



NMSDC

JAMES ALLEN CENTER

Northwestern
Kellogg
School of Management



July 25 - 29, 2022





BUILDING SUSTAINABLE GROWTH-ORIENTED MINORITY BUSINESSES

The NMSDC Kellogg Advanced Management Executive Program is designed to provide certified, established, growth-oriented minority-owned business owners with the tools and skills needed to achieve and sustain accelerated growth in the constantly changing business environment. The leading-edge, four-day immersive program provides minority entrepreneurs the opportunity to work “on” their business in a interactive environment instructed by educators and professionals with real-world experiences.

Going beyond the MBA curriculum, this program examines proven best practices to address common entrepreneurial issues in the context of today’s business environment. Business owners network and learn together while developing lasting business relationships.

Program Objectives

- Develop a growth-oriented strategy that identifies and charts profitable new business opportunities.
- Strengthen negotiation skills through team exercises.
- Learn strategies for defending brand.
- Improve leadership and management skills and implement a company- and self-assessment process.
- Develop an organizational capability plan to support growth objectives.
- Understand the latest socioeconomic, corporate and public policy trends and their impact on business prospects and strategies.
- Form valuable working relationships with other successful minority executives.
- Obtain first-hand knowledge from a corporate senior executive and their views on supplier diversity engagement.

Dr. James H. Lowry, AMEP Academic Director, and then President of NMSDC, Dr. Harriet Michel created the dynamic Advance Management Executive Program in 1996 to grow competitive minority-owned business with sizable scale and capacity to handle corporate America’s supply chain needs and opportunities.

Utilizing their joint skillsets in working with and encouraging corporations and minority business focused supplier diversity programs, the two founders understood that the skills that got minority business to level of success would need to be further enhanced to grow and be sustainable for the future.

More than 500 minority business owners have participated in AMEP. To close the racial equality gap, more work, more commitment and more actions are needed to visualize the reality we all talk about. AMEP turns learning into action.



James H. Lowry
AMEP Academic Director

“We want to see minority-owned billion-dollar businesses become a fact and not an aspiration.”



Sample Curriculum

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
MORNING		Managing Strategic Change & Growth	Business Plan Development	Case Discussion- Acquiring A Business	Program Conclusion: NMSDC President
		Minority Business Growth: Global Economy	Business Plan Development (Cont'd)	Access to Capital	Lesson Learned
AFTERNOON	ARRIVAL	LUNCH Negotiations	LUNCH Defending Your Brand Capital Markets	LUNCH Private Capital Fund Managers	Closing Ceremonies LUNCH
	Overview Program Goals and Objectives Introductions	Individual Study Forensic Accounting	Entrepreneurial Guest speaker:	Individual Study Growth Strategies for Entrepreneurs	
EVENING	DINNER Managing Strategic Change & Growth	DINNER Guest Speaker: TBD Case Analysis Prepare Case Presentations	DINNER Introduction to Entrepreneurial Finance Study Groups Case Discussion		

CLICK HERE for AMEP Student Application

or upload link to your browser:
<https://form.jotform.com/221547686692974>

Each application is reviewed by an NMSDC admissions committee to ensure a diverse industry, geographical and ethnic mix. **Participants are expected to be free of other duties and devote full time to the program.** Attendees reside in James Allen Center dorm rooms throughout the program.

The program fees of \$5800 include tuition, class materials, lodging and meals. Each accepted applicant is responsible for their own travel.

Scholarships for the program are available thanks to the contributions of NMSDC corporate members. Please complete and submit scholarship request in conjunction with the AMEP Student Application.

CLICK HERE for Scholarship Application

or upload link to your browser:
<https://www.nmsdcforms.org/nmsdc/form120/index.html?1506968858957>

Questions?

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Contact us via email:

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THANK YOU TO EACH OF THE CORPORATIONS AND ORGANIZATIONS THAT HAVE FUNDED SCHOLARSHIPS AND MADE IT POSSIBLE FOR MINORITY-OWNED BUSINESS OWNERS TO ATTEND THE AMEP!



"I refer to the AMEP as the "entrepreneurial enlightening program". The AMEP Program gave me the confidence to streamline our business growth and change strategies. Absolutely rewarding! The opportunity to share the stories and experiences with other entrepreneurs is one of the great benefits of the AMEP Program. After all, success comes within the proximity of your connections."

Marie A. Rosado, President. 3A Press Corp.



"The professors are not just academically knowledgeable but also have the "real world" knowledge and experience to provide guidance and advice to MBEs. Overall the experience was intellectually challenging, engaging and very professional. I could not wait to get back and implement what I learned."

Sylvia Nealy David, MBA. Human and Technology Capital Advisors LLC

