



JOHN MOLSON EXECUTIVE CENTRE

Your Partner in Designing and Delivering Customized Training Solutions

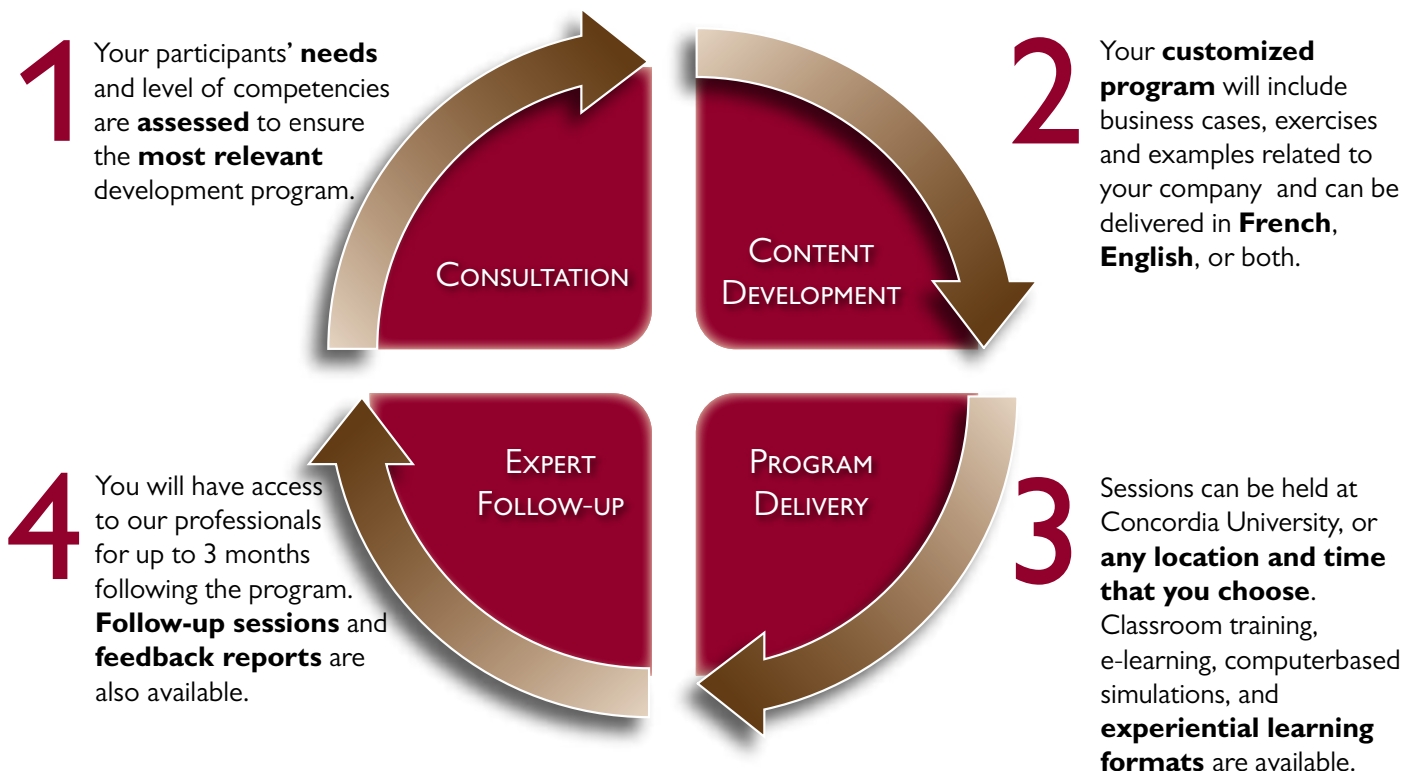
**ENRICH YOUR PEOPLE,
GROW YOUR BUSINESS**

Programs in English & French offered by renowned experts in each field of business!

DESIGNED SPECIFICALLY FOR YOU

Because your people, your challenges, your processes and your strategy are unique, our team at JMEC understands that you need customized training and development solutions. For this reason, we offer programs and services to all industry sectors and fields, and adapt them to your company's organizational culture. Our advisors are available to help you determine your training and development needs and specific learning objectives, in order to develop a customized program that meets your expectations. Your organization will benefit from excellent, personalized service from program design to post-program delivery.

HOW WE PARTNER WITH YOU



Working with the John Molson Executive Centre team is a pleasure. The service is excellent! Their advisors are always available and really understand our organization's specific training and development needs. The bilingual instructors possess highly diversified expertise, which allows us to offer fully customized course content

Sylvie Plouffe
Professional Development Specialist,
Human Resources
CGI Group Inc.



GROUP TRAINING SESSIONS

Most of the JMEC's mandates come from organizations requesting training and development for several groups of employees within their company. The JMEC works with your training and development advisors or organizational development specialists to identify the program objectives and to deliver classroom group training that meets your needs.

The benefits of delivering courses to a group of participants within an organization are:

- Participants come from the same organizational background and can learn within the context of their organization's culture
- Participants from different units of your company have the opportunity to learn from each other and grow together as a team
- The use of group exercises, presentations and case studies, participants' common knowledge and understanding of your organization stimulates discussion, and leads participants to generate innovative solutions to daily challenges
- Learning with their colleagues provides participants with a support network for implementing learned competencies when they return to the workplace

INDIVIDUAL COACHING SESSIONS

When an individual has specialized and specific training needs that are particular to his or her position and responsibilities, the Client Relationship Advisors at JMEC recommend an individual training and coaching program. Requests for individual training can stem from one's personal or management's development goals. Our team works with instructors and participants to develop targeted and personalized course materials and topics. Instructors then meet one-on-one with participants, in a classroom setting or at the participant's workplace to achieve their objectives.

The benefits of undertaking an individual training and coaching program are:

- Personalized attention to your needs, goals and objectives
- Immediate feedback and guidance from experienced consultants about your current and future projects at work
- The opportunity to implement innovative solutions at work with the help of your coach

My one-on-one coaching with the John Molson Executive Centre helped me improve my skills and taught me new tools and practices that I'm able to apply in my daily work. The program was flexible and was adapted to my needs. The instructors were great at customizing the material to my industry, and even used projects and documents from my work environment. The experience exceeded my expectations, and I am looking forward to taking more courses with them in the future.

Ronald Blais
Director, Operations & Construction
Polaris Realty (Canada) Ltd.



POLARIS IMMOBILIER



TRAINING SUBJECTS AND KEY COMPETENCIES

Below is a list of some of our most requested programs. The JMEC offers a wide variety of programs that do not appear on this list. We invite you to contact us for more information.

MANAGEMENT

Supervisors as well as new and experienced managers can all take advantage of management training programs. These programs develop or improve leaders' ability to manage personnel performance, organize their teams' tasks, coach employees, and most importantly, to lead teams towards organizational objectives. Management training programs are also aimed at preparing future managers for their next career move and job responsibilities.

LEADERSHIP

Executives and managers need to continuously improve leadership skills and challenge current leadership methods. Our programs allow organizations to strengthen their leaders' decision-making abilities. They cover varied topics, such as Emotional Intelligence (EI), transformational leadership, team mobilization and management, among others.

STRATEGY

Strategy programs are targeted at experienced managers and executives. These programs help participants develop strategic thinking, acquire the necessary tools to analyze critical organizational issues, understand the decision-making process, and most importantly, align the organization's vision and mission with operational reality. These programs also allow participants to understand how to develop and implement a strategic plan.

MARKETING AND SALES

From business-to-business marketing, integrated marketing communications (IMC), sales presentations, sales negotiations, account management, to relationship marketing, these programs will enhance the marketing knowledge and sales abilities of professionals and managers.

FINANCE AND ACCOUNTING

Our finance and accounting programs can be adapted to any organization's needs, using company-specific information and financial statistics. Programs cover basic financial concepts, measuring financial performance, decision-making, budgeting and control and project life cycles. Accounting topics include cost-accounting principles and managerial decision-making.

PROJECT MANAGEMENT

Regardless of title or function, every employee is involved in work projects. These programs teach the technical aspects of project management, including MS Project, and the soft skills that are crucial to successful completion of a project.



The Mohawk Council of Kahnawake worked closely with the John Molson Executive Centre to develop a Certificate Program in Business Administration that has surpassed our expectations. The benefits of the training were immediately evident, and this collaboration has helped our organization achieve its goals.

Davis Montour
Growth & Development Coordinator
Human Resources Department
Mohawk Council of Kahnawake



CPA AND CFA COACHING

The JMEC partners with Morgan International to provide Certified Public Accountant and Chartered Financial Analyst coaching. These certifications serve to advance your career by setting you apart in the job market.

Please visit johnmolson.concordia.ca/ec for more information about these training sessions.

MORGAN intl
beyond professional training



FURTHERING YOUR EXECUTIVES' DEVELOPMENT

The John Molson School of Business (JMSB) represents excellence and innovation in business research, teaching and scholarship. As part of the JMSB family, the Executive Centre specializes in delivering customized training and development programs that reflect these qualities. Since 1989, we have been contributing to the professional development and education of hundreds of executives, and to the success of multinational corporations, government agencies, non-governmental organizations (NGOs) and private companies. The John Molson Executive Centre (JMEC) offers programs and services in both English and French in any location required by your organization.

Continued professional and leadership development gives your organization a competitive edge in the marketplace. From team-building, to financial management and effective business communication, we have renowned experts in each field of business to meet your unique needs.

RONA first partnered with the John Molson Executive Centre (JMEC) in 2009 to develop a training program targeted at store managers. In the first year, 40 store managers and all regional managers were enrolled in the program. It was such a success! To date, we have trained about 300 store managers. Given that we really liked our experience with the JMEC, it was obvious that we wanted to partner with them again when we had a new mandate for a program targeted to all managers in our support centres. The development of the majority of the modules for the new Altitude program was assigned to the JMEC without any hesitation.

What's amazing about our collaboration with the JMEC is that we really work together. I felt their support during the entire preparation process and still feel it today as we update course material to reflect the priorities of our company and industry. I always felt listened to and that my contributions were well received.

The John Molson Executive Centre team are true professionals and the instructors top-notch.

Julie Fournier
National Training Manager
People & Culture
RONA Inc.



OUR CLIENTS



Call us today to speak with an advisor.

John Molson Executive Centre

Tel: 514-848-3960

Toll-free: 1-866-333-2271

Fax: 514-848-4547

Email: ec@jmsb.concordia.ca

1455 De Maisonneuve Blvd. West, MB 11.115

Montreal, Quebec H3G 1M8

 Join us on LinkedIn

johnmolson.concordia.ca/ec

