



The
University
Of
Sheffield.



CITY College
An International
Faculty Of
The University.

A photograph of a man and a woman in business attire looking at a laptop screen. The man is wearing glasses and has a beard. The woman has blonde hair. They are both smiling and appear to be in a meeting or collaborative work environment.

Your Executive Development Partner

EDi Executive
Development
Institute



“To Improve
Is to Change;
to Be Perfect
Is to Change Often”
Winston Churchill

Meet EDI

EDI is your Executive Development Partner

The Executive Development Institute, (EDI) addresses all your executive development needs by providing you with strategic, holistic and tailor-made solutions: from training and workshops to consulting, coaching, corporate research and many more services provided by a World Top 100 University, The University of Sheffield and its International Faculty, CITY College.

EDI's Purpose

EDI is formed by the University of Sheffield International Faculty, CITY College, as a dynamic response to the executive development needs of our times. Corporations, institutions, governments and individuals alike, ask for a credible, recognisable and experienced partner that has the power and commitment to support them in their continuous efforts for growth. EDI is the answer to this call!

The University of Sheffield

The University of Sheffield is one of the oldest British Universities. It is a leading research university, located in Sheffield in South Yorkshire, England. Ranked within the World's Top 100 Universities and constantly ranked amongst the top 20 universities in Britain, it belongs to the 1% of the best universities in the world (24th in Europe, 69th in the world – QS World University Rankings 2014-15). Today, with nearly 24,000 students from 124 countries, and almost 6,000 staff,



the University of Sheffield is a popular choice for university applicants. The University of Sheffield International Faculty, CITY College, is the only faculty of the University located overseas and it is an integral part of the University. Bridging the UK with the South East and Eastern European Region, CITY College offers students the unique opportunity to study for a top class British degree of the University of Sheffield in their region.

The International Faculty of the University is accredited/recognised by:





“Leaders
don’t Create Followers,
They Create
More Leaders”

Tom Peters

The Executive MBA

MBA in General Management
MBA in Marketing
MBA in Finance
MBA in Logistics
MBA in Healthcare Management
MBA in Human Resource Management

The Executive MBA (EMBA) is an innovative programme designed for today’s managers and business professionals who need to improve their skills and knowledge for professional, career and personal advancement.

The programme is currently offered in Thessaloniki, Bucharest, Belgrade and Kyiv and it runs on weekends (1 weekend per month).

Info:

For more information you may visit:
www.citycollege.sheffield/mba or request the Executive MBA brochure.

EDI Services

> The Executive MBA programme

> Professional Development schemes

Training | Decision-making workshops | Consulting
Corporate and targeted market research | Internships

Professional Development

Responding to your needs for “global ideas, local solutions” EDI utilises the vast resources of the University of Sheffield and its decades-long presence in our region, to offer you:

> Training.

Tailor-made programmes for companies and institutions of any size on key issues of both strategic and operational nature. Whether you are interested in half-day and one/two day seminars or in expansive year-long programmes, we have considerable experience in delivering engaging programmes. We will design the programme to fit your needs and circumstances. We share a common goal: your people performing reliably and consistently on a higher level. Let a World Top 100 university train your people!

> Decision-making workshops.

When your organisation is faced with an important decision we can assist you by organising a one-day or two-day workshop. The decision could be about a new product/service, restructuring, merger and acquisition, re-branding, approaching a new market, applying a new technology, solving an operational problem etc. The workshop will provide a rigorous decision-making framework, facilitate the discussion efficiently and effectively, and will create a strong consensus within the team.

> Consulting.

Our internal and partner expert staff exceeds 300 top professionals in a range of fields from around the world. There is no business or organisational issue we cannot provide you expert advice with, and no problem we cannot help your team resolve. Working with experienced professionals with a proven track record and with experts who

combine heavy-duty practice with world-class academic knowledge is a winning choice. Every project is unique and it is delivered by one or more experts at a time.

> Coaching.

Working closely with people to develop them over time with specific objectives is in the DNA of EDI. We can assist your people, ranging from first-time managers to seasoned executives, develop professionally and deal effectively with the challenges of our times. By applying proven and innovative methods, a very personal approach and thorough feedback mechanisms we help you create high achievements, committed people.

> Corporate and targeted market research.

Being a highly ranked, research-led institution we understand research deeply. Our experienced staff can lead research projects within or/and outside your organisation. Our team will organize the research project and manage all steps up to delivering a concise report and a 'next steps' plan. We can then work with your team to implement the recommended findings. Sponsored long-term research projects and sponsored PhDs are also available in the fields of business, ICT and psychology.

> Internships.

In collaboration with our Career Office students in all our programmes can be at your disposal for internships and other employment-related arrangements.



“Let’s Go Invent
Tomorrow
Rather than
Worrying about
What Happened
Yesterday”

Steve Jobs

Partnering with EDI

Praise for EDI



Miglena Ouzounova-Tsekova

**Human Resources
Division Director
Mobiltel EAD
Bulgaria**

"We are very satisfied with our long-term cooperation with The University of Sheffield International Faculty, CITY College. Thanks to our joined efforts and the professionalism of the lecturers from the International Faculty of the University of Sheffield, we managed to customise a special educational programme for Mtel's top talents, focusing on developing business and leadership skills and competencies. Our colleagues acquired practical knowledge and expertise that are vital for our business and their further personal career advancement. Today, I can confirm we made the right decision entrusting talents' training to The University of Sheffield International Faculty.



Ivana Stanojkovic

**Deputy Director, UKTI
Serbia British Embassy
Belgrade
Serbia**

"The tailored-made training we attended was for a very diverse group of people coming from various countries, professional backgrounds and working environments. The guidance of University of Sheffield's experts was outstanding. Their openness to challenging questions and critical thinking motivated constructive discussions and sharing of best practices. The content of training sessions reflected excellent balance between theoretical knowledge and experience and exceeded by far our expectations. We greatly enjoyed five days inspired by a wide range of themes on economics."

EDI's Experience

This is an indicative list of companies and organisations that have selected EDI's Professional Development programmes and the Executive MBA.

Actavis	Embassy of UK, Serbia	NATO Undersea
Black Sea Trade & Development Bank	Globul (Cosmote), Bulgaria	Research Centre
Cedefop	Institute of the Association of Greek Tourism Enterprises	NESTLE Romania
Coca Cola Hellenic, Serbia	MAKRO CASH & CARRY	Pfizer
Deutsche Telekom, FYR Macedonia	MTEL (Vodafone), Bulgaria	Philip Morris
Embassy of UK, Sarajevo		Siemens
		The World Bank
		Vodafone
		XEROX Ltd.

EDI's Network



Educating leaders across our network in South-East & Eastern Europe



The
University
Of
Sheffield.



Contact EDI

*EDI is ready!
Just ask what EDI
can do for you
and your organisation.*

For more information, please contact EDI or our country offices.

Greece

Executive Development Institute (EDI)

edi@citycollege.sheffield.eu
www.citycollege.sheffield.eu/edi

24, Proxenou Koromila St.,
54622 Thessaloniki, Greece,
tel: +30 2310 224 421

Bulgaria Sofia 1404, 27 Tvardishki prohod St., Fl. 8 office 36,
tel: +359 2 961 62 63, e-mail: bulgaria1@city.academic.gr

Romania 91-111, Calea Floreasca, F1 building tronson 3, 1st floor, Bucuresti, 014455,
tel: + 4021 315 2723, e-mail: alina.toader@city.academic.gr

Serbia 38-40 Vladimira Popovica St., 11000 Belgrade,
tel: +381 11 715 6905, email: acankovic@city.academic.gr

Kosovo Tringe Ismajli, 1/7 (3rd floor) 10 000, Prishtina, Kosovo,
tel: +386 49 422 424, e-mail: hhoxha@city.academic.gr

Fyr Macedonia 14 Skupi Str. (2nd floor), 1000 Skopje,
tel: +389 2 3064 533, e-mail: marija.nikovska@city.academic.gr

Ukraine 83-D Melnykova St., floor 4, office 409, 04119, Kyiv,
tel: +38 044 500 11 15, email: buzhak@sheffield-city.com.ua