LEADERSHIP, COMMUNICATION & STRATEGY

The Art and Science of Negotiation
A 5-day Executive Training Program on Negotiation & Conflict Management, including the module on Advanced Negotiation Skills, led by Harvard University professor Linda Kaboolian, Kennedy School of Government, Harvard University, www.ait.gr/negotiation

Power Presentations
This 3-day highly interactive workshop focuses on professional business communication including, structure, style, strategy, use of visual aids, humor, and handling questions and answers. Expert one-on-one coaching, by experienced US TV presenter Jim Culver. www.ait.gr/presentations

The Art of 21 Century Communication:
Navigating the New Media Landscape
This is a 3-day interactive course for a maximum of 28 senior executives focusing on communicating effectively through traditional media, the Internet and social media. Full scale media training by experienced consultant and CNN, ABC Journalist, Derwin Johnson. www.ait.gr/communication

Leading in Times of Crisis:
Strategies for Adapting to Continuous Disruption
Professor, Brian Mandell in this 2-day scenario planning workshop trains leaders in the public and private sectors to identify and prepare for the near- and long-term risks to which their organizations are most susceptible. Macroeconomic shocks, natural disasters, emerging technologies, and other disruptive events threaten all but the most proactively led organizations. www.ait.gr/lic

Leadership Models for Personal Development
The goal for participants in this program, is to re-evaluate life goals and develop a personal business plan for the future, employing traditional lectures, films, discussions along with an “on the ground” leadership exercise drawing cases from many disciplines, such as history, politics, business studies, organizational theory, psychology, strategic studies. Led by Kyriakos Pierrakakis

Coaching Skills for Managers
This program is aimed at Managers that wish to foster a Coaching Leadership Style within their organizations and also want to use the benefits of coaching for their own personal and professional development. The program focuses on practical ways to increase focus, manage workload and increase the impact that Managers have on their teams. Led by Stella Voulgaraki
AIT PROFESSIONAL DEVELOPMENT DIPLOMAS

Tech mini MBA - Leading Strategic Innovation
A 120 hour executive education program empowering organizational leaders to become innovation catalysts within their organization and address the ICT industry’s increasing demand for combining technical expertise with business skills. Participants in weekly sessions build their Business Plan under the supervision of AIT Faculty and market experts. led by AIT Faculty and Industry Experts AIT March- July, in collaboration with kariera.gr. www.ait.gr/miniMBA

Web Applications Diploma
WAD is a comprehensive, hands-on, lab based, 120 hour professional development program, for participants to become fully versed in web development and build a complete project portfolio to prove state-of-the-art expertise. The program follows a PHP oriented path that includes basic and advanced issues in PHP programming, hands-on popular tools and platforms like Drupal as well as a deep immersion into MVC frameworks like Symfony. led by Dr. Eri Giannaka, AIT Faculty www.ait.gr/web

Certified Professional Diploma in Remedial Management
The Hellenic Risk Management Association- HCRMA, in an exclusive partnership with AIT and eutrain offer this Authorized HCRMA Training for business executives and professionals in the credit risk management sector, to demonstrate a thorough knowledge of underlying concepts, principles, professional techniques and terminology, to evaluate and implement all aspects of an Efficient Remedial Management Framework. www.ait.gr/finance

Diploma in Data Science and Business Analytics
The technological advance of the information age enables organizations to capture and analyze masses of information about customers, competitors and day to day operations, to transform it into a key business asset. Business Analytics (BA) skills play a crucial role in supply chain management, operations management and finance, as businesses strive to increase their efficiency and productivity in order to build a competitive advantage. This program provides in-depth knowledge of Business Analytics tools for participants to utilize analytics to gain and sustain a long-term competitive advantage. led by Dr. G. Yovanof, AIT Professor and Dr. K. Bakoulas, powered by EMC2

PRODUCT MANAGEMENT AIPMM CERTIFICATIONS

Certified Product Manager - CPM®
This exam preparation training provides a thorough review of key concepts, methodologies and terminology for participants to excel in product development, manage the front end of the product lifecycle, to transform products to profit.
Certified Product Marketing Manager - CPMM®
This exam preparation course covers campaign strategies, marketing plans, and competition assessment methodologies for participants to optimize commercialization and develop strategic marketing functions through the last phases of the product lifecycle.

Certified Innovation Leader - CIL®
a 2-day AIPMM ProdBOK® certification preparation training for participants to define and implement innovation processes and create new, effective revenue streams. Offers 16 PDUs to PMPs®.

Certified Brand Management - CBM®
a 3-day certification training covering the roles and responsibilities of brand management, how they evolve over time, their key organizational interfaces, and the use of the classical marketing “Ps” to strengthen your brand.
www.productmanagement.gr

TRAIN THE TRAINER

e-tutor
an integrated Train the Trainer Course introducing instructors to the usage of the digital tools. The program includes lectures and laboratory practice for the usage of the state of the art digital learning tools.

e-author
Training of Teachers in designing, developing and publishing an online course utilizing the ADDIE model. Topics include setting the learning goals, defining learning outcomes, storyboards usage and familiarization with an authoring tool interface will be covered during the course, whereas educational technologies, standards and specifications for packaging learning content, and specifically with SCORM, IMS CP, IMS QTI are examined.

ICT MANAGEMENT

Telecom 5day MBA
This is an overview of the key concepts, tools, and techniques that are required to succeed in today’s challenging telecommunication environment. Designed and implemented by 5 AIT faculty members the program ensures that participants have a critical competency in areas such as converged services, business models, pricing techniques and technology management for informed ICT decision making.
ICT Convergence
People from various areas of expertise get the opportunity of understanding key technical and managerial issues in effective product / service development in the Information and Communications Technologies sector. The challenges that extend from R&D to manufacturing, engineering, project management, are examined to providing an innovative approach to developing technologies and products that people want to buy.

Strategic Marketing of Technology Services & Products
Drawn from our popular and highly-rated MBIT course on strategic marketing, this program aims to help non-marketing managers understand the science of marketing and appreciate the important role marketing plays in the overall success of an organization. How new technology-based products and services are introduced with a focus on innovative strategies for bringing them to market is examined through best practices.

Telecommunications and IT Industry - RFP Process
Procurement Managers, Team and Project Leaders, Researchers and other private / public sector engineers and executives will further familiarize with the design and the anatomy of RFP. The RFP is studied as the vessel via which buyers and sellers can have a structured dialogue, in a transparent way of defining requirements, deadlines and rules of participation with a common information set for all.

Telecommunication & IT Management
The course raises technical and strategic awareness for the effective development and application of telecommunications and information system infrastructures by organizations. It is a marriage of technology, policy and management giving ICT professionals and new industry entrants a broader view of how to apply and use networking technologies to solve business problems.

Management of Information Systems-MIS
Managers wishing to improve IT related decision making will gain the required information and skill to exploit information systems in creating business value and improving business results. Attendees will be able to make sound business decisions relating to information systems (IS), as well as to collaborate with senior managers in is issues.

Optimization Models for the ICT Industry
Scientists and engineers in the ICT field will grasp the important link between business input and the firm’s objective in the formation of decision variables using optimization models. Continuous, linear models, heuristics, integer programming and other solution aspects of different types of optimization models used in the modern ICT industry will be examined.
ITSM CERTIFICATION

ITIL v3 Foundation Course: Exin Certification
This module leads to the Foundation Certificate in IT Service Management (based on ITIL) and provides a detailed description of the processes involved in the management of IT infrastructures. The module covers the essential elements of ITIL. Candidates are made aware of the importance of IT Service Management and the systematic approach of ITIL.

ITIL®v3 Expert Certification Paths
Capability Stream - gain a deep understanding and proven expertise on Processes and Roles in ITIL®, includes ITIL® Certifications in: Operation Support and Analysis, Release, Control and Validation, Service Offerings and Agreements, Planning, Protection and Optimization and Managing Across the Lifecycle

Lifecycle stream - gain a deep understanding and proven expertise on ITIL® practices from a lifecycle perspective, includes ITIL® Certifications in: Certifications: Service Strategy, Service Design, Service Transition, Service Operation, Continual Service Improvement and Managing Across the Lifecycle

PRINCE2® Foundation & Practitioner
This is a 5-day double certification course. PRINCE2 is a process-based approach for project management providing an easily tailored and scalable method for the management of all types of projects. Each process is defined with its key inputs and outputs together with the specific objectives to be achieved and activities to be carried out.

COMMUNICATION NETWORKS & APPLICATIONS

LTE & Wimax:
Emerging Technologies for Next Generation Wireless Standards
Communication engineers participating in this course are provided with an overview of the role of the wireless cellular networks, focusing on LTE (LTE Advanced) and WiMAX will play in the future of mobile broadband. Services and applications supported will be examined.

Fiber to the X- FTTX: Next Generation Access Networks
Managers, engineers and professional scientists working for telecom operators and equipment manufacturers will grasp a rigorous insight of optical access technologies and examine thoroughly the design, implementation, and value analysis associated with optical access network solutions.
MOBILE & WIRELESS COMMUNICATIONS

Smart Antenna Technology for Wireless Communications
This 2-day course gives practitioners a thorough understanding of smart antenna systems, allowing them to later work on them for their implementation in practical wireless systems and understand their role in various wireless standards. Smart antenna techniques for improving signal quality, reducing interference and improving the reliability of wireless links and applications of techniques adopted by wireless standards are addressed.

Antennas for Mobile Applications
In this 3-day course professionals gain the ability to evaluate antenna specifications to meet certain requirements, to assess what to ask for from antenna designers, and to know what to expect.

Wireless & Mobile Communications
This 5-day workshop provides telecom engineers and application developers a market outlook of the wireless landscape; an overview of existing and evolving standards; to identify key enabling technologies for future generation systems so as to address aspects of overall system optimization concerning end-to-end security management and Quality-of-Service support.

BROADBAND NETWORKS

ICT Convergence
People from various areas of expertise get the opportunity of understanding key technical and managerial issues in effective product / service development in the Information and Communications Technologies sector. The challenges that extend from R&D to manufacturing, engineering, project management, are examined to providing an innovative approach to developing technologies and products that people want to buy.

Techno-economic Analysis for Broadband Networks & Workshop
Managers, engineers and professional scientists working for operators and equipment manufacturers in telecommunications, will learn to analyze telecommunications from a financial perspective. How value analysis, capital and operational expenditure parameters support decision making of technology solutions, and R&D will be tackled.

OPERATING SYSTEMS

The UNIX Operating System
System Administration for the Solaris 10 Operating System Part 1 SA-200-S10
SMART TECHNOLOGIES

Infrastructure Design for SMART Environments
Professionals in Electro-Mechanical Engineering, Building or Facility Management, HVAC, or Building Systems will gain systematic awareness for the underlying technologies and connectivity applications, covering all applications in building control ranging from lighting, ventilation, energy management to household appliances.

Visual Tracking
This 5-day training familiarizes engineers with the image processing theory, leading to the ability to build visual tracking systems and/or their application domains. Trackers are essential parts of smart places for ambient assistive living and working environments. Applications in sports and the retail will be discussed.

INFORMATION SECURITY

Data and Network Security
Information security application professionals and engineers will update their expertise on the field of cryptography, data and network security to protect all forms of today’s electronic communications and IT applications requiring security as a central system feature.

ORACLE CERTIFICATIONS

AIT under Oracle’s Workforce Development Program provides certification training for students and individuals joining on personal and not corporate title at half price. www.ait.gr/oracle

Java SE 7 Fundamentals
An introduction to object-oriented programming using the Java language. Through hands-on exercises, participants build a baseline of knowledge to propel your career in development and get prepared for the Oracle Certified Associate, Java SE 7 Programmer Certification Exam.

Java SE 7 Programming
A core Application Programming Interfaces (API) used to design object-oriented applications with Java. Instructors will teach you how to write database programs with JDBC and provide full authorized preparation training for the Oracle Certified Professional, Java SE 7 Programmer II Certification Exam.

MySQL for Beginners
this course helps participants learn about the world’s most popular open source database. Expert AIT instructors teach participants how to use the MySQL Server and tools, to develop deeper knowledge of using relational databases and preparing for the MySQL 5 Certified Associate Exam.
**PROGRAMMING**

Java Enterprise Edition 6.0: Theory and Practice
Project Managers and Developers will adapt on the latest version of the popular Java Enterprise Edition, comprising a number of new features, functionalities and enhancement over previous JavaEE version. Main concepts, key APIs and development techniques, will be complemented by hands-on exercises.

HTML5 Programming
This 5-day course gives participants hands-on experience with intermediate and advanced techniques for developing web presentations with HTML5 and the deployment of HTML5 pages.

Object Oriented Programming in .NET 3.5/4.0 (VB.NET / C#)
Intensive five-day instructor-led course, in .NET Object-Oriented Programming (C#.NET) introducing developers and IT Professionals to an in-depth language syntax and object-oriented programming elements. This is also an alternative entry point for less experienced programmers who are not familiar with object-oriented design and programming with the Web.

Programming with the Lua
Software Engineers who want to sharpen their skills in modern software technologies, managers and decision makers who want to get first hand exposure to state of the art software technologies can experience a hands-on 5-day training to a relatively new programming language used from embedded applications to game development.

Programming in C, C++, Java

Programming for Mobile Phones with Java Mobile Edition (JME)

**WEB TECHNOLOGIES & APPLICATIONS**

SOA & Cloud Computing Enterprise Applications
The goal of this program is to provide CIOs, IT Directors and effectively organizations the tools to build a stratum of management to make every manager confident in resolving and working in a cloud computing. SOA governance, cloud models and economics will be examined.

RFID Middleware & Applications
Logistics Experts and consultants through this practice-oriented program will investigate multiple readers, tags, and consuming applications in a highly heterogeneous landscape, for better managing supply chains in today’s rapidly changing trade sector. AIT research developed applications provide inspirational applications.
The Google Web Toolkit: Developing Web Services
Unlock the value of developing web services to achieve improved promotional results by synchronizing your marketing strategy with the new media. Latest technologies for distributed, transactional applications over the web, without writing HTML or populating forms with Java data are easier to develop and maintain. Get your application running on the Google cloud or deploy it locally.

Internet of Things
Next generation Internet applications using IPv6 are able to communicate with devices attached to virtually all human-made objects. This a 2-day positioning course to introduces stakeholders to the emerging concept, principles, and technologies for realising an IoT and provide operational framework that will assist them in developing applications and services within the evolving infrastructure and or the pursuing of research.

Web Site Design
Developers and consultants will get further comprehension on how to apply good web design and site navigation principles, as well as on web usability and user acceptance evaluation criteria. Rich media web content will be examined during lab sessions. Learn how to register your URL, to use readymade tools, the capabilities of new technologies like HTML5, using content management software (JOOMLA, DRUPAL etc.)

THE ENVIRONMENT

Sustainable Waste Management
The Earth Engineering Center (EEC) of Columbia University in collaboration with WTERT-SYNERGIA and AIT, are organizing an international scientific workshop focusing on state of the art technologies for sustainable waste management and waste to energy practices.

CORPORATE EDUCATION TAILOR-MADE COURSES
Shift to business centric learning with AIT in-house training to create a cost-effective programs. Each unique corporate program incorporates AIT program modules of your choice – dealing with technology, business, negotiations, leadership, finance, economics, marketing and strategy, and with a highly specialized direction in the areas of IT, Telecoms and Web Services, Applications and Programming, making the whole experience totally relevant to your organization. Throughout the process you will be guided by AIT Faculty and experienced training developers to produce and deliver a truly bespoke and Ask for Full AIT Executive Education Program Guide to consider the tailored program to meet organizational development needs.

www.ait.gr/execedu
LIFE LONG LEARNING & QUALIFICATIONS

PARTNERS

Alumni

AIT Executive Education Alumni have reached 4500 participants, here is a selection of the companies whose delegates have participated at least once to an AIT program since 2006:

Customers include organisations like:

- Cisco
- Oracle
- ITIL
- OTE Academy
- EMC
- AIPMM
- Columbia University Earth Engineering Center
- AIT Executive Education

- Citibank
- Siemens
- Deutsche Telekom
- KPMG
- Microsoft
- TITAN
- ING
- Intralot
- Vodafone
- WIND