When did the rules change?
Your competitors used to be located down the road.

Today, your competition is likely to be across the globe.
It's a new game.
Are you ready to play?
Get what you need to win
with
THE EXECUTIVE CENTER
FOR GLOBAL COMPETITIVENESS
AT
THE UNIVERSITY OF TOLEDO’S
COLLEGE OF BUSINESS ADMINISTRATION
ECGC creates partnerships that draw upon the talents of the faculty in UT’s College of Business Administration, as well as national subject matter experts to provide executive education, consulting, feasibility studies, and forums, and to gather competitive intelligence in many areas ranging from development of mature organizations to new tech start-ups. Additional College of Business Administration resources that are available through the Executive Center for Global Competitiveness include the following:

The Executive Center for Global Competitiveness (ECGC) at The University of Toledo is working with businesses and organizations in Northwest Ohio and beyond to achieve greater strategic success on global objectives associated with increased ROI, process improvement, productivity gains, enhanced customer satisfaction, leadership development, global integration and more. Some of the companies currently working with the ECGC include The Andersons, Inc., O-I, Inc., SSOE, Inc., Whirlpool Corp. and Campbell’s Soup Supply Company, LLC.
Edward H. Schmidt School of Professional Sales

Area of expertise: development of sales force expertise and effectiveness.

Northwest Ohio Center for Labor Management Cooperation

Area of expertise: joint labor-management initiatives related to job retention and creation.

Small Business and Entrepreneurship Institute (SBEI)

Area of expertise: providing counsel and analysis to small and medium-size businesses.

Intermodal Transportation Institute (ITI)

Area of expertise: technology-driven, international intermodal transportation systems with an emphasis on alternate fuels, supply chain management and infrastructure optimization.

Center for Family Business (CFB)

Area of expertise: domestic and international, privately-held, family businesses (management, succession and operations).

International Business Institute (IBI)

Area of expertise: assisting firms located in the Great Lakes Region to expand their global prominence.
Executive Leadership Development for the Global Marketplace:

The College of Business Administration at The University of Toledo offers five degree programs—the B.B.A., M.S. in Accounting, M.B.A., and a Ph.D. in Manufacturing Management—as well as an Executive M.B.A.

In addition to taking an international study trip, senior executives and fast track professionals participating in the Executive M.B.A. pursue a 15-month program emphasizing:

- Competition in the Global Marketplace
- eBusiness
- Start-ups, Spin-offs and Start-overs
- Integration of Business Functions

More than 500 companies across the country recruit COBA graduates. One of the College’s internationally known alumni is John Neff, named one of the 10 outstanding investors of the 20th century by his peers and Fortune magazine. Neff, former manager of Vanguard’s Windsor Fund, donated $1 million to establish the John B. and Lillian Neff Financial Trading Floor. This example of action learning gives UT business students access to all of the world’s stock exchanges, including the New York Stock Exchange, the NASDAQ and the Chicago Board of Trade.

In 2008, the Executive Center for Global Competitiveness at The University of Toledo will be housed in The Complex for Business Learning and Engagement. Physically connected to Stranahan Hall, the Complex will be the intellectual hub for COBA outreach and business partnership activities. A 50,000-square-foot facility, it will be high-tech with a global focus and regional impact.
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