Program Details

*The Advanced Management Program (AMP)* is an intense, intimate, transformative learning experience designed to fit the time constraints of seasoned, mid-career executives. This senior executive program is selective and purposely limited to 25 participants. Held on campus at MIT Sloan in Cambridge, Massachusetts, AMP is an exceptional way to:

- Develop skills and acquire planning/thinking frameworks that are useful to those in the C-suite at most companies—especially in the science, engineering, and technology sectors
- Engage with more than 30 of MIT Sloan’s world-class faculty around both their latest research in advanced management tactics and the “tried and true” in such areas as strategy, system dynamics, leadership, and innovation
- Make new, life-long connections with experienced business people from a wide variety of geographies and companies
- Leverage multiple perspectives to advance important business issues away from day-to-day operating pressures
- Develop critical leadership and change management skills via individualized 360° feedback assessments and 1-on-1 leadership coaching
- See new ideas emerging from the labs, centers, and businesses that are part of the MIT/Sloan/Cambridge “innovation cluster”

AMP Participant Benefits

- An MIT Sloan email-forwarding-for-life (EFL) address
- A 20% discount on additional Executive Education programs
- Invitations to select MIT Sloan events
- Participation in the MIT Sloan network
- Inclusion in the MIT Sloan alumni directory

Takeaways

The guiding purpose of AMP is to deepen the ability of experienced executives to make significant and systemic changes in their companies and the world. AMP participants will acquire new frameworks and skills for which MIT Sloan is world-renowned; make connections that will last a lifetime with colleagues who share similar experiences; and develop a renewed and expanded sense of themselves as leaders. In short, AMP helps participants take another step in their career and be more effective change agents in the future.

What Makes AMP a Unique Program for Senior Executives?

- Participation in the experience of the MIT culture and heritage, especially around innovation
- Strong focus on taking practical action: “How does what I’m learning make me a better leader and a more valuable contributor to my business?”
- Personal learning journals that track insights and growth over the program’s duration
- Individual projects: content application to a project of real importance and value to each participant and their organization
- Systemic, cross-functional, and cross-border lenses applied to current business issues
- Faculty, coaches, and alumni who are committed to applying and generalizing from the latest management thinking and frameworks
- Integration of personal leadership concepts, skill-building, and coaching with large scale macroeconomic and systems thinking frameworks and tools

http://executive.mit.edu/amp
Custom Learning
Custom components are designed to meet the needs of mature executives who lead international business units, large functional areas, or highly complex projects that touch many stakeholders and teams. Custom learning topics include: innovation, change management, crisis management, leadership, system dynamics, as well as health/mental resilience for busy executives. In addition to classroom work, AMP also includes:

- **A leadership simulation** in which teams of participants run a business
- **1-on-1 coaching** provided by highly experienced executive-level coaches around a rich set of behavioral-based leadership assessments
- **Dedicated time** to scope and advance a significant issue that is important to each participant’s business success
- **Visits to local companies**, MIT research centers, and executives who are pioneering in new products, services, and sectors of the global economy (e.g., Akamai, Communispace, and Trader Joe’s); these can also include presentations from the MIT Media Lab, Center for Digital Business, Center for Information Systems Research, and the Cambridge Innovation Center
- **Three days of connection** with returning AMP/ACE graduates who gather on campus to be exposed to the latest research of MIT faculty, engage with outside speakers, and exchange insights with other executives

The small size of this cohort of leaders encourages open sharing and building networks of ongoing support and collaboration. Several alumni have pursued new, joint projects together. The involvement of alumni is an additional connection to other executives who have shared the AMP experience.

Open Enrollment Programs
AMP students will also participate in several of MIT Sloan’s highly rated open enrollment programs. Through these courses, executives access multiple professors’ expertise and research in areas such as macroeconomics, organization strategy, marketing, and operations. AMP students also connect with participants from all over the world in a wide variety of industrial sectors and draw on them for their projects and discussions. The open enrollment sessions offered for the 2015 session of AMP included:

- **Understanding Global Markets: Macroeconomics for Executives**
- **Building Game-Changing Organizations: Aligning Purpose, Performance, and People**
- **Negotiation for Executives**
- **Strategic Marketing for the Technical Executive or Managing Complex Technical Projects**
- **Developing a Leading Edge Operations Strategy or Transforming Your Leadership Strategy**
- **Supply Chain Strategy and Management**

The larger open enrollment courses enable participants to broaden their networks beyond their AMP cohort.

To receive their certificate of completion, participants must make a presentation to professors, alumni, and other members of the cohort about how they plan to advance the business challenge/issue they brought to the program.

“A holistic experience of the best concepts and faculty MIT Sloan can offer—plus practical advice for taking action.”

—South America Region Head Pharmaceutical Firm
The combination of academic content and 'real life' knowledge that I got through the professors, other participants, and the very special MIT culture made AMP an amazing experience that I would highly recommend to other entrepreneurs and executives.” — Israeli/Japanese
Software Entrepreneur
Read this review and others online.

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MIT Sloan Advanced Management Program

Ideal Candidates for the Advanced Management Program
AMP is an intense and demanding experience. The best AMP candidates are seasoned executives who carry significant leadership roles in their companies either as: general managers, leaders of functions or business lines, or who have direct responsibility for profit/loss. All the key elements of the AMP experience—the professors, their content, the scope of the project work, 1-on-1 leadership coaching, simulations, etc. are designed specifically for senior executives with:

- 15-20 years of work experience, across several different functional and business lines
- Confident fluency in written and spoken English
- Significant international exposure
- An urgent agenda for change and support from their sponsoring companies
- The ability to contribute to the learning of others and the Sloan alumni network
- A graduate degree

Alumni Gathering
At the close of the program schedule, AMP participants will convene and learn with AMP/ACE alumni, past participants of the International Management Program, and selected Sloan alumni. A themed agenda will bring together all of these friends of MIT Executive Education to reconnect on campus, learn, and share experiences. Past themes have focused on a particular geography such as China, or an integrative, strategic issue such as reverse innovation.

Applying
Applicants will need to complete the application form. Then, upon contact from the program director, the applicants will need to submit their resume/CV, and participate in a Skype teleconference with the program director.

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“ My time in the AMP program changed my perspective on what it takes to be a business leader in today’s global marketplace. The program’s focus on group diversity, application, and real-life learning simulations anchored the learning and networking experience. I have been able to successfully apply what I learned back in my business. The AMP program truly lives up to MIT’s motto of ‘mind and hand.’”
—Senior Operations Executive
Global Beverage Company

“The high-quality faculty and collective intelligence of the AMP group is amazing. I came away with a much more concrete and actionable vision for creating change in my company.”
—Plant Manager
Indian Automobile Parts Manufacturer

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