
TEE PROGRAMMES CALENDAR AUTUMN 2025

MANAGEMENT ACADEMY

TALENT ACADEMY

COMPANY VALUATION WORKSHOP

EXECUTIVE MBA 2026

TEE BUSINESS COMMUNITY INFO

DESIGNED & DELIVERED BY



CONNECT^{CO}

VALIDATED BY



THE UNIVERSITY OF
BUCKINGHAM

MANAGEMENT ACADEMY EXECUTIVE PROGRAMME



DR. ANDREW TAYLOR

Managing Director @CONNECT
CEE, EMBA Programme Director
Transilvania Executive Education



DR. ALIN BĂIESCU

Consultant, Behavioral
Economics Expert, EMBA
Alumni



DR. DORU ȘUPEALĂ

Marketing and Business
Consultant, Școala SPOR,
EMBA Alumni



DR. IOAN ALIN NISTOR

Professor of Finance, Chief
Economist at Banca
Transilvania, EMBA Alumni

AN INTENSIVE 5 DAYS PROGRAMME

September 26

October 10

October 24

November 7

November 21

LEADERSHIP & HR

- Hard & soft HR
- Motivation
- Organisation types
- Models of leadership
- Change management

ECONOMICS

- Supply & Demand
- Theory of the firm
- Macroeconomics
- Behavioural economics

STRATEGY

- Tools of strategy
- Porters 5 Forces
- Mintzberg's 5 P's
- BCG Matrix

MARKETING

- Understanding customers
- Differentiation
- Branding
- Communications & advertising

FINANCE

- Financial Analysis and Ratios
- Principles of Investment
- Time Value of Money
- Budgeting

Management Accelerator for Executives with minimum 2 years of professional experience in a management role. A fast track programme designed to accelerate the careers of ambitious younger managers who seek to develop their management capabilities beyond functional silos.

FEE AND DISCOUNTS

STANDARD FEE

€ 2100*

*PRICE DOES NOT INCLUDE VAT

GENERAL DISCOUNT

€ 1800*

FOR THOSE WHO REGISTER UNTIL AUGUST 31, 2025!

REGISTER NOW



DEADLINE:
SEPTEMBER 12, 2025

PLACES:
20

DESIGNED & DELIVERED BY



VALIDATED BY



TALENT ACADEMY EXECUTIVE PROGRAMME

The Talent Academy programme is more than just another training; it's a strategic investment in your career. With a focus on globally recognized standards, our programme is design to allow you and your team to contribute to and consistently align the management of people with the business strategy. It will show you how to define talent management as a source of value creation, understand HR as a strategic activity and not just an administrative support function.



Minimal impact on working time.

Delivered 2 days/month from September to November for 8 hours/ day.



Immediately applicable strategies and business skills.

Hands-on approach, with assignments and pre-reading between sessions.



A network of global professionals.

National and international experts from various business domains; Executive MBA alumni community from Romania and abroad.



International diploma from The University of Buckingham

The course is validated by the University of Buckingham which will issue the graduation certificate.

1. STRATEGIC HR 24 September

What is business strategy and how is it different from operational planning. Followed by an introduction to the 3 major models of HR strategy

2. MOTIVATION 25 September

Explores people's motivational needs, what motivates people to deliver excellence, theories of personality, how they affect results & may be measured.

3. LEADERSHIP 22 October

Examines theories of leadership and their relationship to different organisational structures, cultures, personalities etc.

4. CHANGE MANAGEMENT 23 October

How to deliver organisational change in the context of rising complexity and disruption

5. PERFORMANCE MANAGEMENT 19 November

From on-boarding to succession planning. How to measure and deliver excellence. Practical, but also closely linked back to choices of HR strategy

6. HIGH PERFORMANCE 20 November

A practical, theoretical & ethical examination of contemporary high performance models.

LECTURER - DR. ANDREW TAYLOR

EMBA Programme Director at TEE and Managing Director at Connect CEE. Andrew has over 30 years of international business experience as a head-hunter, management consultant, business school lecturer and learning facilitator. From Hong Kong to Toronto to Singapore his skills are valued by companies as diverse as Coca-Cola, Microsoft, ING, Honeywell and EY.



TARGET GROUP

Who can benefit from this programme?
Any industry mid-level and senior specialists, HR and Organizational Development Managers, Entrepreneurs and Business Managers, Team leaders and Project Coordinators, Professionals involved in Change Management.

Aspiring leaders looking to expand their competencies in HR and strategic leadership

REGISTER NOW



STANDARD FEE: € 1800 +VAT

DEADLINE: SEPTEMBER 15, 2025 PLACES: 15 AVAILABLE



ANAMARIA.OPRIS@TEECLUJ.RO

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Executive
Education

CONNECT

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**THE UNIVERSITY OF
BUCKINGHAM**

PRACTICAL COMPANY VALUATION.

ESSENTIAL TECHNIQUES AND APPLICATION

Join our exclusive **2-days workshop** designed for **company owners, entrepreneurs, C-level executives, and finance professionals**. Led by industry experts **Rachel Sargent BEng FCA** and **Marc A. Cannizzo MBA** who have M&A and valuation experience across global markets. This workshop offers you the building blocks of **company valuation theory plus hands-on exercises and real-world case studies** to create a company valuation. Whether you're looking to understand company valuation fundamentals, develop practical skills, or make informed company sale/ acquisition decisions, this workshop is your gateway to success.



WORKSHOP OBJECTIVES:

- Discover how to capture all the valuation drivers that maximize company value by understanding the fundamentals of company valuation methodologies and underlying financial models.
- Explore which valuation methodologies are relevant to which businesses and commercial situations.
- Develop hands-on skills in calculating company value such as building a "Valuation Defence", identifying hidden value and strategic decision support for company sale/ acquisition transactions
- Make sense of valuations and deals reported in the press



TARGET GROUP:

- Company owners and entrepreneurs
- C-level executives
- Banking, consulting and finance professionals
- EMBA alumni

DESIGNED & DELIVERED BY:



RACHEL SARGENT BEng, FCA is a **finance and strategy consulting professional with 25 years** in emerging market M&A and consulting; finance raises, company sales and acquisitions, start-ups, deal origination, strategy and business planning, CEO mentoring. Rachel currently has a strong focus on developing start-ups in sustainable Food and Agri. Rachel was founder president of AICA Network - an international M&A network, Managing Partner of Osprey Partners a boutique M&A company and worked for PwC London, Minsk, Moscow and Bucharest. Rachel is a UK Chartered Accountant, graduated from UCL London in Electronic Engineering and speaks English and Romanian.

MARC A. CANNIZZO MBA has more than 30 years of banking and general business advisory experience. He delivers finance training courses to corporate clients and for the international finance qualifications ACCA and CIMA in Southeast Europe, the Mideast Africa and Asia. His areas of focus include **treasury, company valuations, financial and performance management, management accounting, corporate governance and credit/financial analysis**. Marc worked for Citibank/Citicorp Zurich, CH in corporate and private banking, Deloitte & Touche management consulting (Bucharest); CAIB Investment Bank (Austria). Marc graduated Brown University (USA); MSC LSE (UK) and MBA INSEAD (FR). He speaks German, English and Romanian.



FEE: €450*/PARTICIPANT

*price does not include VAT



Transilvania
Executive
Education

WORKSHOP DETAILS

DATE: NOVEMBER (TBA)

LOCATION: BT CAMPUS, CLUJ

16-HOURS WORKSHOP

REGISTER NOW

PLACES: 20 AVAILABLE



EXECUTIVE MBA PROGRAMME

90 ECTS CREDITS

FLY-IN FACULTY

12 modules x 5 credits =
60 ECTS credits

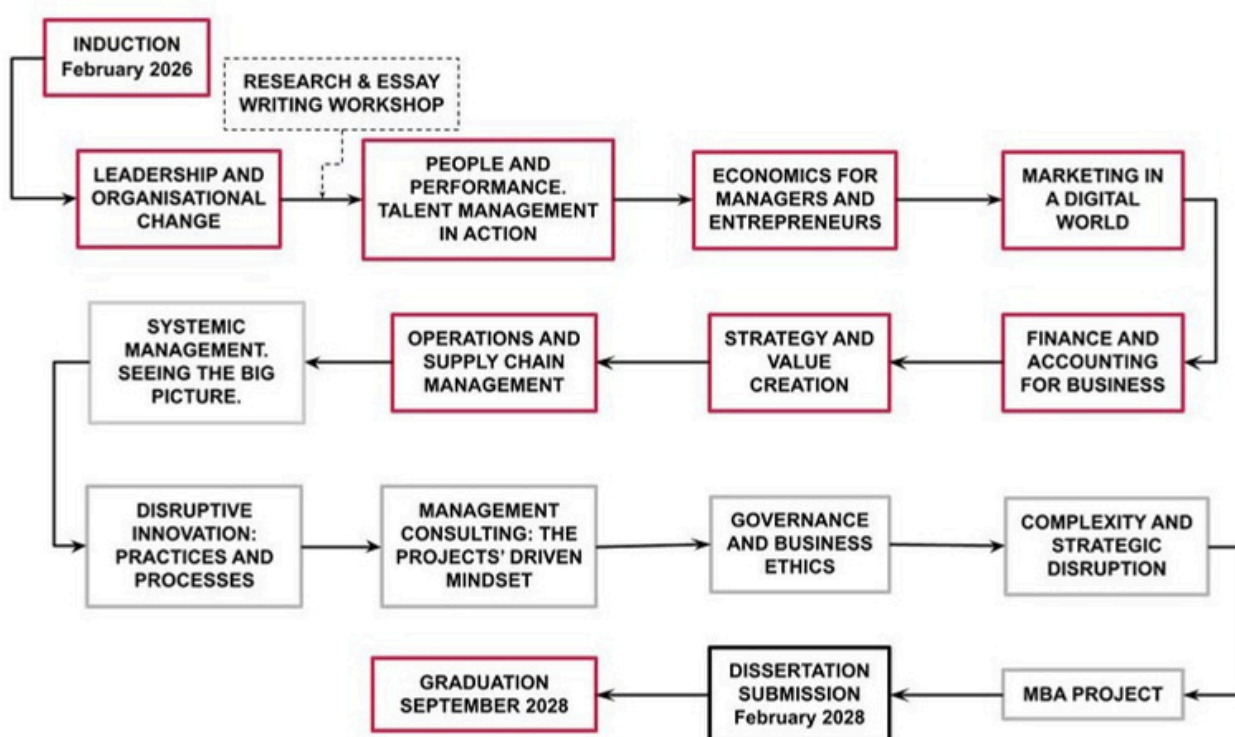
Dissertation =
30 ECTS credits

over 40
experts

from 8
countries

and 16
universities

12 MODULES STRUCTURE



FEE & DISCOUNTS

€ 16.500*

Full programme fee, payable in 4 instalments over the 2 years.

*The fee includes: learning materials, library access, one module on the Buckingham University Campus (travel and accommodation)

**Price does not include VAT.

€ 1000 LOYALTY REWARD

*If you work for a company that has sponsored EMBA students previously and register before 1st of October 2025!

**Alumni recommendation (if you're a colleague or peer of a TEE Executive MBA alumni)

ENTRY REQUIREMENTS

✓ Minimum of 3 years of **professional** postgraduate experience in an **executive role**

✓ **English Language Certificate** with minimum B2 level

**NEXT CLASS STARTS IN
FEBRUARY 2026!**

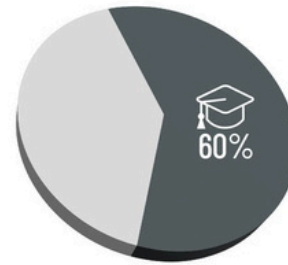
**REGISTER AT OFFICE@TEECLUJ.RO
0747 752 825**

THE BUSINESS COMMUNITY

More than
**200 MBA GRADUATES IN
THE LAST 10 YEARS**

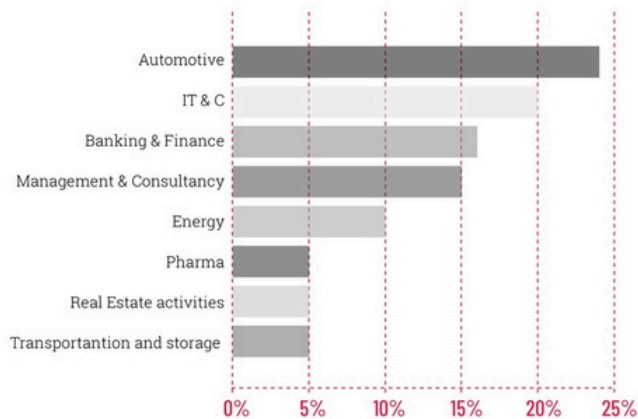


**FROM 16 COUNTIES
IN ROMANIA**

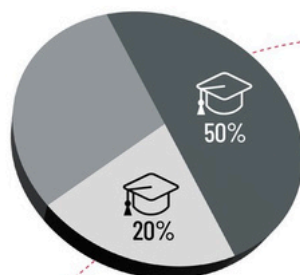
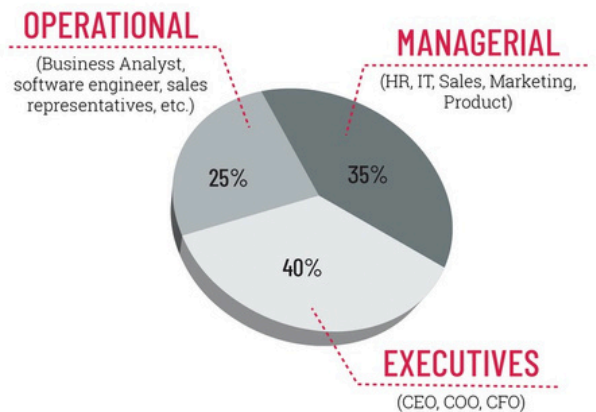


60% OF OUR EXECUTIVE MBA
graduates upgraded their job positions in
less than one year after graduation

INDUSTRY



BUSINESS ROLES



50% OF OUR STUDENTS
are sponsored by their
companies to study for the
MBA programme.



20% OF OUR STUDENTS
were awarded in a public competition a
full or partial scholarship to study the
programme in the last 10 years.

