



International Management Development Corporate Programs

CORPORATE PROGRAMS

With SGMI Corporate Programs, you have access to the holistic executive education portfolio of the SGMI Management Institute St. Gallen for your company's internal development programs. We provide concise, practical management knowledge in the form of seminars, workshops, development programs and managed change processes.

As a leading St. Gallen institution, we are committed to quality and the highest customer satisfaction. We place particular emphasis on practical relevance and implementation value. We work internationally, in the languages of our clients.

In close cooperation with the senior management and human resources managers of our clients, we plan and implement programs for executive education as well as general management and organizational development.

In seminars, workshops and coaching programs we provide knowledge transfer, knowledge training and knowledge application. We stand for high quality management know-how, adapted to specific challenges in your company.

The focus is on the principle of practical relevance and implementation orientation with the aim of aligning the methodology of the holistic St. Gallen management approach with the client's internal company specifics in order to achieve tangible results.

This turns management education into a successful instrument for strategy implementation in the company.

Contact

We will be happy to assist you by telephone or in a video conference for more detailed information as well as for advice on the right choice of corporate training for your company.

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Executive Director Corporate Programs



SGMI Design Process



All the services offered by SGMI Institute of Management St. Gallen in its company-specific programs are based on the St. Gallen Management Model, which has its roots in systems theory and cybernetics.

The approach follows a clearly defined design process which ensures excellent execution and results. The process is agreed upon with the client, customized, and unnecessary steps erased.

Special emphasis is placed on the analysis. With a better evaluation of a client's strategy and culture and a clear definition of business objectives, the development project can contribute much more to your strategy implementation.

In a first step, target competencies, which are required to achieve your strategic objectives, are derived from the strategy - in a special competence modeling workshop.

In a second step, the company's existing competencies are analyzed using proven assessments and psychometric tests. Based on the

comparison of required and existing competencies, an objective-oriented development program consisting of seminars and workshop elements, project work, e-learning, coaching and mentoring for individuals and groups can be defined, delivering an immediate and direct benefit. Participants will appreciate the direct learning transfer into everyday life and use the program as a guide for current and future business challenges. The product portfolio of the SGMI Management Institute St. Gallen offers a comprehensive conceptual basis for the design of successful development measures.

Whether the strategic development objectives are achieved or not, is evaluated at the end, when the desired strategic core competencies are reviewed. Follow-up includes analysis and discussion of participants' feedback, implementation support from our consultants, and, if required, adequate progress and personal reviews with clients or other participants.

COMPETENCIES



Based on the St. Gallen Management Model, we give you the opportunity to use this expertise directly for your company-specific program. We provide all topics for strategic as well as operational management on the levels of company, team, employee (individual), for all industries and managerial levels.

Company-specific and customized

SGMI Open Programs implemented within the company

Does an SGMI seminar (Open Programs) meet your needs exactly? Would you like several employees from your company to participate and would you like it to be held at a location of your choice? The full range of SGMI Management Institute St. Gallen seminars is also available for your company's programs. To enhance the sustainability of the learning experience, seminar concepts and seminar content can be adapted to specific industries or companies. We also support you in

defining the group of participants and, if desired, advise you on the choice of a suitable venue.

Customized company-specific program

Fully customized corporate management development programs, seminars, workshops, customer conferences and speeches have the advantage that work is done exclusively on specific topics of the company, tangible solutions are developed and implementation projects can be triggered immediately. Based on the situation of the customer, a special development program is designed. All specifics of the company's situation are taken into account and are integrated into case studies and the course of the seminar. Executive education can therefore be used to support a guided corporate development process or a change process and at the same time functions as a cultural development platform.

Integrated Management Programs

An integrated management program is a dedicated development program for a precisely defined group of participants. The content covered includes topics that are relevant to the success of the participants' work.

Cultural development programs

Management programs can be used specifically to develop corporate culture, such as a leadership program to develop a consistent management culture across different managerial levels, across different subsidiaries, and across different countries.

Corporate University

We build up your Corporate University/Academy hand in hand and secure a competitive advantage for your company that is difficult to copy. Employees and managers are more strongly bound to the company, projects generated from the training program can be integrated into further development initiatives, and the know-how remains within the company. A professionally developed and managed Corporate University/Academy is an important instrument for strategy implementation and serves as an actual cultural development platform for the company.

Corporate Programs - Online

Modern technologies give us the opportunity to convey all learning content of the SGMI Management Institute St. Gallen on additional channels and thus to meet new customer requirements - in the usual quality of experience through interactive and practice-oriented design.

Live - online

What does live-online mean? There will be presentations, of course, but as well virtual group work, case studies, discussions and interaction in the whole group. Practice-oriented executive education from St. Gallen on new channels.

Travel expenses are completely eliminated, even international programs are possible with manageable effort. Documents and tools specially designed for live-online implementation are part of the seminars and programs.

Live - online seminars and programs

All our seminars and programs can be implemented live-online, with the described content or with any desired customization. Another option is the complete redesign of a live-online program based on the current development needs in the company. Current topics such as digitalization, working from home and remote leadership can also be addressed.

Live - online coaching

Coaching units of 1 to 3 hours are offered via Teams, Zoom or other suitable platforms. Since there is no need for travel, live-online coaching sessions can be scheduled at short notice if required and available, and are thus also suitable for responding to current and urgent incidents in everyday business life. Due to the possibility of scheduling shorter units, it is possible to benefit perfectly from a modular structure. Several modules, supported by implementation phases, are placed in an overall context. For global companies, live online coaching is an excellent way to offer the very effective tool executive coaching to their key people worldwide.

COMPETENCIES

Center for Strategic Management

The most suitable strategy.



Director:
Romed Guntern
lic.oec.HSG et lic.iur.HSG

Center for Corporate Innovation

Efficient innovations in a complex corporate environment.



Director:
Lucas Sauberswarz

Center for International Management

Entrepreneurial excellence in a global environment.



Director:
Walter Rodriguez
Prof. Dr.

Center for Digital Management

Successfully mastering the digital transformation.



Director:
Christian Müller-Gorman

Center for Governance and Compensation

Promoting successful value creation.



Director:
Stephan Hofstettler
Dr. oec. HSG

Center for Sustainability Management

ESG - the management system of the future.



Director:
Martin Neureiter
Mag.

Center for Marketing Management

Creating sustainable added value for customers.



Director:
Marc Opresnik
Prof. Dr.

Center for Brand Management

Achieving differentiation through branding.



Director:
Alexander Haldemann
Dr.

Center for Online Marketing & Social Media

Marketing in the digital age.



Director:
Anna-Lena Klein

Center for Resilient Marketing

The way to an agile marketing organization



Director:
Ruben Mosblech

Center for Sales Communication

Success in sales communication.



Director:
Karl Peter Fischer
Prof. Dr.

Center for Financial Management

Sustainable and long-term increase of company value.



Director:
Thorsten Truijens
Dr. oec. HSG

Center for Mergers & Acquisitions

Customer-oriented, cost-optimized, growth-promoting, flexible and fast.



Director:
Osama Rifai
lic.rer.pol.

Center for Controlling

Controlling, steering, regulating.



Director:
Gilbert Malgiaritta
lic.oec.HSG

Center for Leadership Management

Achieving Leadership Excellence.



Director:
Daniel Schmidlin
lic.oec.HSG

Center for Change Management

Actively shaping change processes.



Director:
Oliver Titzmann

Center for Personal Leadership & Motivation

Accepting and living the role as a leader.



Director:
Mark McGregor

Center for Neuro Intelligent Leadership

Top performance begins in your mind.



Director:
Karolien Notebaert
Ph.D. Neuroscience

Center for Executive Coaching

The one-to-one development approach.



Director:
Rolf Specht
Dr.phil.I

Center for New Work

Employee satisfaction & productivity in the new working world.



Director:
Andreas Seitz

Center for Communication

The manager as a communicator.



Director:
Matthes Schaller

Center for Rhetoric

Professional handling of language and appearance.



Director:
Michael Ehlers

Center for Start-up-Management

From business idea to market success and to a successful company.



Director:
Chris Stern
Dr., MBA

Center for Asia

Successful management in the Asian market.

Director:
Theresa Stewart

Xiaolong Hu



ADVANTAGES AND BENEFITS

Our Corporate Programs provide these exciting benefits:

Taking strategy and culture into account

Corporate development programs can be 100 percent aligned with the client's strategy and are thus an extremely effective means of strategy implementation. Key capabilities defined as relevant in the strategy can be built up in a systematic manner and further developed in the long term. By taking corporate culture into account during conception and implementation, corporate development programs are not only culturally compatible, but can also be actively used to shape and develop the corporate culture.

Alignment with the actual challenges

By analyzing the skills available in the company («skills inventory»), it is possible to build on the current situation of the company in a systematic manner. Background, business environment and existing parameters are taken into account appropriately. Tools and resources can be specifically aligned to the client's company. This results in a very strong practical relevance.

Highest quality and customer satisfaction

As a leading St. Gallen institution, we are committed to the highest quality and customer satisfaction. We place particular emphasis on practical relevance and implementation value.

Internationality

We work globally. All our services are available in German or English and other languages on request. Our entire corporate service portfolio is offered worldwide. Based on the St. Gallen Management Model, we develop a global development program for all of our clients' corporate units, taking into account the respective country cultures. A consistent development approach can thus be implemented worldwide and adapted to country-specific conditions.

Innovativeness

Our innovation strength results from our proximity to research and management consulting, which enables us to observe the latest findings in their practical implementation and application.

Solutions orientation

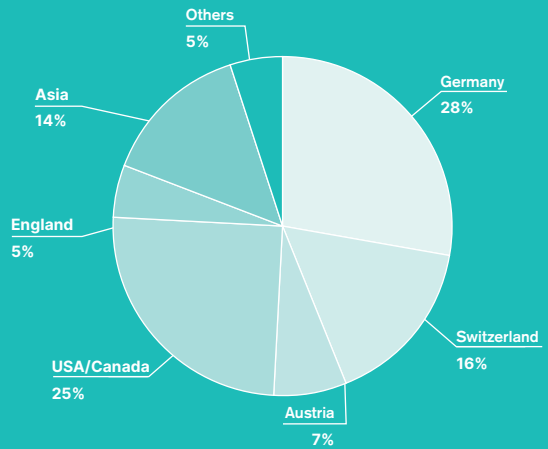
By working on success-relevant topics for our clients, we provide tangible benefits in the form of applicable solutions. In our corporate seminars and programs, we develop solutions that can be directly implemented in practice.

Long-term development partner

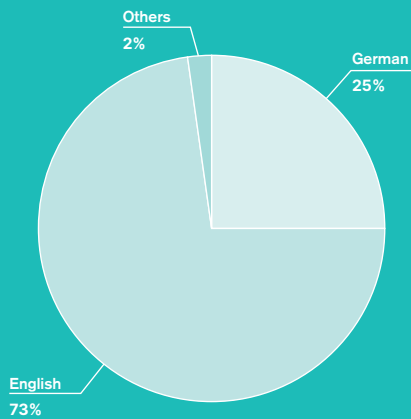
We see ourselves as a strategic development partner for our clients. Due to our close and long-term cooperation, we are able to develop and successfully implement programs exactly meeting the needs of our clients very quickly.

CLIENT STRUCTURE

by country
(headquarter) ▶



◀ by course language



by company size ▶

