

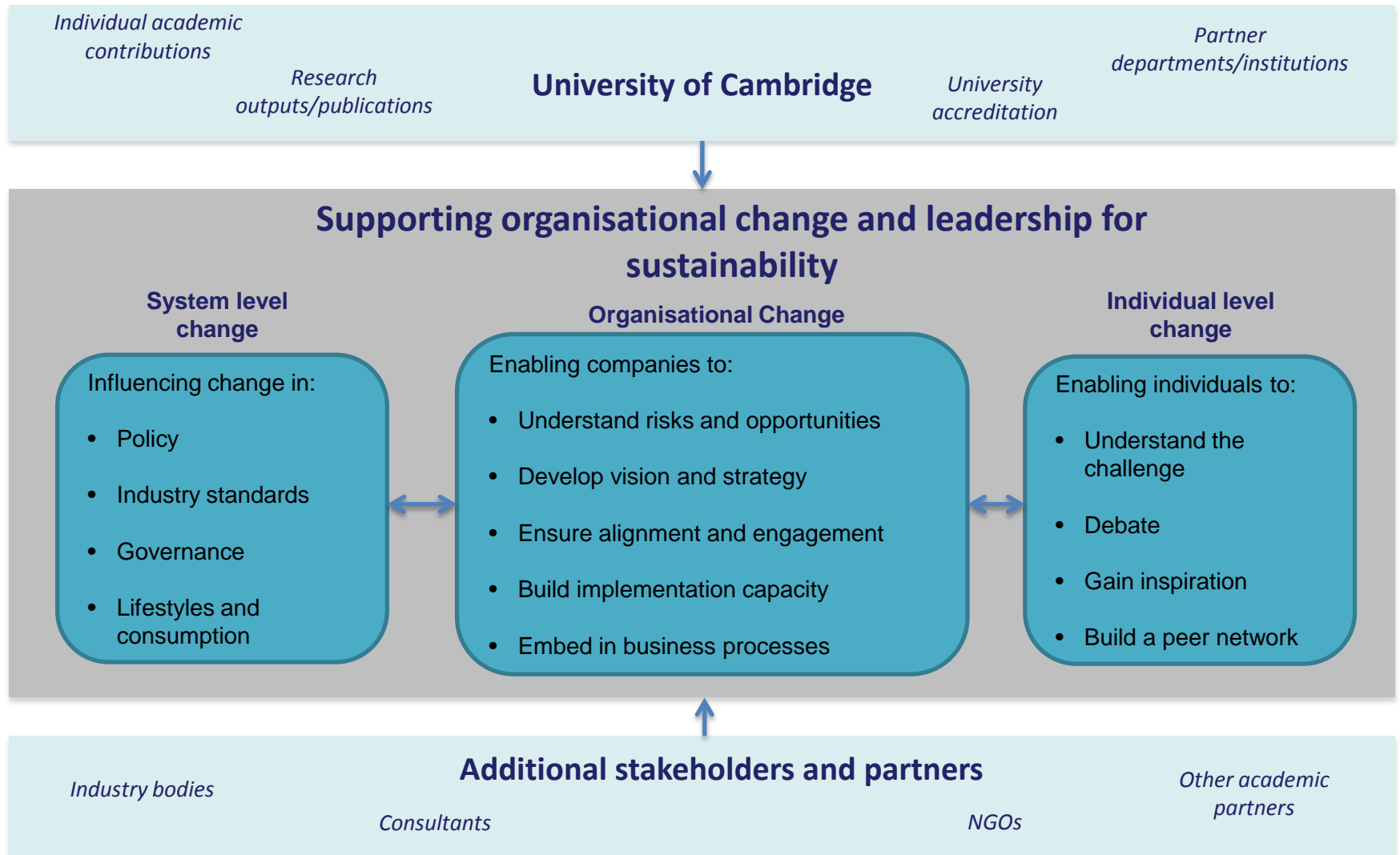


SCHOOL OF TECHNOLOGY AWAY DAY

Thursday 12 July 2012

CPSL's Executive Programmes:
future focus and challenges

CPSL'S EXECUTIVE PROGRAMMES



EXECUTIVE PROGRAMMES



Sector Programmes

Peer and value chain engagement on key issues

Open Programmes

Breadth, diversity of perspective

Customised Programmes

Fully tailored, strategy and action focused

Accredited Programmes

Depth, expert understanding

Built Environment (UK)

Audience: Senior (Board level) leaders

Health Service (UK)

Audience: Senior decision-makers in UK healthcare

Prince of Wales's Business & Sustainability Programme

Audience: Senior mainstream leaders from a wide cross section of regions, sectors and functions.

Climate Leadership Programme

Audience: climate-focused leaders and managers from a wide cross section of regions, and sectors.

Fully customised programmes to support client needs.

Typically focused on:

- Strategy development
- Strategy review
- Securing senior-level engagement

Masters in Sustainability Leadership

Audience: individuals who aspire to be experts in sustainability.

Postgraduate Certificate in Sustainable Business

Audience: mid-career managers who are keen to enhance their effectiveness to embed sustainability

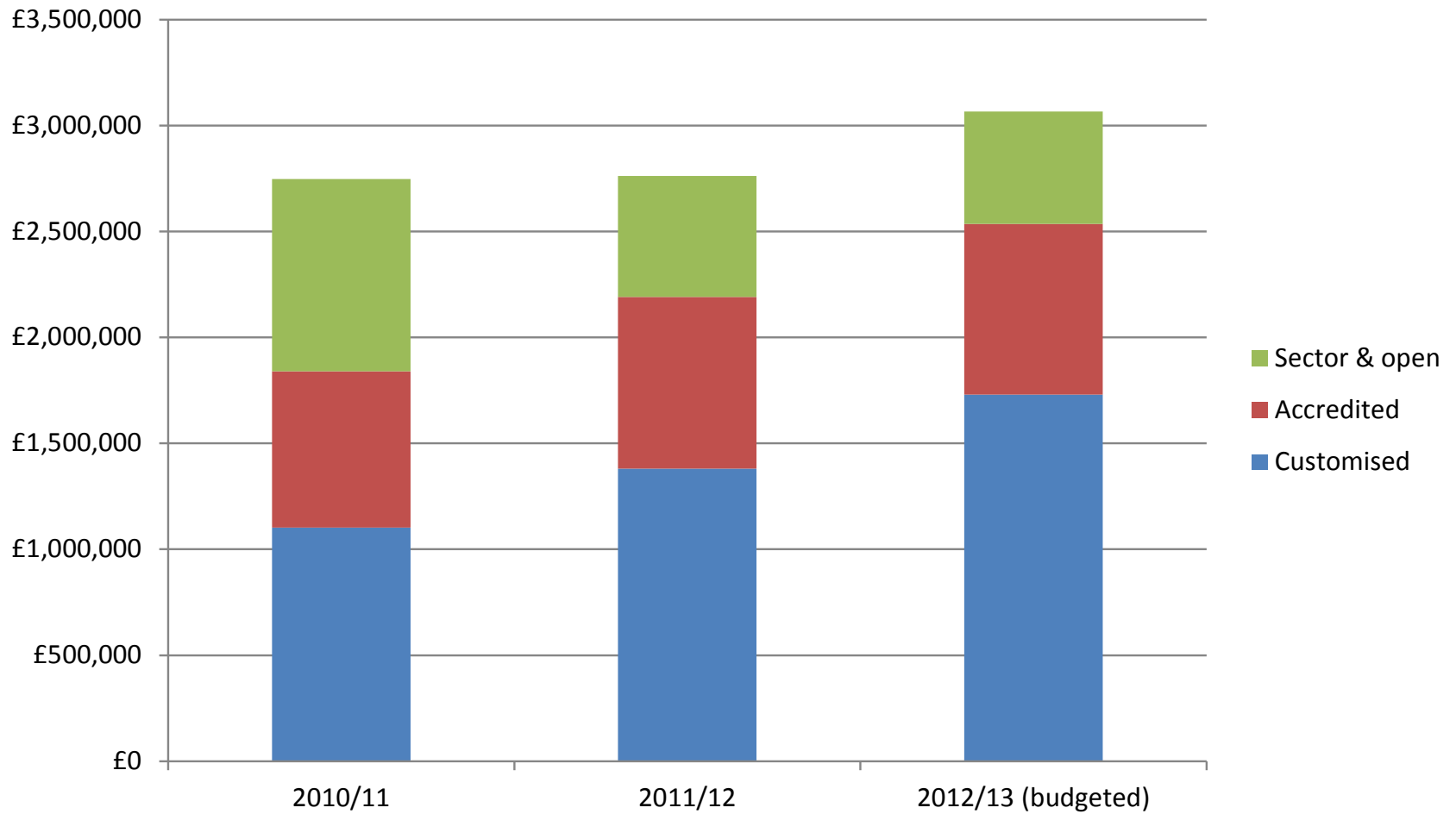
25 staff - Cambridge, Brussels, Cape Town, Melbourne



UNIVERSITY OF
CAMBRIDGE

PROGRAMME FOR
SUSTAINABILITY LEADERSHIP

INCOME



SELECTION OF CURRENT & RECENT MAJOR CLIENTS



EXECUTIVE PROGRAMMES



CHALLENGES

Academic engagement

- Incentivising academic involvement
- Capacity/ability of individual academics to engage
- Alignment between academic research and corporate learning needs

Market

- Challenge of new entrants (business schools, consultancies, NGOs)
- Some sectors and regions have proved challenging, e.g. built environment sector, US market

Recruitment of staff and contributors

- Salaries are uncompetitive even in current market conditions
- Changes to HMRC rules makes it difficult for us to pay programme faculty and contributors at market rates

PROGRESS

Greater academic engagement

Collaboration at an institutional level

Still ahead of the competition

Lots of demand from emerging economies

Strong team – including Cambridge PhDs

Strong network of senior practitioners



UNIVERSITY OF
CAMBRIDGE

PROGRAMME FOR
SUSTAINABILITY LEADERSHIP

EXECUTIVE PROGRAMMES

FUTURE FOCUS

New product focus

In progress:

- New **accredited** programme – either MSt or PG Cert
- An **online** programme on sustainability and its relevance to business

Under consideration:

- A **Board-level** programme
- An offer for senior **sustainability leaders** and practitioners
- A programme on **social performance** and community investment

Market and content focus

- **Sectors:** financial services (including development banks), food & commodities, energy & extractives, and consumer goods & retail
- **Themes:** sustainability strategy, financing sustainability, natural capital, climate & energy, and health

Delivery capacity focus

- Greater involvement of **Cambridge** academics/partner departments
- Securing new faculty and contributors with experience of working in **emerging economies**