



Executive Training Sponsors



ATHENS INFORMATION TECHNOLOGY
CENTER OF EXCELLENCE FOR RESEARCH AND GRADUATE EDUCATION

Harvard Executive Education Sponsorship Programs

Harvard University's Executive Programs are offered exclusively by Athens Information Technology at its premises in Peania.

- ***The Art and Science of Negotiation***

The Art and Science of Negotiation executive programs have been running for two years with over 250 high level executives and government officials from Greece, South-Eastern Europe and the Middle East. Following the needs which emerged from our previous programs, the April 2007 executive program will consist of two sessions: "*The Art and Science of Negotiation 1: Basic Skills*", offered to interested participants who have never attended one of our previous executive programs; "*The Art and Science of Negotiation 2: Advanced Skills*", offered to participants who have already attended our previous executive programs.

"**The Art and Science of Negotiation 1: Basic Skills**" will take place on **17-21 April, 2007** and "**The Art and Science of Negotiation 2: Advanced Skills**" will take place **19-21 April, 2007**. The participation fee for each session is €1,500. The participation fee for both sessions is €2,500.

- ***Public-Private Partnerships***

The first **Public-Private Partnership** executive program is scheduled to take place in **May 2007**. The dates of this program have not yet been determined. The importance of and interest in this issue arose following our research on the current requirements of the market and requests from high-level executives and public officials from Greece and the region.

AIT strongly believes that your company could not only play an important role in sponsoring these executive programs, but would also reap the many benefits through the participation of selected executives so that the skills and knowledge of your high-level staff meet your company's international competitive needs.



Sponsors' Privileges for the Harvard Executive Programs:

1. Golden Sponsor and Co-organiser. Unique Sponsorship.

Cost per Executive Program is €30,000:

- Full-page promotions in three Sunday newspapers with the widest circulation - cost to be shared equally by AIT and your company. AIT and your company will have equal status versus other co-organisers.
- Your company banner on AIT's website with a hyperlink to your website for the duration of the Executive Program's campaign.
- Your company's promotion as Golden Sponsor and Co-organiser through a postal direct mailing of 4,000 recipients.
- Your company's promotion as Golden Sponsor and Co organizer through an Direct E-mailing campaign of 15,000 recipients.
- Access to our Database providing contact information of all direct postal and e-mailing recipients.
- Free participation to the Executive Program for two of your clients as a corporate gift from you - a value of €3,000
- 20% reduced tuition for the participation of up to five of your executives
- Promotion of your company in press releases issued prior to and after the Executive Program.
- Promotion of your company through the selected Communication Sponsors.

2. Silver Sponsor. Shared Sponsorship.

Cost per Executive Program is €10,000

- Your company's banner on AIT's site with a hyperlink to your website for the duration of the Executive Program's campaign
- Your company's promotion as Silver Sponsor through a postal direct mailing of 4,000 recipients.
- Your company's promotion as Silver Sponsor through an Direct E-mailing campaign of 15,000 recipients
- Free participation to the Executive Program for one of your clients as a corporate gift from you - a value of €1,500
- 20% reduced tuition for the participation of up to two of your executives
- Promotion of your company in press releases issued prior to and after the Executive Program.
- Promotion of your company through the selected Communication Sponsors.



ANNEX

- **January 2007 - 21st Century Governance: Critical Skills for Leading and Sustaining Innovative Organizations** (Harvard doing promo and invitations, we are not involved in that part)

21st Century Governance is a four-day Kennedy School executive training program designed to offer participants analytical, management and problem-solving tools which are critical for advancing important individual and organizational goals and which are vital for generating, managing and leveraging innovation in an era of growing global complexity.

Led by faculty who are luminaries in their fields, *21st Century Governance* is designed exclusively for senior professionals in the public and non-profit sectors in societies facing change and transition. Administered by **Harvard's Kokkalis Program** and held in Athens, Greece at the state-of-the-art facilities of Athens Information Technology (AIT), *21st Century Governance* is designed to provide instruction and professional enrichment in four main fields: Negotiation and Conflict Management, Scenario Planning, Strategic Management, Innovation.

- **March 2007 - Public-Private Partnerships**

The Program should be of interest to executives with experience or future interest in a variety of public and private sector fields. Since partnerships are in throughout the world, executives with strong international interest should be able to benefit from the cases and subsequent discussions. Participants will be encouraged to think about how they would apply the lessons of the Program to situations in their own communities or countries

- **April 2007 - The Art and Science of Negotiation**

Approx 50 participants, one third international, others Greek
From large companies, NGOs, government officials, journalists

- **April 2006 - The Art and Science of Negotiation**

Approx 50 participants, one third international, others Greek
From large companies, NGOs, government officials, journalists

- **December 2005 - Managing and Shaping Change in the 21st Century**

Approx 50 participants, one third international, others Greek
From large companies, NGOs, government officials, journalists

- **November 2004 - Managing and Shaping Change in the Information Age**





ATHENS INFORMATION TECHNOLOGY
CENTER OF EXCELLENCE FOR RESEARCH AND GRADUATE EDUCATION

Short Presentation

Athens Information Technology (AIT) is an internationally-renowned education and advanced research centre in the fields of information technology and telecommunications.

AIT was founded in 2001 by the INTRACOM group of companies. Its purpose is to build on the track record of excellence set by Greek scientists and engineers both in Greece and abroad, and to enable Greece to play a significant future role in these fields.

AIT is the only institution in Europe, to offer postgraduate education, in collaboration with the world-renowned U.S. University Carnegie Mellon, Information Networking Institute.

The Academic Council:

Prof. Anthony G. Constantinides - Electrical and Electronic Engineering, Head Communications & Signal Processing Group, Imperial College
Prof. Christos C. Halkias - Dean, Athens Information Technology
Prof. Pradeep Khosla - Dean, Carnegie Institute of Technology, Philip and Marsha Dowd Professor of ECE and Robotics, Co-Director, CyLab
Prof. Dr. Kurt Melhorn - Director Max-Planck-Institut for Computer Science
Prof. Max Nikias - Dean, School of Engineering, University of Southern California
Prof. Yuri S. Osipov - President, Russian Academy of Sciences
Prof. Chistos Papadimitriou - Chairman EECS Dept., University of California at Berkeley
Prof. Dimitris Pavlidis - Department of Electrical Engineering & Computer Science, University of Michigan
Prof. John G. Proakis - Department of Electrical and Computer Engineering, Northeastern University
Prof. Jeffrey D. Ullman - S. W. Ascherman Prof. of Engineering, Department of Computer Science, Stanford University
Prof. Reijo Vihko - President, Academy of Finland

Academic Collaboration:

- Carnegie Mellon University, Information Networking Institute (INI), U.S.A.
- Harvard University, Kennedy School of Government, U.S.A.
- College of Europe, Belgium



Postgraduate Programs

The language of instruction for the programs is English and they can be taken on either a full-time or part-time basis.

- **Master of Science in Information Networking (MSIN).**
- **Master of Science in Information & Telecommunications Technologies (MSITT)**
- **Master of Science in Management of Business, Innovation & Technology (MBIT)**

Unless a student chooses to further his/her academic career, AIT graduates are employed at high entry-level positions, in major Greek and international organizations, within a short time of their graduation.

Executive Training Programs

AIT offers a postgraduate degree in affiliation with Carnegie Mellon University, Information Networking Institute (INI) and executive education programs in collaboration with Harvard University's Kennedy School of Government.

AIT also offers **Executive Training Programs** in collaboration with leading international universities, such as **Carnegie Mellon University, Harvard University's Kennedy School of Government**, and the **College of Europe**; and, tailor-made programs targeted to companies that have the vision to enhance their organization or business by developing the skills of their managers and employees.

Summer Schools

AIT offers two Summer Schools (*Junior Summer School and Regular Summer School*) covering engineering, technology, management and innovation related fields. The **Junior Summer School** addresses Greek high school students and the **Regular Summer School** targets the Greek and international senior university and post-graduate students.

The high calibre of AIT's faculty is evident by the international awards for individual achievements in their respective fields. AIT continues to develop partnerships with world-renowned academic and research institutions in Greece and abroad.

AIT's research activities focus in areas of:

- **Autonomic and Grid Computing**
- **High Speed Networks and Optical Communications**
- **Broadband Wireless and Sensor Networks**
- **Software Engineering and WEB Applications**
- **Algorithms and Security**

