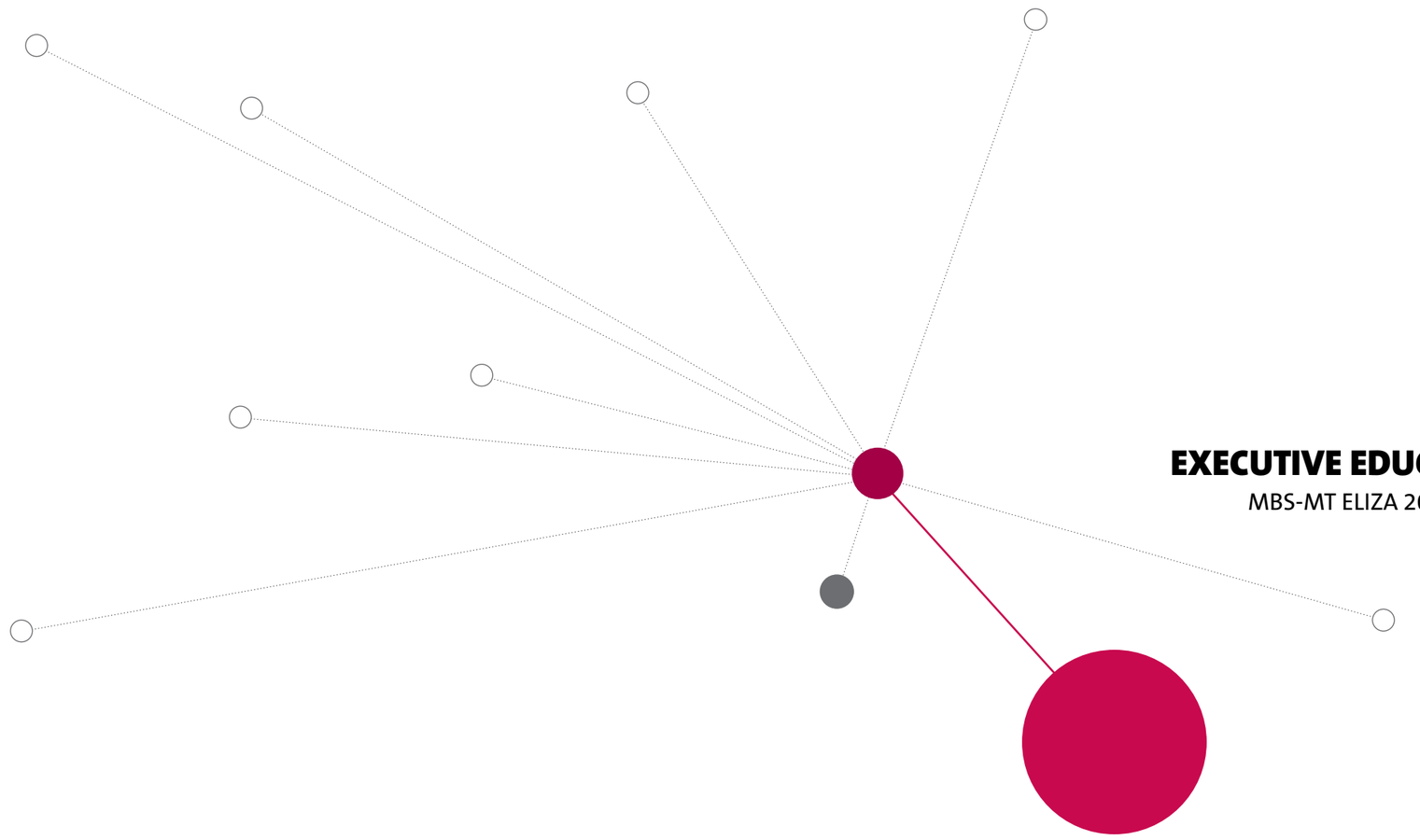

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Prices are in Australian dollars (A$). Unless stated, programs are residential and are held at our executive retreat at Mt Eliza, Victoria. All costs include tuition, materials, meals and accommodation where applicable. Personal and travel expenses are not included.

C = Carlton residential
nr = non-residential

2013 OPEN PORTFOLIO	DAYS DURATION	PATHWAY	PROGRAM FEES (GST EXCL)	(GST)	(GST INCL)	LOCATION	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
LEADERSHIP																	
Leading for Strategic Success	5	Leading the Business	9,860	131	9,991	Mt Eliza		18–22		6–10			12–16		21–25		2–6
Leading for Organisational Impact: The Looking Glass Experience	5	Leading across Functions	9,860	131	9,991	Mt Eliza			29–3		24–28				14–18		9–13
Leadership Development Program (LDP)®	5	Leading Managers	9,760	131	9,891	Mt Eliza		4–8	15–19	13–17	17–21	22–26	19–23	16–20	28–1	18–22	2–6
New Leaders Development Program	5	Leading a Team	8,400	131	8,531	Mt Eliza	18–22 (C)			27–31			26–30				
Maximising Your Leadership Potential	3	Transitioning into Leadership	5,880	65	5,945	Mt Eliza		13–15			24–26		12–14			18–20	
Mindful Leadership	4	Developing your Perspective	6,500	99	6,599	Mt Eliza				20–23				2–5			
The Emotionally Intelligent Leader	3	Developing your Perspective	6,000	65	6,065	Mt Eliza					12–14				28–30		
Leading Organisational Change *(New)*	3	Developing your Perspective	4,900	65	4,965	Carlton (nr)		18–20									
MANAGEMENT																	
Advanced Management Program	12	Leading the Business	23,800	361	24,161	Mt Eliza				27–7					14–25		
Senior Managers Program	6	Leading across Functions	9,800	165	9,965	Mt Eliza	24–1				16–21		18–23			10–15	
General Management Program	6	Leading Managers	9,500	165	9,665	Mt Eliza			28–3			28–2		1–6		24–29	
Accelerated Development for Emerging Managers	5	Leading a Team	8,800	131	8,931	Mt Eliza	11–15 (C)			6–10				9–13		25–29	
Fundamentals of Management	5	Transitioning into Leadership	8,000	110	8,110	Carlton (nr)								16-20			
People & Performance: Creating Value through People	3	Developing your Perspective	4,744	56	4,800	Carlton (nr)					17–19						
Operational Excellence: Building Competitive Advantage	3	Developing your Perspective	4,744	56	4,800	Carlton (nr)							12–14				
STRATEGY AND MARKETING																	
Futures Thinking and Strategy Development	4	Leading the Business	8,000	99	8,099	Mt Eliza			30–3					16–19			
Marketing: Designing & Implementing Winning Strategies	3	Leading across Functions	4,744	56	4,800	Carlton (nr)										11–13	
Strategic Thinking and Action	4	Leading Managers	8,000	99	8,099	Mt Eliza		12–15			11–14		27–30				3–6
FINANCE																	
Mergers and Acquisitions Program	3	Leading across Functions	4,900	65	4,965	Carlton (nr)		25–27							9–11		
Finance Fast Track: A Toolkit for Non-financial Managers	3	Leading Managers	4,744	56	4,800	Carlton (nr)				13–15						20–22	
NEGOTIATIONS AND DECISION MAKING																	
Decision Making for Leaders *(New)*	3	Leading the Business	4,744	56	4,800	Carlton (nr)									21–23		
Negotiation & Influence: Claiming & Creating Value in Deals & Disputes	3	Leading Managers	4,744	56	4,800	Carlton (nr)						22–24					
Developing Business Acumen	3	Leading a Team	4,800	56	4,856	Carlton (nr)				20–22				4–6			
INDUSTRY SPECIFIC																	
Strategic Planning and Management in Retailing	6	Leading across Functions	10,850	165	11,015	Mt Eliza				19–24							
Retail Futures: Multi-channel Merchandise Strategy & Planning *(New)*	3	Transitioning into Leadership	4,744	56	4,800	Carlton (nr)			29–1						14–16		