



LSE

Executive  
Education

# LSE Executive Education

Discover more about  
our portfolio.





# Understand today. Influence tomorrow.

## At LSE Executive Education, we see the world as interconnected.

We are not just another business school. As a leading social sciences university, we believe a multidisciplinary approach and understanding is fundamental to success across sectors, corporations and organisations.

LSE has been a pioneer in providing executive education for professional development since our inception in 1895. Founded to know the causes of things for the betterment of society, LSE's mission remains as relevant today as ever—our global influence extends beyond the business

world, with 37 world leaders and 18 Nobel prize winners having taught or studied at LSE.

We take an unashamedly intelligent approach to executive education. Rated number one in the UK by the Research Excellence Framework, our world-class research and outstanding faculty shape the LSE Executive Education learning experience. At LSE, our faculty don't just share knowledge. We empower people to think. We forge leaders who shape our world, change-makers who see the power in exploring the cause of things, and executives who know that if you want to influence tomorrow, you need to understand today.

**This is the LSE Advantage.**

## On campus open programmes

**Held at LSE's central London campus, our open programmes are perfect for those who want to learn quickly and effectively.**

The five-day programmes blend academic theory with real-world insights and takeaways.

Whether you choose a programme on management, economics, finance or public policy, you'll be taught by LSE's world-class team of academics, who'll be joined by industry leaders to lend a real-world element to your experience.

And with high-calibre, well-connected participants from all over the world in attendance, you'll leverage a diverse range of perspectives from a cohort of senior executives and decision-makers from a breadth of industries, sectors and geographies.



 <b>18</b> Nobel prize winners	 <b>40</b> World leaders	 <b>Central London location</b>
 <b>1</b> <b>Named University of the Year and number one in the UK*</b>	<b>5</b> <b>Days in length</b>	 <b>World class faculty</b>

\* The Times and Sunday Times Good University Guide 2025





## Business and Management



### Achieving Leadership Excellence

Great leadership has the power to transform your performance for the better. Gain the self-knowledge, insights and mindset to empower others and unlock your full potential as a leader. Achieve a clear and confident grasp of your leadership style while understanding the current paradigm for leadership.

### AI and the Future of Organisations: Insights for Business

The course will offer an in-depth, practical, understanding of the psychological and behavioural strategies that can be used to integrate AI into organisations. Leaders and executives will be given a guide to how behavioural science frameworks can support responsible AI integration as well as the evaluation of successful AI integration.

### Brand Strategy

How do you quantify an intangible asset, such as your brand? Your brand persuades consumers to pay more, purchase more frequently and retains their loyalty. Explore state of the art measurement techniques that help quantify the strength of your brand and take a look at the neuroscience of how brands 'live' inside our minds.

### Creating Inclusive Organisations

As a leader, it falls to you to harness all the benefits of diverse thinking and drive innovation. In this programme, you discover how to be a more inclusive leader and truly harness the power of diversity within your organisation.

**"I would recommend the course to any leader looking to cut through the noise and the soundbites, and lead the future with assurance and purpose."**

**Barry Johnston**  
Global Brand Communications  
Director, Adidas  
*Programme: Achieving Leadership Excellence*

### Data Science and AI for Executives

What is good data science? How can we evaluate evidence from data science to make more informed decisions? Demystify the complexities of data science and develop a top-level understanding of its core concepts and methods with real-world applications across business, government and law.

### Digital Marketing Strategy

Game-changing digital marketing strategies and tactics provide wholly new and innovative ways in which businesses can connect with and understand their consumers. The effective use of digital channels to communicate, engage and influence consumers is critical to the success of any business. Develop the analytical skills and understanding of the evolving digital landscape to maximise value for your business.

### Entrepreneurship and Innovation in the Age of Change

In the age of change, there has never been a greater need for leaders with the entrepreneurial and innovation mindset to exploit new opportunities or transform existing business models. Explore what successful entrepreneurs do, how they do it and why it matters, as well as the durable frameworks to drive innovation in the long term.

### Leading Risk in Organisations

How you respond to the unique challenges of today will shape outcomes for you and your organisation for years to come. Navigating this kind of uncertainty calls for a new kind of leadership. Gain the broader psychological understanding, the behavioural frameworks, the practical toolkit and the mindset to not simply manage risk in your business, but to lead it.

**"The world is not arranged neatly into disciplines or subject areas. Making sense of things means grasping the complex interconnectedness of business, geopolitics and socio-economics. It's about broadening your understanding in order to sharpen your focus."**

**Professor Wim Van der Stede**  
Dean, LSE Extended Education

### Leading Organisational Culture

For leaders to ensure success and resilience they must understand, steer and monitor their organisational culture. Through defining the culture of your organisation and ensuring the collective values, beliefs, assumptions and practices of your teams are aligned, leaders can create successful and resilient organisations.





## Business and Management

### Market Access Academy

Created in collaboration with the Boston Consulting Group (BCG), this programme connects pharmaceutical management with advanced knowledge and strategies in market access, providing access leaders with a grounding in market access, representative decision-making across the product life-cycle, and strategies to adapt to an industry in rapid change.

### Negotiation

Learn how to perfect your negotiation skills and become an effective negotiator in any situation. Explore the strategic, interpersonal and psychological aspects of negotiation: from dealing with confrontation to using power and persuasion to get a positive outcome. With the onus on practicality, you'll be able to use what you've learned in real-life situations.

**"I would absolutely recommend it. World-class professors, world-class participants, world-class location. I just don't think you can do better."**

**Marina Best**

Advisor to the US Executive Director, Asian Development Bank  
*Programme: Behavioural Economics and the Modern Economy*

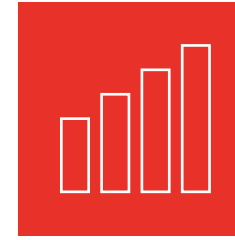


### Leading Social Business: Purpose, Profit and Impact

With increasing focus from shareholders and customers on social return, the imperative to balance doing well with doing good has never been greater. This programme gives you the expert insights and the strategic, leadership and entrepreneurial tools to create economic value while driving meaningful social impact.

### Strategic Decision-Making for Management

Discover how to make winning decisions and enhance your strategic decision-making capabilities through an interdisciplinary approach. You'll learn how to use a combination of analysis and intuition to transform decision-making into a smart and insightful process.



## Economics

### Behavioural Economics and the Modern Economy

Behavioural economics has radically changed our perceptions about human behaviour. This practical programme uses the discipline to better understand how people act – and what their motivations are. Drawing on both psychological and experimental research, as well as formal behavioural economic models to understand the psychology that underpins economic decision making.

### Global Macroeconomic Challenges

What are the factors shaping the modern world economy? This transformative programme leverages the full expertise of LSE faculty to ground you in the events and debates that are reshaping our world economy; and to empower you with the knowledge and insights to make sense of the road that lies ahead.

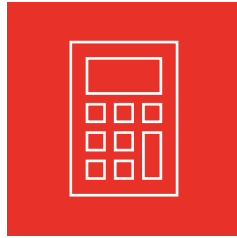


**"I have met friends from all types of industries. I would recommend this course to other people – it's definitely going to bring a lot of value to your career."**

**Tarcisio Ferraz**

Senior Strategic Account Manager, LinkedIn Programme: Strategic Decision-Making for Management





# Finance and Accounting



## Corporate Finance and Strategy

How do you apply the tools of corporate finance to high-level strategic decisions in your company? Enhance your understanding of the interactions between financial and strategic decisions and understand how modern theoretical developments in finance and strategy are applied in real-world situations.

## Effective Asset Management

Develop a thorough understanding of asset management with this cutting-edge programme. From critiquing advanced hedge-fund trading to identifying effective investment policies, participants will learn the techniques needed to improve their performance in this demanding field.

## Finance for Executives

Decision-making at the highest level of business requires clear, strategic thinking; knowledge of finance is vital for this. Gain an overview of modern finance to give you the tools you need in real-world situations. By the end, you'll have increased confidence and be able to understand – and speak – the 'language' of finance.

**“The course has enabled me to think about and implement things with a different perspective. I'd recommend it to anyone who wants to explore the industry through a new lens.”**

**Henning Prigge**

Head of Acquisition and Asset Management, InvestInvent AG

*Programme: Effective Asset Management*

## Financial Statement Analysis and Equity Valuation

Leverage financial statement data to make better investment decisions. By developing an integrated approach to fundamental analysis and equity valuation, this programme allows you to become a sophisticated user of financial statement information.

## Fixed Income: Markets, Securities and Institutions

The fixed income market is the largest and most complex market on the planet. Gain a rock-solid understanding and an authoritative overview of the critical players and institutions shaping this market. Build a world-class skill set that includes leading-edge valuation and risk management techniques.

## Sustainable Finance and Impact Investing

Sustainable investment has been one of the biggest trends in finance over the last decade. More and more investors put their savings into funds that meet certain sustainability or ESG ratings. This programme provides a conceptual foundation in sustainable finance and impact investing along with a clear understanding of the empirical facts associated with how sustainable finance and impact investing manifests itself in practice.

**“My time at LSE has given me enormous clarity and insight. The course has given me inspiration and fuelled my sense of urgency as well as my intellectual curiosity.”**

**Ali Khoso**

Director General Bureau of Statistics, Planning and Development Department, Government of Sindh

*Programme: Climate Change: Economics and Governance*



## Global Public Policy and Law

### Cities: Governance, Planning and Design

From urban inequality to affordable housing, from inclusive growth to pollution and climate change; there are critical obstacles to sustainable future development that leaders need to navigate today. Gain a comprehensive understanding of how cities can be governed, planned and designed to be socially, economically and environmentally sustainable and explore the implications of rapid urban development.

### Climate Change: Economics and Governance

Climate change is reshaping global markets, forcing us to rethink supply chains, resources and the way we do business now and for years to come. Led by the world-renowned research centre, the Grantham Institute, this multi-disciplinary programme provides an in-depth overview of the economics and governance of climate change, and the risks and opportunities it presents for a range of organisations.

**99%**

of participants would recommend our on campus open programmes



### Managing Inclusive Development in Emerging Societies

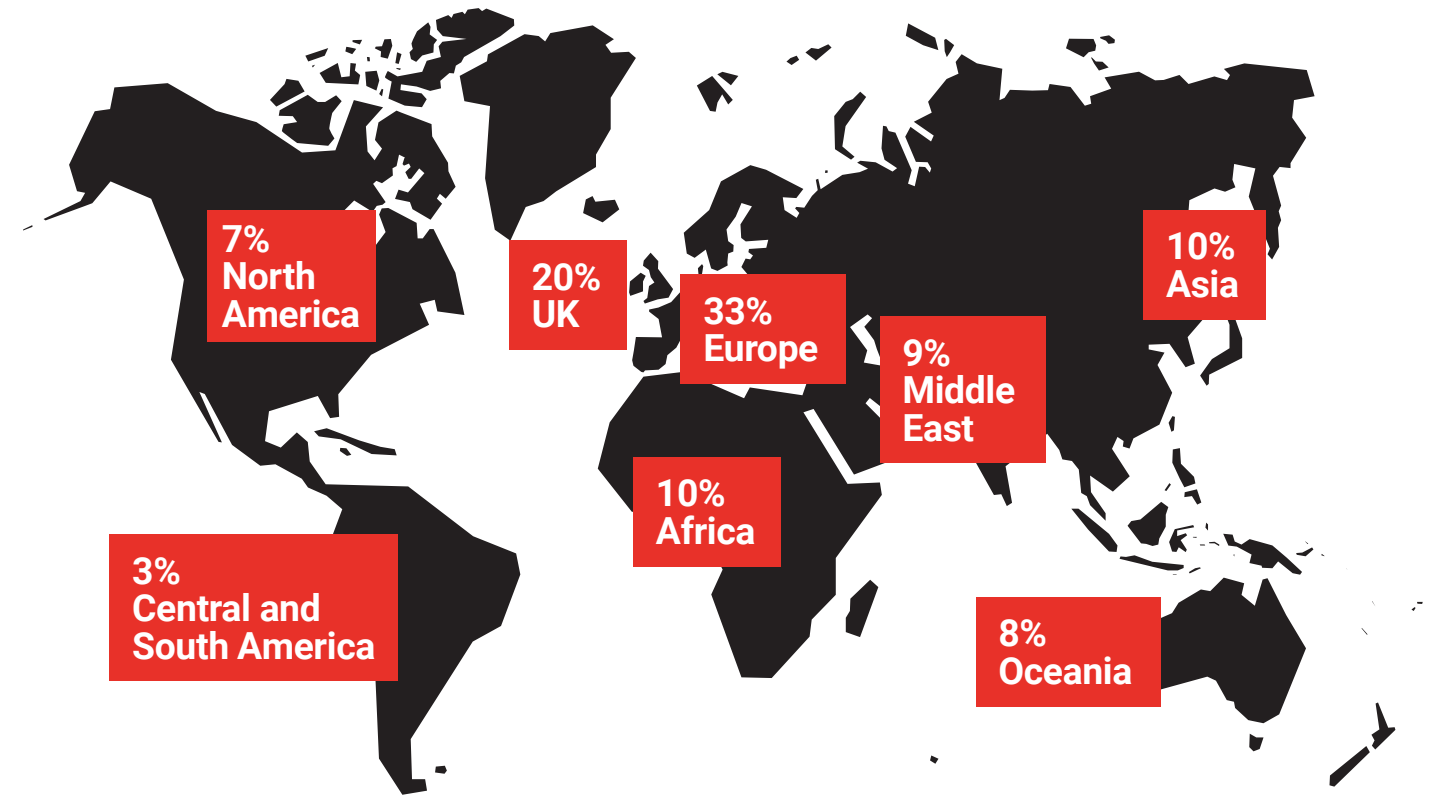
The Global South faces new challenges as populations grow and countries become more affluent. This programme takes a critical approach to the practices used to address the societal problems faced by emerging societies. Enhance your understanding of how to design, monitor and evaluate policies and projects in societies at different levels of development.

### Regulation

Gain a cutting-edge introduction to the full range of economic legal, and political issues in regulation. Taught by world-class academics from LSE Law and Government faculties, you will explore regulation across a range of sectors and geographies, and from the perspectives of professionals including lawyers, economists, sociologists and political scientists. Building the understanding and insights to make the case for efficient regulatory systems and responses.

## Learn with the world's top executives in London

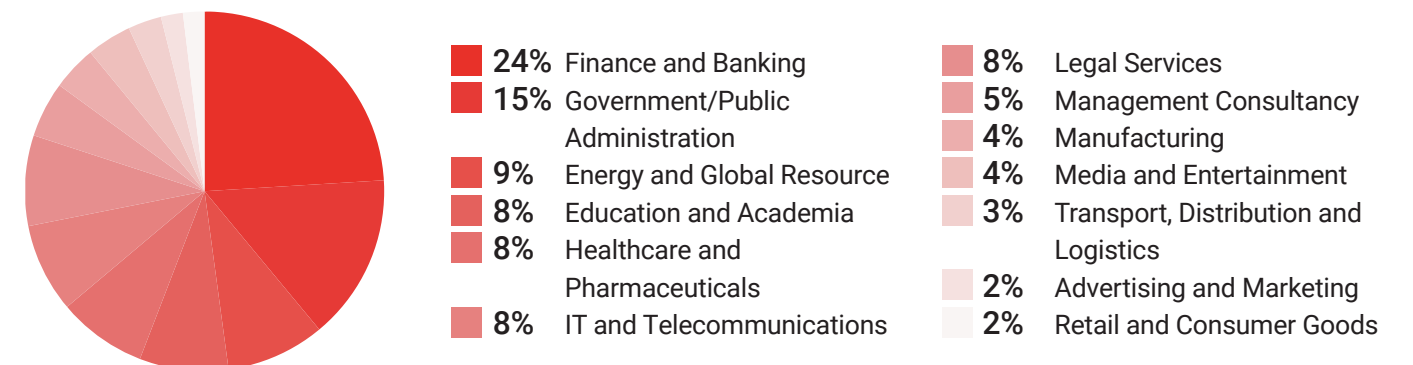
Participants from over 60 countries:



And a range of organisations:

Accenture Adidas African Development Bank Bank of England Bank of New York Mellon Barclays Capital Bayer SAS BNP Paribas British Embassy British Foreign and Commonwealth Office British Sky Broadcasting Chevron Citigroup Coca-Cola Enterprises Credit Suisse DLA Piper Dow Jones EY European Central Bank Facebook GSK Google Herbert Smith Freehills HSBC Institute of Chartered Accountants J.P. Morgan Asset Management Johnson & Johnson KPMG Microsoft Morgan Stanley Norwegian Ministry of Finance Novartis Pfizer PwC Salesforce Siemens Transport for London UBS UNICEF United Nations U.S. Department of Justice World Trade Organization

Participants from various industries:







**“...to see people who were seasoned experts and seasoned faculty actively learning, we all have something to take away from each other... It’s such an excellent representation of this institution.”**

**Kendall Whitlock**  
Associate Director of Business Innovation,  
Boehringer Ingelheim

## — Corporate learning solutions

**We deliver transformational, world-class executive education programmes to organisations looking to reshape the way they do business.**

When you send groups and teams of your strategic talent to LSE, you enjoy impact at scale. Your organisation truly leverages the unique opportunity to share, interchange and expand understanding, perspectives, mindsets and new approaches.

We work with you to determine your needs. Whether it’s a programme for a specific group, teams of executives attending our programmes year after year, or closed presentations for your organisation only, we offer solutions that can cascade learning and accelerate development through your organisation. Shared learning experiences that leverage team dynamics, diversity and collaboration to deliver the knowledge and tools you need to thrive as an organisation.

- **Group bookings**
- **Closed presentations**
- **Custom programmes**



**“Other schools give you the weather report – we teach meteorology.”**





**Dr Connson Locke**  
Department of Management, LSE





# Our portfolio

Our offering ranges from broad, multidisciplinary programmes to ultra-specialised courses in the worlds of management, economics, finance and public policy. Typically our participants have more than ten years' work experience, but we will consider those with less experience who have enjoyed an accelerated career path to a senior level.

Department	Course	19 May - 23 May '25	2 Jun - 6 Jun '25	9 Jun - 13 Jun '25	8 Sep - 12 Sep '25	3 Nov - 7 Nov '25
 Business and Management	Achieving Leadership Excellence		■		■	
	AI and the Future of Organisations: Insights for Business				■	
	Brand Strategy					■
	Data Science and AI for Executives		■			■
	Creating Inclusive Organisations	■				
	Digital Marketing Strategy		■			
	Entrepreneurship and Innovation in the Age of Change			■		
	Leading Risk in Organisations			■		
	Market Access Academy	■			■	
	Negotiation			■		■
	Leading Organisational Culture	■				
	Leading Social Business: Purpose, Profit and Impact		■			
	Strategic Decision Making for Management		■			■
 Economics	Behavioural Economics and the Modern economy			■		
	Global Macroeconomic Challenges	■			■	
 Finance and Accounting	Corporate Finance and Strategy			■		■
	Effective Asset Management		■			
	Finance for Executives		■			
	Financial Statement Analysis and Equity Valuation					
	Fixed Income: Markets, Securities and Institutions					
	Sustainable Finance and Impact Investing	■				■
 Global Public Policy and Law	Cities: Governance, Planning and Design			■		
	Climate Change: Economics and Governance			■		
	Managing Inclusive Development in Emerging Societies					
	Regulation		■			■

## Alumni discounts

We believe in the importance of continuous professional development. To support you in this we offer all our alumni a 20% discount on our on-campus programmes. We hope to see you in the near future.

## Looking for something different?

LSE has a wide portfolio of executive masters and online programmes for working professionals. Discover more at [www.lse.ac.uk/exec](http://www.lse.ac.uk/exec)





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## How to apply

To submit an online application and find details of our latest dates and fees please visit

Apply →

## Contact us

[exec.courses@lse.ac.uk](mailto:exec.courses@lse.ac.uk)

44(0)207 849 4615  
(Mon – Fri: 9.30am-5.30pm)

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