Open Enrolment Programs Spring 2014

AIT Executive Education offers non-degree programs designed, led, and taught by international experts and full-time AIT faculty, on and highly specialized ICT topics and interdisciplinary courses on technology and management, for organizations strategically driven by emerging technologies, to develop talent in innovation and global reach. [www.ait.gr/excedu](http://www.ait.gr/excedu)

The Art and Science of Negotiation

Led by Harvard Kennedy School Professor Prof. Linda Kaboolian

May 05-07, 24 hrs **Module I Collaborative Problem Solving**

Oct 16-18, 24 hrs **Module II Barriers and Opportunities in Multiparty Negotiations**

Diplomas

Mar 05-23, 120 hrs **Tech mini MBA - Leading Strategic Innovation | Professional Development Diploma**

Mar 11-Jul 10, 120 hrs **Web Applications Diploma**

Jun-Oct, 120 hrs **Diploma in Data Science and Business Analytics**

Certification Trainings

Jan 13-Feb 03, 40 hrs **ORACLE Certification Java SE7 Fundamentals**

Feb 10-24, 40 hrs **ORACLE Certification Java SE7 Programming**

Feb 26-28, 24 hrs **ITIL v3 Foundation Course | Exin Certification**

Nov 19-21, 24 hrs **Certified Professional Diploma in Remedial Management**

Mar 10-26, 32 hrs **ORACLE Certification MySQL for Beginners**

Apr 07-08, 16 hrs **AIPMM Certified Product Manager**

Apr 09-10, 16 hrs **AIPMM Certified Product Marketing Manager**

Apr 11-12, 16 hrs **AIPMM Certified Innovation Leader**

May 12-16, 40 hrs **PMI Project Management Professional (PMP)**

Jun 17-19, 24 hrs **Lean Thinking and Entrepreneurship**

www.ait.gr/relations

[www.ait.gr](http://www.ait.gr)
Leadership and Coaching

Feb 24-25  16 hrs  Leadership Models for Personal Development
  led by Kyriakos Pierrakakis

Jun 12-13  16 hrs  Coaching Skills for Managers
  led by Stella Voulgaraki

Web Technologies & Applications

Feb 26-28  24 hrs  Java Enterprise Edition 6.0: Theory and Practice
  led by Dr. J. Soldatos AIT Professor

Mar 11-20  16 hrs  Web Applications Overview
  HTML5, CSS Basics
  led by Dr Eril Giannaka AIT Professor

Mar 11- Apr 10  36 hrs  Web Applications Fundamentals
  HTML5, CSS Basics, Javascript
  led by Dr Eril Giannaka AIT Professor

ICT Industry & Management

Feb 26-28  24 hrs  Techno-Economic Analysis for Broadband Networks & Workshop
  led by Dr I. Tomkos AIT Professor

Jul 07-09  24 hrs  Telecoms Foundation – Technology & Business
  led by Dr I. Tomkos AIT Professor

Networks and Applications

May 14-16  24 hrs  Fiber to the X- FTTX | Next Generation Access Networks
  led by Dr I. Tomkos AIT Professor

May 21-23  24 hrs  Introduction to Modern Telecoms
  led by Dr I. Tomkos AIT Professor

Environment

Jul 01-05  40 hrs  Sustainable Waste Management: Waste as a Resource
  in collaboration with WTERT and the Earth Engineering Center (EEC) of Columbia University
  with field trip to waste to energy plants in Barcelona
  led by Prof. Themelis Columbia University Professor

Corporate Training

Tailor-Made Courses
We recognize that individual organizations have their own particular focus and requirements.

All AIT Programs are available for in house training with adaptation to specific organization’s training needs.

AIT Faculty led ICT programs have been designed in a unique modular scheme allowing you to create a cost-effective program that meets your precise needs – and delivered at a venue of your choice. Each unique program will incorporate modules of your choice – dealing with industry direction, commercial/business issues, leadership, finance, technology, economics, marketing and strategy (amongst other topics) – making the whole experience as relevant as possible to your organization. Throughout the process you will be guided by and AIT Faculty one of our experienced training developers who will ensure that we produce and deliver a course that exactly matches your needs.

Please ask for Full AIT Executive Education Program Guide to consider the tailored program to meet your organization’s training and development needs.

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AIT is a non-profit, independent technology institute, located on the outskirts of Athens that combines its talented faculty, industry links and partnerships to foster world-class education and advanced research in innovative technologies.