



ASPIRE. DEFINE. DEVELOP.

NEXT STEP

TRANSITION TO BUSINESS

A GENERAL MANAGEMENT CERTIFICATE PROGRAM FOR PROFESSIONALS
WITH EXPERIENCE OUTSIDE THE WORLD OF BUSINESS

MARCH 1-18, 2017 | TUCK SCHOOL OF BUSINESS, HANOVER NH



ASPIRE

WHAT'S YOUR NEXT STEP?

INSPIRED BY THE NEEDS OF MILITARY VETERANS AND TRANSITIONING ATHLETES, our unique program is designed for individuals who aspire to a successful career in business. Let us help you focus your strengths, translate your experience, and identify opportunities. Discover how small class sizes, close access to great teachers, and our career development know-how combine to make this program a launching pad unlike any other program in the country.

[NEXTSTEP.TUCK.DARTMOUTH.EDU](https://nextstep.tuck.dartmouth.edu)

DEFINE

WE'RE LOOKING FOR LEADERS.

THIS PROGRAM IS DESIGNED FOR INDIVIDUALS who possess leadership qualities and a strong drive to succeed in a business career. Qualified candidates will have at least three years of experience in any non-business field and no formal business education (undergraduate or graduate). We'll help you identify and acquire the tools you'll need to begin re-shaping your future.

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“

The lessons I learned in class, group work, and interview prep helped me secure my job and perform at a much higher level in the corporate world...”



CORE TOPICS

Business Analytics

Financial Analysis & Business Finance

Strategy: Structure and Implementation

Entrepreneurship

Creating and Managing Your Brand

Sales & Sales Management

Building an Operations Strategy

Negotiations

Leadership, Change and Influence



DEVELOP

GAIN EXPERTISE —AND A NEW GAME PLAN.

THE 2.5-WEEK CERTIFICATE PROGRAM is built around three main themes — professional acumen, business leadership, and career development — and utilizes a combination of classes, workshops, and experiential learning exercises on the Dartmouth College campus.

Career-development activities in the program, including career assessments, workshops, one-on-one career coaching, and a full day devoted to your job search, ensure that you'll have the skills and knowledge to develop and manage your career once you leave campus.

For more information about the Next Step program, our faculty, or our campus, contact us at: tuck.next.step@tuck.dartmouth.edu, 603-646-2831 or visit [NEXTSTEP.TUCK.DARTMOUTH.EDU](https://nextstep.tuck.dartmouth.edu)



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