



# New Jersey

## One Day MBA: The Tools you need to reach the next level

### Session Details

Faculty: Dr. Noah Barsky Date: Thursday, September 13, 2018  
 Location: Renaissance Woodbridge Hotel Sign In: 8:30 AM  
 515 Route 1 South, Iselin, NJ 08830  
 Phone: (732) 634-3600 Session: 9:00 AM - 4:00 PM

### Session Description

All managers need a broad perspective to effectively deal with the complex challenges they face daily. To develop this skill, this one-day seminar presents many of the tools and techniques found in MBA programs today. Specifically, participants will examine how basic business processes drive financial results, learn how effective risk management can improve business planning and decision making, and explore how financial and non-financial measures can best be used to evaluate operating results.

### Biography

Dr. Barsky is currently a professor at the Villanova University School of Business. He has also taught as a visiting professor in the Executive MBA program at Washington University in St. Louis and the INSEAD MBA program in Europe. He has been a faculty member with the Institute for Management Studies since 2001. His research and teaching focus on performance measurement, business planning, risk assessment, and contemporary financial reporting issues. Dr. Barsky develops and delivers executive education programs for various Fortune 100 companies, global professional services firms, and industry associations in North America and Europe. In addition to professional experience in the fields of accounting and finance as an analyst, auditor, and business consultant, Dr. Barsky has also served on business advisory boards and as the Treasurer for a retailing cooperative. He has authored five books and published over seventy articles in various academic and professional journals, including Strategic Finance, The Economist, Best Practices in Executive Decision Making, Commercial Lending Review, Corporate Finance Review, and Advances in Business Education and Training. Dr. Barsky has received multiple university teaching honors, including the Villanova School of Business Graduate Programs Teaching Excellence Award. He has been recognized with national and international awards and grants for his scholarly writing and curriculum innovation. Dr. Barsky earned his undergraduate and masters degrees from Penn State University and his Ph.D. from the University of Connecticut. He holds active licenses as a Certified Public Accountant and Certified Global Management Accountant.

### Guide to Participant Selection

Department	Admin	Distrub	Engr	Finc	H.R.	Legal	Mktngr	IT	Or	Plng	Pchsg	R&D	Sales
<b>Senior Executive</b> (Pres. Exec & Sr VP)	3	3	3	3	2	2	3	2	3	3	2	3	3
<b>Executive</b> (VP & Gen'l Mgr)	2	1	1	2	2	1	2	1	2	2	2	2	1
<b>Senior Managers</b> (Div & Reg. Mgrs)	1	1	1	1	1	2	1	1	1	1	2	1	1
<b>Middle Managers &amp; Superintendents</b>	2	2	1	2	2	2	1	1	1	1	1	2	1

### Time Allocation - Topics

- 30% Business Processes and Financial ResultsObjective:** Illustrate why strategy is so critical to organizational performance, and how business processes and managers decisions drive financial results.
- 25% Assessing and Managing Business RiskObjective:** Demonstrate how to assess and manage the major risks facing business operations.
- 25% Balancing Financial and Non-Financial MeasuresObjective:** Learn how to best balance financial and nonfinancial measures when evaluating business results.
- 20% Managing Innovation and Delivering World Class PerformanceObjective:** Discuss how managers can meet todays innovation challenges and deliver world class performance.

## Focus

### **Primary - Leadership Development**

Problem Identification, Selecting and Organizing Information, Analysis, Evaluating Alternative Solutions, Developing Specific Plans, Determining Required Resources

### **Secondary - Planning/Organizing**

Decision Making, Coordination, Guidance, Discipline, Results Analysis, Evaluation

### **Tertiary - Executing/Controlling/Evaluating**

Communication, Decisiveness, Judgment, Performance Standards

## Level

Introductory Intermediate Advanced

FOR REGISTRATIONS PLEASE CONTACT: **Evangelia Zouras**  
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