

ÉCOLE DES PONTS BUSINESS SCHOOL

CORPORATE CATALOG

PRACTICAL, READY TO APPLY

ÉCOLE NATIONALE DES PONTS ET CHAUSSÉES

INSTITUT POLYTECHNIQUE DE PARIS

Qualiopi processus certifié

RÉPUBLIQUE FRANÇAISE

ÉCOLE DES PONTS BUSINESS SCHOOL



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7,000+
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60+
international faculty

50%
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CORPORATE INTRODUCTION

Developing the Skills That Will Shape the Future

Your teams come back ready to use what they learned. Many of our programs end with a concrete action plan they can put to work straight away. Our programs are taught by experienced practitioners and researchers, selected for your sector, and can be built around the challenges your team or organization faces.

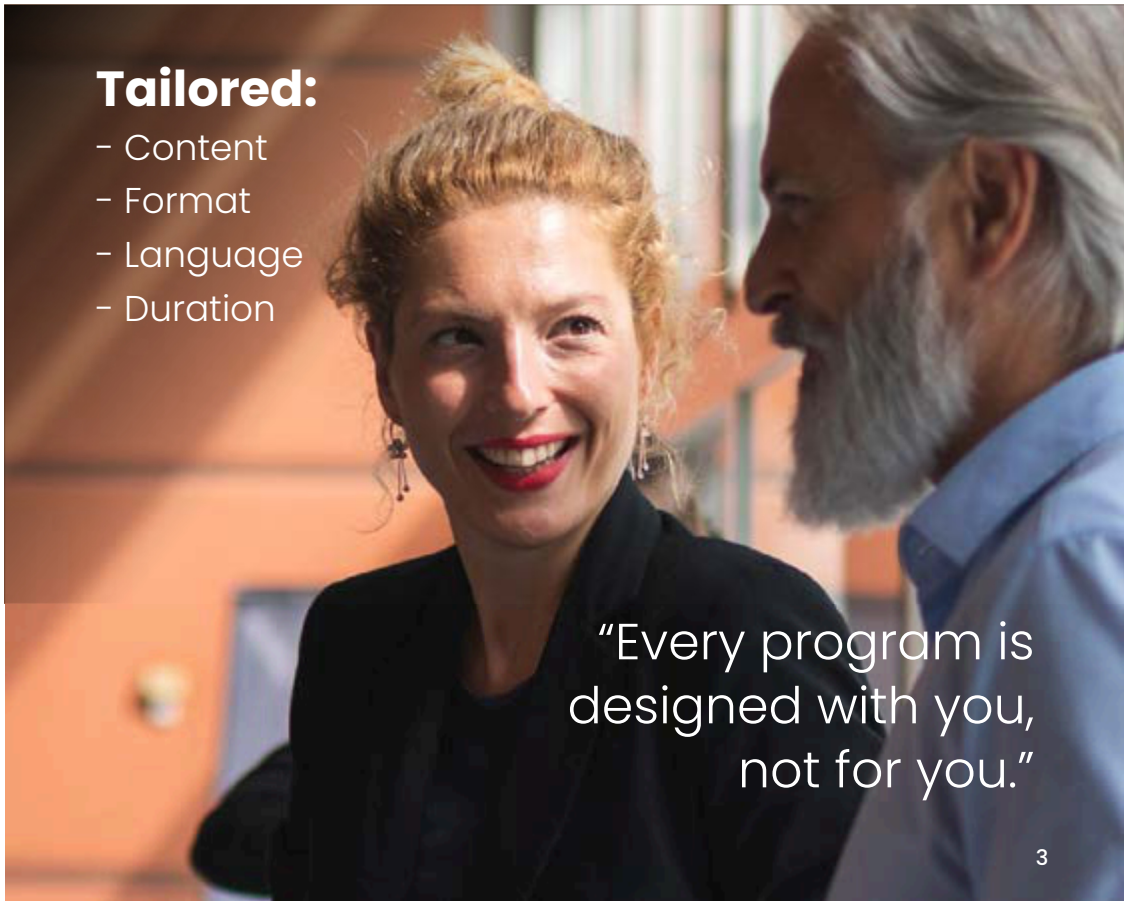
Our classrooms are places where mistakes become learning, and where new ideas are tested safely. Our values, from building bridges to daring to be different, guide how we teach and lead. That spirit has shaped us since 1987, when we were founded to challenge convention and became the first business school in France to offer an English-language MBA.

We are human-centric: technology can expand what is possible, but leadership remains deeply human, which is why we stay close to every participant.

EXECUTIVE EDUCATION CATALOG

Each program can be customized in length, depth, and focus to align with your organization's context, priorities, and participant profiles. We deliver training in four formats tailored to your group size and operational needs.

Our team will recommend the optimal setup to achieve your specific goals. If you need to adapt a program or design a custom solution around a specific business challenge, please get in touch. While our programs are typically designed for executives and managers, they can easily be tailored for mixed seniority levels or department-wide rollouts. Contact us to discuss the best approach for your organization.





AI & Technology

Training designed to help leaders and teams understand, adopt, and leverage AI strategically and responsibly.

Design Your Strategy with AI

Half a day that gives a leadership team first-hand experience of what AI does for its own work, built on doing rather than theory.

It opens with a live demonstration: we solve a strategic problem together, in the room. The second half is practice on your own tasks, or a workshop on next steps.

- Judge and direct AI work with confidence
- Use tested techniques the next morning
- Align on priorities and next steps

Min recommended duration:
Half day (4 hours)

For: Executive committees, leadership teams

Fees: €15 000 – Group Rate

More Details

Become a Super Manager with AI

Half a day in which managers apply AI to their own job: the tasks that take most of their time, and the people they manage.

Participants find their most time-consuming tasks and make them more efficient with AI, then use it to plan projects, prepare reviews and give each team member regular feedback.

- Cut the time spent on time-consuming tasks
- Prepare reviews and feedback with AI
- Lead and motivate each team member

Min recommended duration:
Half day (4 hours)

For: Managers, leadership teams

Fees: €15 000 – Group Rate

More Details

Supercharge Your AI Ambassadors

This program equips your AI ambassadors to build agentic workflows, support colleagues and align on strategy.

Day one: agentic workflows on each ambassador's own work. Day two: live practice at supporting colleagues, then alignment on priorities. Coaching and train-the-trainer extensions available.

- Build agentic workflows on high-priority tasks
- Support colleagues, through live practice
- Align on priorities and next steps

Min recommended duration: 2 days

For: AI ambassadors nominated by their organization, from any function

Fees: €21 500 – Group Rate

More Details

Redesign Your Priority Process with AI

Participants bring their priority process, alone or with their team, and leave two days later with the process redesigned around AI.

Day one: AI interviews each participant to map the process, which they redesign on the spot. Day two: they build AI workflows to carry out the redesign, then share with their peers..

- Map your process with AI
- Use AI to make it more efficient
- Reuse the method on other processes

Min recommended duration: 2 days

For: Process owners and their teams

Fees: €21 000 – Group Rate

More Details

Sales & Commercial Strategy

For sales and marketing teams looking to leverage new technology and build sustainable growth.

Next-Level Research with AI

Tailored for strategy directors and intelligence professionals, this advanced training delivers concrete techniques to embed AI into your research workflows.

Participants build a full research workflow on a live question of their own: they decide the question and method, AI executes, they verify and deliver.

- Accelerate information gathering
- Stress-test outputs before decisions
- Standardize AI-assisted research

Min recommended duration: 2 days

For: Strategy directors, BI leads & analysts

Fees: €24 500 – Group Rate

More Details

Cybersecurity for Non-Technical Leaders

Cybersecurity Explained for Non-Technical Leaders

This training gives non-technical managers and leaders a clear, practical understanding of how cyber threats operate.

- Spot everyday threats
- Audit department vulnerability
- Build a security-minded team
- Brief teams on safe digital habits

Min recommended duration: 2 days

For: All managers and team leaders

Fees: €22 500 – Group Rate

More Details

How to Reach the Right Customers?

This commercial training bridges the gap between marketing strategy and AI technology, helping business development leaders identify which software platforms are worth corporate investment.

AI tools and tactics to develop more business.

- Target high-value use cases
- Structure the rollout
- Protect the investmen

Min recommended duration: 2 days

For: Marketing & business development

Fees: €21 500 – Group Rate

More Details

How to Sell Anything?

Most professional salespeople lose high-stakes deals due to flawed negotiation methodologies rather than product or pricing disadvantages.

This training puts consultative sales techniques to the test before deployment in front of real clients.

- Adopt consultative selling
- Protect margins
- Master objection handling

Min recommended duration: 2 days

For: Sales, account & BD managers

Fees: €21 000 – Group Rate

More Details



Strategy & Innovation

Helping organisations innovate, develop new opportunities, and anticipate change.

Turn Your Challenge into a Working Prototype

Built as a high-velocity innovation lab, this training takes corporate teams from a raw, complex challenge to a validated solution concept in.

Participants utilize design thinking principles to transform raw business challenges into validated solution concepts.

- Reframe Complex Business Challenges
- Generate Testable Solution Concepts
- Launch Low-Cost Experiments

Min recommended duration: 2 days

For: Professionals with a new internal business idea

Fees: €19 000 – Group Rate

More Details

Get Others Behind Your Solution

Once an innovative business concept has been tested and validated, the ultimate challenge shifts to securing executive buy-in and funding.

This program delivers the vital creative communication, storytelling, and narrativebuilding skills required to secure
executive buy-in and funding from boards and stakeholders.

- Make Ideas Stand Out
- Craft Messages That Resonate with Stakeholders
- Present to Win Executive Approval

Min recommended duration: 2 days

For: Professionals with a new internal business idea in mind

Fees: €19 000 – Group Rate

More Details

Challenge Your View of the Future

Standard corporate strategies rely heavily on past performance data, making organizations blind to rapid market disruptions and slow to adjust to sudden shifts

Grounded in UNESCO's proven methodology, this Futures Literacy Lab forces leadership teams to confront their unconscious biases
about tomorrow and replace them with agile foresight.

- Uncover strategic blind spots
- Stress-test existing plans
- Facilitate future-focused thinking

Min recommended duration: 2 days

For: Leadership teams, strategy directors

Fees: €21 000 – Group Rate

More Details

Turn Constraints into Value

Based on the Good Enough Innovation Mindset. This strategic immersion designed to shift our mindsets in the face of constraints and transform the lack of resources into a powerful driver of value.

Drawing on the Indian laboratory (ISRO, JIO, UPI), participants master Good Enough engineering and jugaad thinking, and more importantly learn to transpose them into their European context.

- Spot the opportunity hidden behind a constraint
- Master the 3 founding pillars: start from the real need, simplify radically, mobilize what exists
- Decode disruptive models from the Indian laboratory
- Adapt Good Enough logic to the European regulatory context.

Min recommended duration: 2 days

For: Executives, C-Suite members, innovation, product and strategy leaders

Fees: €24 000 – Group Rate

More Details



Future Leaders Accelerator

This six-month training combines learning modules with real-world applications to quickly build the strategic vision, financial acumen, and executive capability required for leadership advancement.

- Leadership & Influence
- Innovation Tailored to Your Business
- Strategy & Marketing Positioning
- Financial Literacy for Professionals
- Data-Driven Decision Making
- Storytelling and Presentation Skills

Min recommended duration: 6 x 2 days

For: High-potentials & Newly appointed managers

Fees: €90 000 – Group Rate

More Details

Managing Hybrid & Remote Teams

Managing remote and hybrid teams requires new habits, clearer expectations, and stronger communication practices. This practical training gives managers a concrete framework to keep teams aligned, engaged, and accountable across different working environments.

- Establish effective team rhythms
- Set clear communication and availability expectations
- Identify disengagement or performance issues early
- Make fair decisions in hybrid management situations

Min recommended duration: 1 days

For: Managers, Team leaders & HR/L&D professionals supporting hybrid work

Fees: €11 500 – Group Rate

More Details

Strategic Risk Navigation

This 3-day program helps leadership stress-test strategy against geopolitical, tech, and operational risks. Using your company's real market dependencies, your team will:

- Map vulnerabilities across supplier, tech, and regulatory areas
- Stress-test core strategy against plausible disruptions
- Pinpoint priorities to diversify, protect, or redesign
- Set early-warning indicators and build a practical 90-day resilience plan

Min recommended duration: 3 days

For: Executive leadership teams, Business unit directors

Fees: €26 500 – Group Rate

More Details

Deeply Human Series

The Deeply Human Series is grounded in the Mi-SHiFT© vertical human development framework, developing the inner capabilities that shape how people think, relate, and act.



Inner Resilience: Leading with Clarity Under Pressure

When external environments turn unpredictable, leaders often face disruption with yesterday's habits. Rather than adding another toolkit, this program creates space for a mindset shift: moving beyond automatic reactions to align choices around Purpose, Priorities, and Practice.

- Ease mental overload and restore executive discernment
- Examine the perceptual filters shaping decisions under pressure
- Translate inner insights into daily practice to lead and engage teams with calm authority

Min recommended duration: 2 days

For: Team leaders and Professionals carrying high mental load

Fees: €23 000 - Group Rate

More Details

Bold Leadership for Women

Most leadership programs teach women to adapt to existing models. This one does the opposite, helping executive women lead from their true identity, using the proprietary Mi-SHiFT© method tested with 400+ leaders across France and India.

Built around the concept of Sthira Sukha, the balance between firmness and ease, stability and flow. This program combines leadership psychology, neuroscience, and Indian wisdom. Participants leave with a personal roadmap anchored in their identity and real values, not a generic leadership template.

- Distinguish your person from your function to build inner stability
- Map your energy (body, mind, emotions) against your real values
- Overcome your inner critic and take your place with clear alignment
- Translate insights into a concrete 12 and 36-month personal roadmap

Min recommended duration: 2 days

For: Senior executive women: Managers, Directors, and Entrepreneurs

Fees: €17 500 – Group Rate

More Details



HR & Talent Management

Practical training for HR leaders facing today's challenges in recruitment, talent development, workforce transformation, and people management, with concrete tools for immediate application.

Turn Experience into a Workforce Strategy

As global demographics shift, forward-thinking HR leaders must systematically adapt their talent strategies to support older, highly experienced employees.

A pragmatic training designed for HR decision-makers who must adapt their talent management strategy to an aging workforce.

- Sustain critical know-how
- Rethink end-of-career pathways
- Diagnose where friction occurs

Min recommended duration:
2 days

For: HR Directors, team leaders

Fees: €19 500 – Group Rate

More Details

Managing Neurodiversity and Disability at Work

This comprehensive training clarifies relevant labor laws and quotas while providing practical managerial keys to support diverse corporate teams.

Hiring, compliance, and support for neurodivergent staff and staff with disabilities.

- Stay ahead of compliance
- Remove barriers to hiring
- Adapt management with confidence

Min recommended duration:
2 days

For: HR directors, HR BPs

Fees: €20 500 – Group Rate

More Details

Mental Health at Work: What Managers Need to Know

Mental health at work, a practical guide for HR and managers.

This program provides human resource teams and line managers with concrete skills to recognize early warning signs and protect corporate psychological safety.

- Spot early warning signs
- Support through structured dialogue
- Know when and how to refer

Min recommended duration:
2 days

For: HR teams and operational

Fees: €19 000 – Group Rate

More Details

AI Superpowers for HR

AI is restructuring the employee lifecycle, from candidate screening and onboarding to talent development and workforce planning.

A customizable program: your HR team picks four half-day modules from our AI programs, each adapted to HR, from the HR strategy to recruitment and compliance.

- Pick four modules, adapted to HR
- Design your HR strategy with AI
- Redesign HR processes with AI

Min recommended duration:
2 days

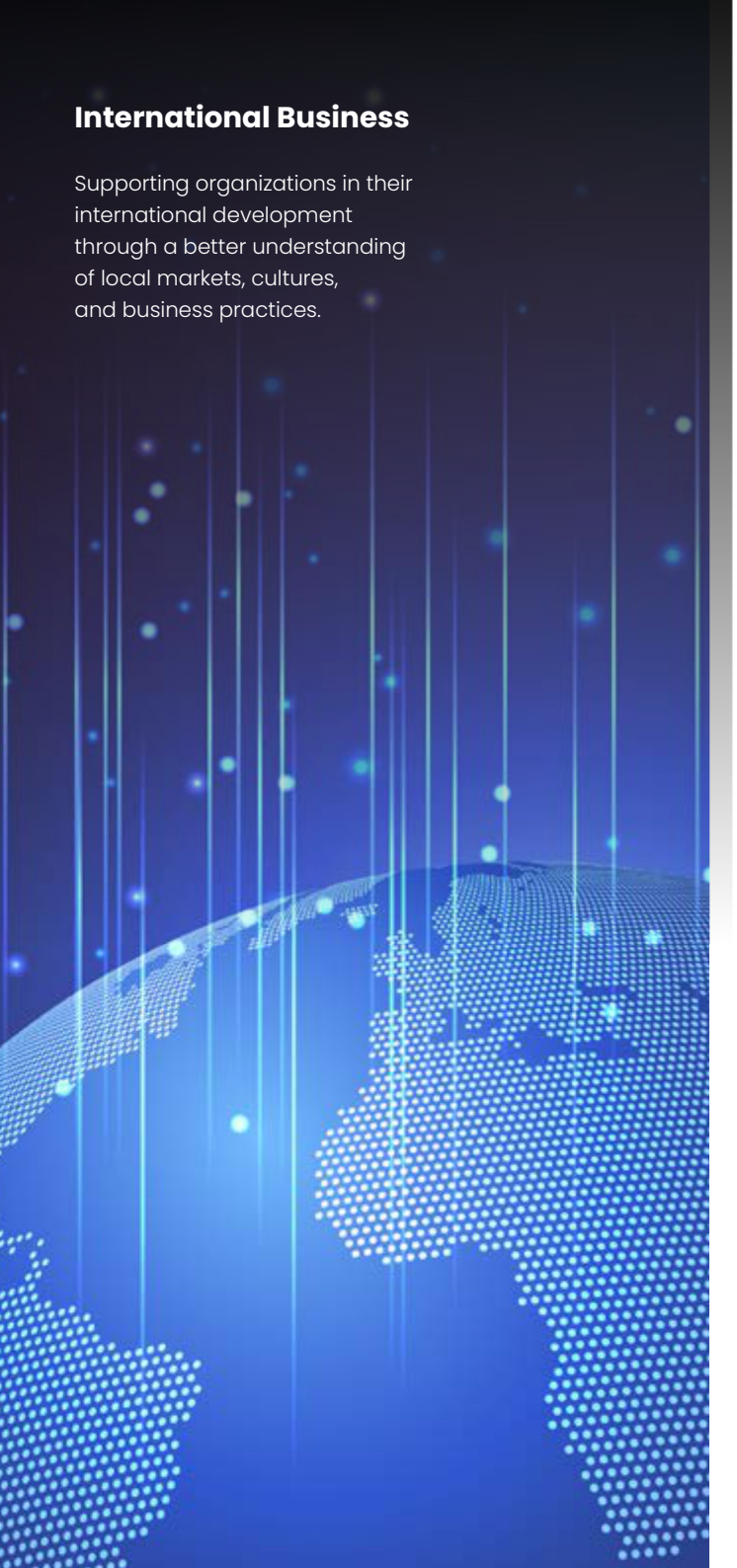
For: HR directors, talent acquisition, L&D

Fees: €19 000 – Group Rate) + customized fee for extensions

More Details

International Business

Supporting organizations in their international development through a better understanding of local markets, cultures, and business practices.



Expanding Across Borders:

Understand, Adapt, Succeed

Cette formation fournit une intelligence culturelle et business spécifique à un marché ciblé, ancrée dans l'expérience commerciale réelle.

- Approach the market with clarity
- Adjust commercial posture
- Defuse cultural risk early
- Apply a partner-selection framework

Min recommended duration: 2 days

For: Business development & country directors, senior managers

Fees: €20 500 – Group Rate

More Details

Decoding India:

From Market Entry to Local Success

India is the world's most populous country, its fastest-growing major economy, and the market most European executives misread. This immersive two-day program is the practical guide to entering, navigating, and building trust in India, backed by 22 years of on-the-ground experience.

Far from a theoretical course, this program is an operational immersion and strategic decoding of the Indian market. Beyond a general understanding, this can be customized to validate market entry, leverage competencies, or enable cultural derisking.

It challenges the assumptions European executives bring; India as a complicated low-cost market or impenetrable bureaucracy and replaces them with a clear-eyed, field-tested picture of an accelerating nation-continent.

- Approach the market with clarity
- Adjust commercial posture
- Defuse cultural risk early
- Apply a success oriented partner-selection framework

Min recommended duration: 2 days

For: Business development & country directors, senior managers

Fees: €20 500 – Group Rate

More Details

JOIN THE PULSE ECOSYSTEM

Give your organization year-round access to École des Ponts Business School's expertise, learning, and network.

PULSE, our annual corporate learning membership, helps your teams grow, tackle strategic priorities, and stay ahead of change.

PULSE
Access
(€30 000 / year)

Launch your learning initiative.

- 1 tailored catalog training, up to 2 days (15 hours)
- 1 executive breakfast or learning lunch
- 5% discount on additional corporate training
- Additional 5% Partner Scholarship for eligible employees entering EPBS degree programs
- Invitations to selected EPBS corporate events

PULSE
Connect
(€40 000 / year)

Develop your teams and expand your network.

- 1 tailored catalog training, up to 2 days (15 hours)
- 1 co-branded executive event, industry masterclass, or equivalent experience
- 10% discount on additional corporate training
- Additional 7.5% Partner Scholarship for eligible employees entering EPBS degree programs
- Networking opportunities within the EPBS ecosystem

PULSE
Lead
(€50 000 / year)

Shape a deeper strategic partnership.

- 2 tailored training programs, each up to 2 days (15 hours)
- Co-development of a market-facing program under a shared-value partnership
- 15% discount on additional corporate training
- Additional 10% Partner Scholarship for eligible employees entering EPBS degree programs
- Executive visibility through a roundtable or relevant speaking opportunity at an EPBS event

Did you know?

Try PULSE before you commit.

Book a discovery event or catalog training at a preferential rate. Join PULSE within 3 months and its full cost will be deducted from your annual membership fee.

Training discounts apply during membership and exclude bespoke extensions, external costs, and degree programs.

Try before you commit

PRACTICAL INFORMATION

Where can the training be delivered?

Training can be delivered at our Paris campus, at your premises anywhere in France, online, or in a hybrid format. For companies outside the Île-de-France region, a travel fee may apply depending on location. Contact us for a quote.

What languages are available?

All training can be delivered in French or English. For other languages, contact us and we will explore the best available solution.

How far in advance should I book?

We recommend booking at least 2 months in advance to allow time to adapt the content to your context.

Who delivers the training?

Training is delivered by expert practitioners and academics with at least a Master's degree or PhD and 5 years of teaching experience. We select the most relevant profile based on your language, sector, and training needs.

What can be customized?

Content, duration, and language can all be adapted to your organization's needs. We can also integrate your own case studies, sector examples, or internal scenarios.

Is there a needs assessment before booking?

Yes. Before any commitment, we arrange a call to understand your objectives, team profile, and context. A meeting with the assigned trainer can also be arranged on request.

Can a 2-day training be split?

Two-day training must be delivered on consecutive days when in person. For hybrid or online formats, we can adapt the schedule.

Do participants receive a certificate?

Yes. Every participant receives a certificate of completion from École des Ponts Business School.

Is CPF/Qualiopi funding available?

Our training is not eligible for CPF funding. However, École des Ponts Business School holds Qualiopi certification, so your company may be able to use OPCO funding. We recommend checking with your OPCO before booking.

How does the PULSE partnership work?

PULSE partnerships are concluded for one year and may be renewed annually. If you upgrade your tier during the year, you simply pay the difference.

Do participants receive a certificate after completing our trainings?

Yes. Once the training is completed, each participant receives an Executive Certificate from École des Ponts Business School.

OUR DEGREE PROGRAMS

Our degree programs enable executives and managers to permanently strengthen their skills, develop strategic expertise, and support the major transformations of their organization.

Corporate Rates: **Preferential conditions may be offered to companies enrolling two or more candidates in our degree programs. Contact our Corporate Relations team to find out more.**



Executive DBA

A professional doctorate for senior executives seeking to combine applied research with organizational impact. 4 years of part-time study, research and a unique support system.

More Details

LeadTech Global Executive MBA

An international dual degree developed with EADA Business School, designed for senior executives looking to strengthen their skills in leadership, innovation, and emerging technologies. Offering 7 x 1-week-long modules over 15 months

More Details

Specialized Executive MBA HYBRID

A flexible online or hybrid program enabling experienced professionals to develop sector-specific expertise while balancing study with their professional activity.

More Details

Digital Deep Tech Driven Circular Economy MBA ONLINE

A Specialised MBA program organized as an 18-month learning journey combining digital circular economy foundations, core business leadership, specialist electives and an applied dissertation or business projec

More Details

Advanced Cybersecurity Technologies & Governance MBA ONLINE

A Specialised MBA program designed for professionals seeking to develop a strategic understanding of cybersecurity, digital risk governance, and organizational resilience.

More Details

WHY OTHERS CHOOSE US

Tailored to Your Organization

Programs can be adapted to your objectives, context, audience, and preferred delivery format — on-site, on campus, online, or hybrid.

Expert Facilitators

Experienced practitioners and faculty recognized for their expertise.

AI & Emerging Technology Expertise

An approach focused on the critical skills of tomorrow.

Qualiopi Certification

A quality guarantee for professional training activities.

Practical by Design

Clear learning objectives, real business applications, and tools participants can use as soon as they are back at work.

École des Ponts Heritage

The strength of a leading French grande école founded in 1747.

A LEGACY OF EXCELLENCE

Founded in 1747, the École nationale des ponts et chaussées is one of the oldest and most prestigious French Grandes écoles.

Today, as a member of the Institut Polytechnique de Paris, it is globally recognized for its excellence in engineering, innovation, sustainability, and emerging technologies.

The École des Ponts Business School builds upon this unique heritage, applying it to contemporary challenges in management, digital transformation, responsible innovation, and leadership.

OUR VALUES

BUILDING BRIDGES:

Fostering collaboration, cooperation and connection through education.

CARING FOR OTHERS AND SELF:

Serving our stake holder community in an uplifting way.

TAKING RESPONSIBILITY:

Demonstrating accountability, empowerment and integrity to create a better world.

DARING TO BE DIFFERENT:

Learning to sustain an innovative culture, questioning the norm, and embracing change.

ACHIEVING IMPACT:

Inspiring people to make a positive difference.

ACCREDITATIONS & RANKINGS

With a presence in Europe, Asia, and Africa, École des Ponts Business School benefits from an international network of academic, institutional, and industrial partners.

It draws upon the global reputation of the École nationale des ponts et chaussées and the Institut Polytechnique de Paris.

Our programs bring together participants from all over the world and meet the needs of organizations facing complex, international, and constantly changing environments.



Programs in **Europe, Asia** and **Africa**

DEDICATED POINT OF CONTACT

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