INTERNATIONAL TEACHERS PROGRAMME®
Making Good Teaching Great

A TWO-MODULE PROGRAMME IN 2018 RUN BY
IAE AIX-MARSEILLE GRADUATE SCHOOL OF MANAGEMENT

with the support of
THE INTERNATIONAL TEACHERS PROGRAMME© (ITP)

ITP is a faculty-development programme organised by the International Schools of Business Management (ISBM), a group of twelve leading business schools located in Europe, North America and Asia, and supported by the European Foundation for Management Development (EFMD).

ITP has served over 1,000 high-calibre business educators from many countries since it started more than 50 years ago. During this period, the programme has been rotated between ISBM Schools, most recently:

- **ITP 2017-18** IAE Aix-Marseille Graduate School of Management (Aix-en-Provence)
- **ITP 2015-16** China Europe International Business School (Shanghai/Beijing)
- **ITP 2012-13-14** HEC (Paris)
- **ITP 2010-11** Kellogg School of Management (Evanston, Chicago)
- **ITP 2008-09** SDA Bocconi (Milan)
- **ITP 2006-07** IMD (Lausanne)
Dear Potential ITP Participant,

It is a pleasure to present our leading-edge programme for high-potential business educators who wish to invest in their personal and professional growth! In 1958 Harvard Business School launched the International Teachers Programme®. In 1969 a decisive step was taken by inviting several European management schools to join them in the further development and management of the ITP.

In 1977 a consortium of business schools formed the non-profit organisation ISBM (International Schools of Business Management). Today ITP, its flagship initiative, is managed on a two-year rotation by one of the ISBM schools. Every new edition of the programme builds on the success of the previous editions while also ensuring continuous updating of the content and recognition of emerging global trends and best practice in business and in education.

More than a thousand ITP participants have benefited from the experience of this programme. Their feedback and subsequent career development make it clear that the ITP experience not only enhanced their teaching, but also provided specific, actionable tools for overall professional growth and gave them a strong global network of colleagues.

It is a pleasure for ISBM to offer you a similar opportunity in 2018. We hope to see you in January in Aix-en-Provence.
PROGRAMME PHILOSOPHY

ITP is an intensive faculty development programme dedicated to helping business educators develop suitable skills and capabilities to be successful in their careers.

Research and analysis of the experience of teachers reveal the critical importance of continuous development in a profession where change is constant.

ITP’s guiding philosophy recognizes that because change is a constant challenge, our development as teachers is an on-going, life-long process that involves the continuous acquisition and refinement of four elements:

1. Knowledge about our disciplines and about pedagogy;
2. Competence at a high level through continuous practice, feedback and intentional innovation;
3. Conscious awareness and understanding of ourselves and those we teach as complex, highly diverse members of global communities;
4. Strong professional relationships, globally, across career stages and disciplines.

ITP is also about fostering a real enthusiasm and love for the day-to-day practice of education, making it as creative as possible and also making it the subject of scholarly research.

THE FOUR EDUCATIONAL AIMS OF ITP

MODULE I
Current Teaching Environment

MODULE II
Future Teaching Environment
THE ITP PHILOSOPHY IN ACTION

The ITP experience is designed to help you succeed in your academic career. As we all know, there are complex, often competing and sometimes even contradictory criteria for “success” around the roles and importance of teaching, of research and scholarship and, increasingly, around administrative duties. ITP helps you navigate this complexity and chart a course for career enhancement and progression by focusing on four fundamental dimensions: self-development, co-development, inspiration and dissemination.

**Self-development** includes personalised coaching support and involves the understanding of techno-pedagogical, psychological, communicational and social variables of both teachers and learners.

**Co-development** refers to a key feature of the programme where segments and assignments take place in small peer groups. In some segments, each group member is both advised by and is an advisor to other members. In other segments, the small peer groups form collaborative teams to explore new knowledge or create new material.

**Inspiration** is both a goal and a known outcome of ITP. We know that participants are inspired by faculty and by one another, both in the formal classroom settings and in the informal interactions throughout the programme. We know that both the content and the process of ITP stimulates participants to be more creative and innovative. We know that sharing stories, experiences and best practices form the basis of long-lasting supportive, mutually inspirational relationships.

Finally the aim of **dissemination** is to prepare you to return to your institution after the programme, helping you to put into practice the things you have learned, and providing some ideas as to how you might share these new techniques and insights with your colleagues.

**FACULTY**

During the ITP programme you will benefit from the wealth of knowledge and experience of over 20 experts from across the world. Some of these experts are:

- Pär Mårtensson (SSE-Stockholm)
- Kristine de Valck (HEC-Paris)
- Janelle Shubert (Babson-Boston)
- Aswath Damodaran (Stern-New York)
- Eric Cornuel (EFMD-Brussels)
- George Yip (Imperial-London)
- Arun Pereira (ISB-Hyderabad)
- ...
# Programme Overview

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<tr>
<th>Start of Admission</th>
<th>Preparation</th>
<th>Module I</th>
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<tbody>
<tr>
<td>Jan 2017</td>
<td>Oct 2017</td>
<td>Aix-en-Provence, France</td>
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- Get to know yourself (self-assessment)
- Get to know what students/executives expect from you
- Get to know what your School expects from you
- Film one/two of your classes
- Designing courses & programmes
- Active teaching
- Case based teaching method
- Teaching in a dynamic cultural environment
- Teaching for large groups
- Bringing research into teaching
  + Collaborative coaching: give & receive feedback, evaluating students
  + Support groups & Professional Development Projects (PDPs)

*Please note that these are examples of programme sessions and assignments. This overview is subject to change.*

*The Sainte Victoire Mountain (Aix-en-Provence)*
JANUARY-JULY

INTER-MODULE PERIOD

Professional Development Projects (PDPs):
- Feedback from ITP peers
- Feedback from coaches
- Feedback from ex-ITP colleagues
- Preparation of Module II participant-led sessions

JULY 1ST-7TH

MODULE II
COLLABATÓ, BARCELONA, SPAIN

- Future of management education & research
- Learning methods
- Teaching executives
- Teaching for bachelor, master and PhD
- Dynamics in the classroom
- Managing a degree programme
- Technology-enhanced teaching and learning

AUGUST

ADMISSION TO THE ITP ALUMNI NETWORK

COACHING

Outside the class hours we will offer you the opportunity for 3 hours of individual coaching to address personalised issues.
WHO SHOULD ATTEND?

• Faculty at any rank who care about real excellence in teaching, whether individually or on behalf of their institution, including junior faculty who have at least two years of teaching experience

• Faculty who are at career inflection points, such as having recently won tenure or been promoted, who now have the time and interest in turning a greater share of their attention to the further development of their teaching

• Faculty who have achieved competence in teaching one kind of audience and would like to extend their skills to other audiences

• Faculty and staff whose responsibilities include faculty development and/or the development of excellence in the classroom across their institution

• Others who would benefit from joining, learning from, and/or contributing to a vibrant global network of such individuals.

ACADEMIC DIRECTOR

The academic director brings her expertise to the pedagogical design, methodology and content. She coordinates all faculty and coaches involved in ITP.

Carolina Serrano-Archimi (Spain/Switzerland), MA in Philosophy, MBA, PhD in Management from Aix-Marseille Université, is professor of Organisational Behaviour at IAE Aix-Marseille. She is the Academic Council Chair of EuroMBA (a consortium-based blended EMBA) and the academic director of the Executive MBA.

She worked internationally for 12 years in several companies before joining academia 15 years ago. Her research covers trust repair processes, cynicism in the workplace, and social exchange mechanisms between middle and top management. Her major teaching domains are change management, leadership, intercultural management, and process consulting practice. She teaches in a number of international business schools. Carolina is a consultant in organisations, specialist in change management and organisational development, and is regularly involved in executive training programmes for leadership development. She is also a certified professional coach and coach supervisor.

Carolina is part of the pool of professors of ITP. She teaches «Inductive Teaching». 
“ITP offers the unique opportunity to reflect on and develop one’s teaching skills with the support and contribution of fellow management educators from around the world. Through openly sharing teaching experiences and problem solving in difficult pedagogical issues with the other ITP participants, I gained valuable insights into how I could develop my effectiveness as a teacher both in and out of the classroom – insights which I am now putting into practice. I left with a much broader appreciation of how business and management education is conducted around the world and importantly, how I can contribute to teaching development within my school.”

NICOLE GILLESPIE,
ITP IN 2003 AT MANCHESTER BUSINESS SCHOOL (UK)
ASSOCIATE PROFESSOR IN MANAGEMENT AT THE UNIVERSITY OF QUEENSLAND BUSINESS SCHOOL (AUSTRALIA)

“ITP provided me with international exposure and also helped me a lot to become more self-confident about my teaching possibilities. It was an opportunity to rethink and discuss with other colleagues the way I used to teach and how to improve my skills. I also learned a lot just by observing how other colleagues were teaching and trying to help them perform better in front of an audience. And of course, I made good friends among the colleagues I met there.”

JOSEP FRANCH BULLICH,
ITP IN 1991 AT IAE AIX-MARSEILLE GRADUATE SCHOOL OF MANAGEMENT (FRANCE)
ASSOCIATE PROFESSOR IN MARKETING AND DEAN AT ESADE (SPAIN)

“I attended the ITP Programme when I was starting out in my career as assistant professor in HEC Paris. The wealth of experience and the peer support I received from the faculty leading the programme helped me to significantly improve my teaching skills and contributed to my rapid progression in my academic career. I have very fond memories from this extremely effective learning experience.”

DR. YUAN DING,
ITP IN 2001 AT STERN NYU (USA)
PROFESSOR IN ACCOUNTING, VICE PRESIDENT AND DEAN AT CEIBS (CHINA)
THE SCHOOL

IAE AIX-MARSEILLE GRADUATE SCHOOL OF MANAGEMENT

Dedicated to education and research since 1955, IAE Aix-Marseille offers graduate programmes (Master, MSc, MBA, PhD) specialising in different management disciplines. IAE Aix-Marseille is the first business school founded in the French university system and is part of Aix-Marseille Université, the world’s biggest French speaking University. The School is the first public management institution to be awarded dual accreditation EQUIS (1999) and AMBA (2004). The Research Centre CERGAM is the largest ‘producer’ of Doctoral theses in France.

AIX-EN-PROVENCE

The first residential module in January 2018 will take place in Aix-en-Provence, France. Aix-en-Provence is the heart of the Provence area, which cultivates a mix of cultural heritage, student dynamism and business innovation. Aix-en-Provence lies at the foot of the Sainte Victoire Mountain, the subject of numerous paintings by Paul Cézanne.

COLLABATÓ, BARCELONA

The second residential module in July 2018 will take place at Collbató (Barcelona), Spain, at the business and training centre of the IAE Aix-Marseille partner school EADA. Collbató lies at the foot of the Montserrat Mountain, where the monastery hosts the Virgin of Montserrat, the Patron Saint of Catalonia and one of the only black Madonnas of Europe. The centre is 50km away from Barcelona, the city of Gaudí and Picasso.
ENROLMENT

ADMISSION PROCEDURE
The International Teachers Programme® accepts a limited number of participants. Admissions are on a rolling basis. Given the limited number of places available in the programme, we encourage you to apply as soon as possible, and no later than 31st October 2017. Applicants will receive an answer within 3 to 5 weeks.

ADMISSION REQUIREMENTS
Applicants must be proficient in English. All classes and discussions are conducted in English. It is understood that during the on-site modules of the programme, the participant will be free of other duties and will not leave except in emergency situations. The participant declares to have full support from his/her home institution.

PARTICIPATION FEE
The total cost of ITP is 14,500 euros, consisting of 11,000 euros tuition fee (covering tuition, personal coaching and educational materials) and 3,500 euros accommodation fee (covering accommodation, meals, coffee/tea breaks, receptions and local transport). Travel costs, visas - if applicable - and insurance are incumbent on the participants.

PAYMENTS
An invoice for the total amount of 14,500 euros will be sent after confirmation of the participant’s admission and is payable within 30 days.

CANCELLATIONS
As attendance of ITP requires significant preparation and demand often exceeds capacity, it is important that you contact us in a timely manner if you must cancel your registration. Full refund of the fee is only given if the cancellation is more than 30 days before the initial programme start i.e. 31st October at the latest. After this date no refund is given but you may nominate a suitable substitute, subject to acceptance by the ITP programme committee.

IAE Aix-Marseille reserves the right to cancel the programme at any time in case of force majeure. In the unlikely event of cancellation, paid programme fees will be refunded, but the school is not responsible for any travel or other related expenses incurred by the programme registrant.
To apply for admission go to
www.itp-schools.com/programmes