

**EXECUTIVE
PROGRAM**

in

MANAGEMENT

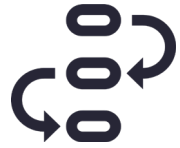
16th Edition



EXECUTIVE PROGRAM IN MANAGEMENT

16th Edition

EXECUTIVE PROGRAM IN MANAGEMENT



Program Format

10 days = 5 modules
(2 days each)



Participants

High potential talents



Objectives

Enhance Management
skills



Teaching Method

Academic & Professional
approach



Partner

SKEMA Business
School



Calendar

October 2026
To February 2027



Language

English



Venue

CCI FRANCE CHINE
SHANGHAI



This program has been specifically designed for high **potential talents** in order to enhance their **management expertise** and **team leadership skills** within their current organization (cross-functional project, business unit, department, branch, etc.)

PROGRAM OVERVIEW – 5 MODULES



By teaching the fundamentals of general management with a focus on leadership & team management, practical accounting and finance, strategy, and sales & key account management, this program of 5 modules will provide to high potential executives a solid knowledge of practical tools to support and drive their company growth through this complex and disruptive environment.

MODULE 1 & 2 – by *The Human Element*[®]

Module 1 & 2 are complementary modules.



Module 1 - Build Your Leadership

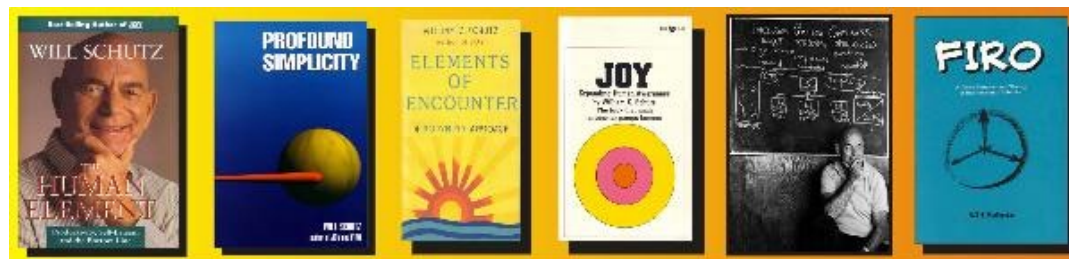


Module 2 - Build Your Team

  **MODULE 1 & 2 – POWERED BY *The Human Element*[®]**

The Human Element[®] provides a comprehensive approach for Leadership and Team Development and Organizational Transformation.

Based on Will Schutz's FIRO Theory, *The Human Element*[®] is internationally acknowledged as one of the most effective and complete team building and leadership development program available.





MODULE 1 : BUILD YOUR LEADERSHIP

Module Objectives

The aim of this workshop is to maximize your potential as a leader.

It will help you:

- Clarify what it means for you to **be a leader** and determine what kind of a leader you want to be
- Increase your **self-awareness**
- Learn how you are **perceived by others**
- Understand better **your own behavior**
- Manage your **emotions** and decrease your **reactivity**
- Communicate more **openly** and connect **emotionally** with people
- Understand what undermines your **impact on people**





MODULE 1 : BUILD YOUR LEADERSHIP

Learning methods

Use of key leadership principles



Experiential activities followed by debriefing



FIRO Theory Lecture

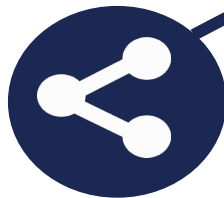


Feedback from others



Body Exercise

Group and sub-group sharing



Imagery (visualization)



Scientifically validated assessment (Element B)



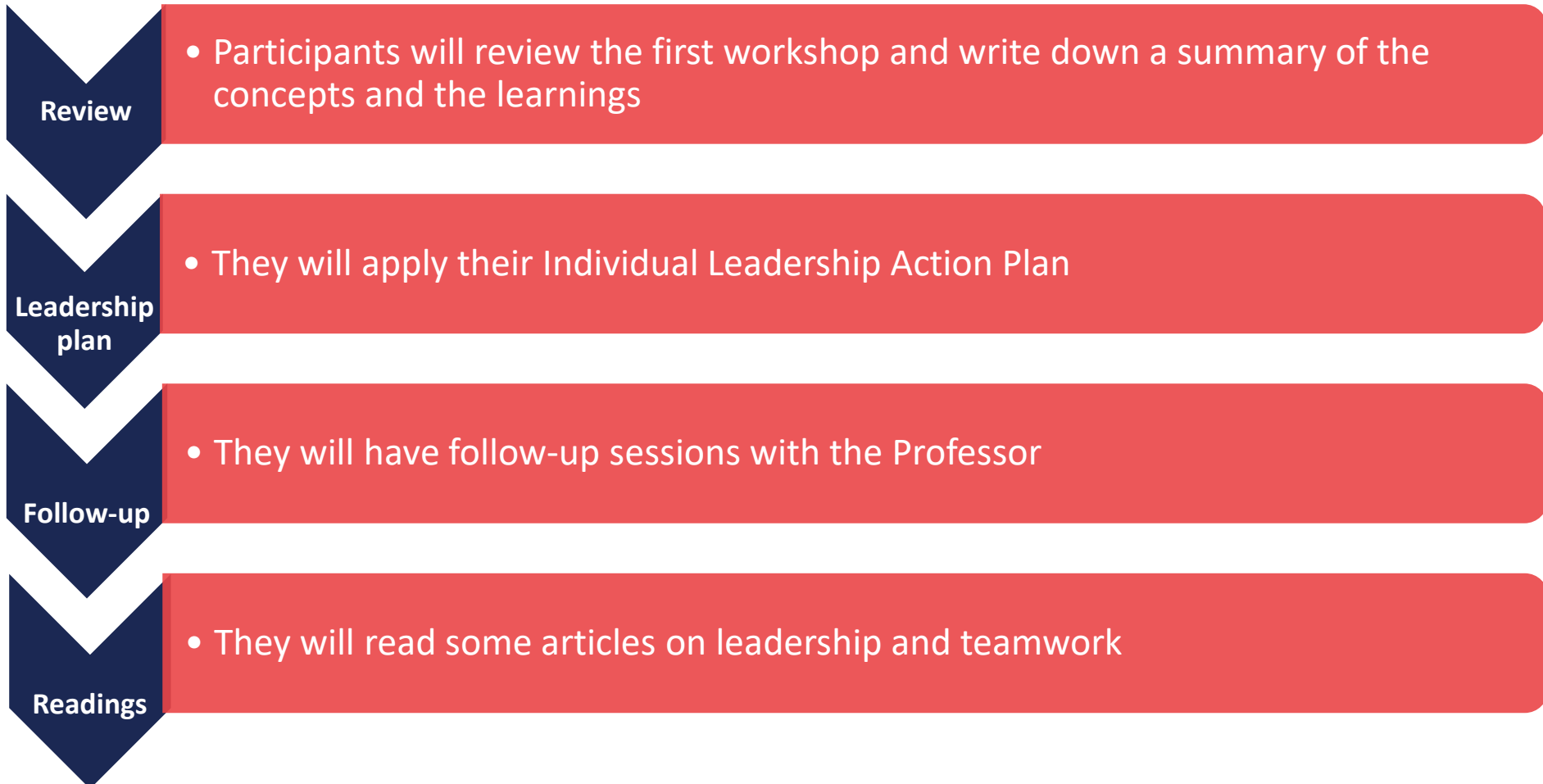
Self-reflection on personal action plan





MODULE 1 : BUILD YOUR LEADERSHIP

Experimentation Stage





MODULE 2 : BUILD YOUR TEAM

Module Objectives

- Understand how **teams and relationships** work
- Learn how to build and maintain **highly performing teams**
- Learn how to make teams operate at their **full potential** utilizing every **member's contribution**
- Approaches to **teamwork**
- Stages of **Team Development**
- Team functions and the leader's job
- Compatibility: the ability to work well **together**
- **Experimenting a leadership practice and the Team Compatibility Index (TCI):**
 - Team Membership (Inclusion)
 - Centrality (Control)
 - Compatibility (Openness)





MODULE 2 : BUILD YOUR TEAM

Application Stage

Review

- Participants will review the second workshop and write down a summary

Team plan

- They will apply their Team Development Plan

Follow-up

- They will have a follow-up session with the Professor

Readings

- They will read some articles on teamwork

MODULE 3



Corporate and Business Strategy (2 days)

♟️ MODULE 3 : Corporate and Business Strategy

Objectives & Teaching Practices

- This Corporate Strategy workshop will provide participants with a comprehensive understanding of the tools needed to craft effective corporate strategies, and with the practical methodology to implement them.
- Through case studies and practical discussions, participants will learn how to analyze internal and external factors, utilize the appropriate tools to craft a sound corporate strategy, implement strategies and predict the challenges ahead. Many of those challenges will revolve around navigating organizational change and reallocating resources to drive strategy.
- The workshop ends with an exchange over the new challenges that are bugging strategists, from climate change to technology adoption.



MODULE 3 : Corporate and Business Strategy

Program Day 1



Morning

Introduction to Corporate Strategy

- Definition and goals of Corporate Strategy
- Corporate Strategy vs. Business Strategy: Understanding the differences and overlaps
- Key Strategic Decisions: Diversify, Divest, and Corporate HQ
 - Diversification as strategic tool: When and how to enter new businesses (**Cases: Postal services - Netflix**)
 - Divestment as strategic tool: How to exit a business in 3 steps
 - Corporate HQ: How it controls resource allocation and how it is controlled



Afternoon

Strategy Tools and Frameworks

- Combining the 3 types of resources and capabilities for sustained competitive advantage.
- The VRIO framework (**Game: Auctioning resources**)
- Industry Evolution: Understanding how industries change over time
- Creating competitive advantage by defining uniqueness (**Case: Trade show participation**)
- Value proposition
- Sustaining competitive advantage

MODULE 3 : Corporate and Business Strategy

Program Day 2



Morning

Implementing Corporate Strategy

- Building barriers as competitive advantage
- Overcoming barriers (Case: Quickbooks)
- Moving from Competition to Monopoly
- Porter's Five Competitive Forces: Supplier Power, Threat of New Entry, Threat of Substitution, Buyer Power, Competitive Rivalry (Game: Porter's Five Forces Board Challenge)



Afternoon

Evaluating Corporate Performance

- Framework and tools for strategic planning and execution (Case: Techwave)
- Dealing with the Human Element (Game: Yes or No)
- Resistances: Why do people resist changes in strategy?
- Solutions: How to deal with the human element?
- Strategy in a turbulent 2025 (Game: Guess the image)

MODULE 4



Practical Accounting & Finance (2 days)



MODULE 4 : PRACTICAL ACCOUNTING & FINANCE

Program Day 1



Morning

Value-Based Management

1. Understand the concept of shareholder value creation

- Introduction to McKinsey's 4 cornerstones of corporate finance
- Recognize how corporate strategy drives financial valuation
- Manage the Company for economic value add



Afternoon

Financial Statement Analysis

2. Explore accounting concepts and principles

- Characteristic of good financial statements
- Accrual vs cash concepts
- Accounting standards and guidelines
- Review financial statement from listed companies
- Discover how to interpret the information to manage more effectively
- Red flags to identify possible financial shenanigans
- Uses and limitations of financial statements



MODULE 4 : PRACTICAL ACCOUNTING & FINANCE

Program Day 2



Morning

Internal Audit, Segment Reporting and Ratio Analysis

3. Explore internal audit cycles and what to look for

- Internal controls measures are effective and adequate
- Proper risk management systems
- Corporate governance disclosure

4. Segment reporting

- Understand drivers of profitability
- Re-classify financial statement items

5. Ratios Analysis and Trend Analysis

- Profitability ratios
- Liquidity ratios
- Efficiency ratios



Afternoon

Investment Appraisal

6. Understanding time value of money

- Time cost of money
- Compound interest and future values

7. Appraising corporate investments

- Payback Period
- Net Present Value
- Internal Rate of Returns

MODULE 5



Sales & Key Account Management (2 days)



MODULE 5 : Sales & Key Account Management

Module objectives

Participants will learn how to increase sales and to improve their sales management skills through new business development and key account management

- **For the selling part:**

- Develop new business

- Understand the different steps of the sales funnel to transform leads into clients
- Discover the true needs of your clients using *SPIN* methodology
- Discover the reasons of the most frequent objections and how to handle them
- Practice closing technics

- For the sales management part:

- Learn the key concepts to create a sales strategy
- Solve typical sales management challenges
- Leverage your best practices by creating your own sales playbook

- Grow your accounts

- Proper Preparation Prevents Poor Performance
- How to deal with power in negotiation
- How to engage the real decision maker
- How to create positive momentum without sacrificing value
- How to resist tough and manipulative end game tactics

MODULE 5 : Sales & Key Account Management

Program Day 1

Key takeaways

- Selling is a process
- The deeper the needs discovery the stronger the impact for your client
- Turn a 'no' into a 'yes'
- Growing an existing client is 5 times easier than developing a new client



Morning

- Using *SPIN* methodology to ask the right questions that lead you to the sales (role play)
- Handle objections and turn a 'no' into a 'yes' (role play)



Afternoon

- Closing technics (role play)
- Choose the accounts that will generate most sales growth for your organization

MODULE 5 : Sales & Key Account Management

Program Day 2

Key takeaways

- 5 ways to deepen the relationships with your clients
- Growing into an account requires strategic planning
- Solutions to the most common sales management challenges
- Your people may leave but the process stays



Morning

- Build your roadmap to get more revenues in your client's portfolio
- Deepen the relationship between you and your selected clients to trigger new upselling and cross selling opportunities (role play)



Afternoon

- Discuss and find solutions to the most common sales management challenges
- Extract and capture best practices from your top salespeople (role play)

EXECUTIVE PROGRAM IN MANAGEMENT

OVERVIEW

TESTIMONIALS - PREVIOUS EDITIONS

“Very helpful program, which combines great theories and concrete examples, all within a short period of time. A minimum impact on business while learning and still, a consequent added value on daily work and operations afterwards. Ideal!”

Anthony LOPEZ-M
*Director of Operations
for Philippines
at Saint-Gobain*

“Very impressive training, providing systematical management theories and practice. From strategy thinking and setting, to how to read annual report and make analysis, to self awareness, build and lead your team, to how to make key account management. Each module is very helpful in daily work.”

Eric LEMAIRE
*Asia President
EFI Automotive*



"It was a very impressive management training, with selected high level teachers for 2 days intensive training on each module. Exchange between students from different background helps to share strategic thoughts in various markets. A well organized training."

Sean LOW
*General Manager
Axon' Cable & Connector China*

"As a function head with technical background, it was very beneficial to take this mini-MBA course to learn & get the bigger business picture. What I liked the most was the corporate strategy as well as sales and key account management. I used what I learned to better influence our business."

Peng YUAN
*Innovation and Baking Center Director,
Greater China
at Lesaffre China*

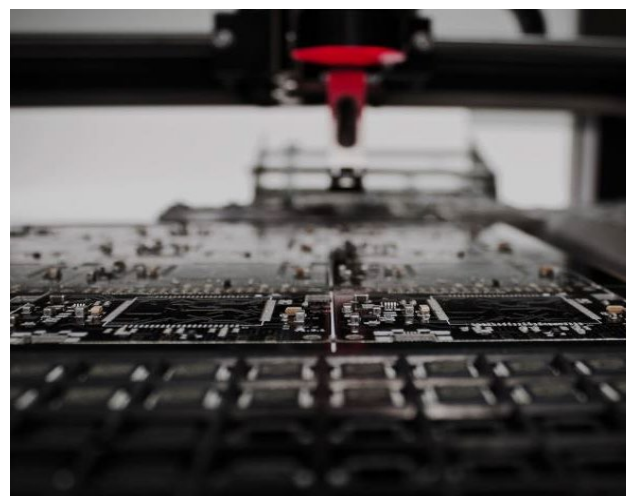
TESTIMONIALS - PREVIOUS EDITIONS

“Very applicable and effective courses, corresponding to the management level needed for my potential future step of career. Professors are very focused during each module for providing high-quality courses and customized business outcomes.”

Richard YU
*Sales & Marketing Director
at Forsee Power China*

EPM is a wondrous expedition. It artfully intertwines reflections on life, approaches to leadership, and the subtle craft of getting things done — all within five modules. What surpassed my expectations was not merely the insight of experienced professors, but also the unhurried, genuine dialogues I had with peers from a tapestry of backgrounds. Here, I found not only the WAY(术) but also the MEANS(道) — and the harvest has been rich indeed.

Fred WANG
*Senior Service Purchasing Manager
Michelin China*



“It was a wonderful learning journey with all the participants and the Professors. We shared many ideas and did a lot of practice to enhance the skills. It makes me rethink about those “high level” topics to be used in daily work. I am very appreciated to have this opportunity to think differently and make some practical changes.”

Steve MOU (牟海龙)
*Senior Manager
at Forvis-Mazars China*

OUR EXPERTS

MODULE 1 & 2

Mr. Emmanuel Chevreau

- Coach & Trainer in Team & Leadership Development
- Graduated from HEC Paris

Certifications

- Team Coaching
- The Human Element® LHEPTM
- Radical Collaboration®
- Process Communication®
- Hogan Assessment®
- Implicit Career Search®
- Individual Coaching
- NLP Master

MODULE 3

Mr. Abdel Benkerroum

- Founder of Eastheimer International, building world-class solutions for Chinese companies growing overseas, and foreign companies growing in China.
- Graduated with a MBA from Texas A&M International University and a MSc in Management from KEDGE Business School.
- Large experience on Strategy monitoring, Business Development for international companies
- Managed strategic projects for Alibaba, Shanghai Auto, Covestro, Made-in-China.com, China Nuclear Group etc
- Book publication: “We Have A Deal” 1 & 2, published by China Customs Administration.

MODULE 4

Mr. Marco D’Amore

- CEO of ORCOM C&A CHINA, he manages a team of 80 employees over four offices in China and Hong-Kong
- Graduated with honor with an Executive Masters in Business Administration (EMBA) from IMD in Lausanne
- Has been an American Certified Public Accountant (CPA) since 2005. He also holds a Bachelors degree in Hotel and Business Management
- Worked for 11 years in Switzerland for KPMG as Senior Audit Manager

MODULE 5

Mr. Yoann Delwarde

- CEO and co-founder at Infinity Growth – sales consultancy firm
- Graduated from INSA Lyon with an industrial engineering specialization
- Various Sales Executive positions as background, set up sales systems and managed large accounts. VC Expert in Residence.
- SKEMA Executive Education Expert. Guest lecturer at CEIBS, Fudan and Shanghai Jiaotong universities

FEES & REGISTRATION

For this 2026 Session

10 10 days training	5 / 2 5 modules of 2 days	¥ 55 000* CCI FRANCE CHINE Members Fee*
		¥ 70 000* Non-Members Fee*

*All the price are in RMB; Price subject to 6,72% V. A. T. (the price is valuable for this 2026's session and includes: training fees, educational material, coffee breaks and lunches).

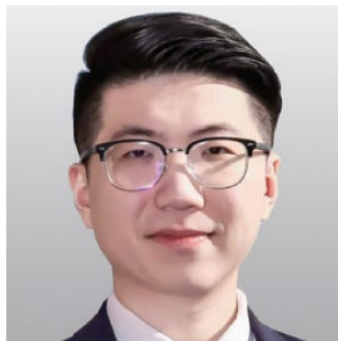
CONTACTS

Shanghai



**Alexandre
GRANGEAT**

Operation Manager
Tel: +86 13162386001
@: grangeat.alexandre@ccifc.org



GAO Zeqi

Business Manager
Tel: +86 (21) 61327100
@: gao.zeqi@ccifc.org

Beijing



Alexis NIZAN

North China Director
Tel: + 86 (10) 6461 0260*135
@: nizan.alexis@ccifc.org



Philippe CHEN

Business & Event Consultant
Tel: + 86 (10) 6461 0260*102
@: liu.haitian@ccifc.org

South China



**Jean-Olivier
DE SAUVAGE**

Operation Manager
Tel: +86 (20) 2916 5510
@: desauvage.jean-olivier@ccifc.org

Shenzhen & Guangzhou
Offices



WANG Yihua

South China Event &
Training Manager
Tel: +86 20 2916 5536
@: wang.yihua@ccifc.org

Shenzhen & Guangzhou
Offices

SKEMA BUSINESS SCHOOL

A TRULY GLOBAL SCHOOL THAT TRAINS THE TALENTS OF THE KNOWLEDGE ECONOMY

#5

Best Executive EMBA worldwide
Financial Times RANKINGS 2025

#14

**Executive Education Customised
Programmes Worldwide**
Financial Times RANKINGS 2026

A learning community committed to the creation and transmission of knowledge and practices in management

The vision, mission, DNA and values on which the strategy is based are completely in keeping with the world's economic evolution:

GLOBALIZATION



130+

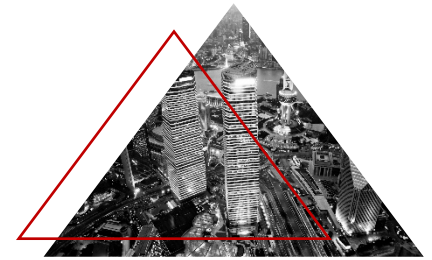
nationalities on
SKEMA's campuses



63,000

graduates throughout the world

145 COUNTRIES



9

Campuses worldwide

EXECUTIVE PROGRAM

in

MANAGEMENT 16th Edition



CCI FRANCE CHINE



CCI FRANCE CHINE

