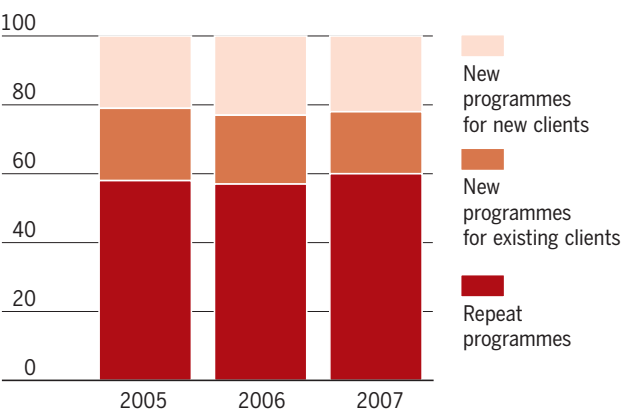


CUSTOMISED PROGRAMMES

Repeat business and growth

Per cent

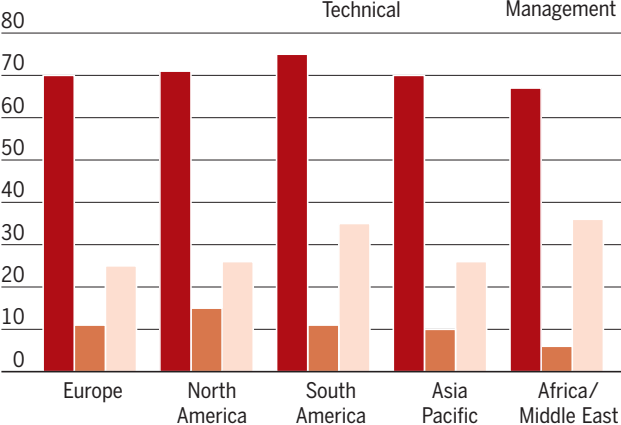


Number of different programmes in survey
6,357 **7,088** **8,111**

Regional variations: type of programme developed

Per cent

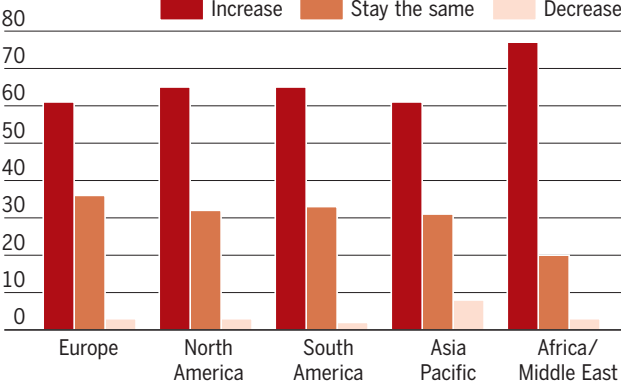
■ Strategic
 ■ Functional/Technical
 ■ General Management



Regional variations: future investment in executive education

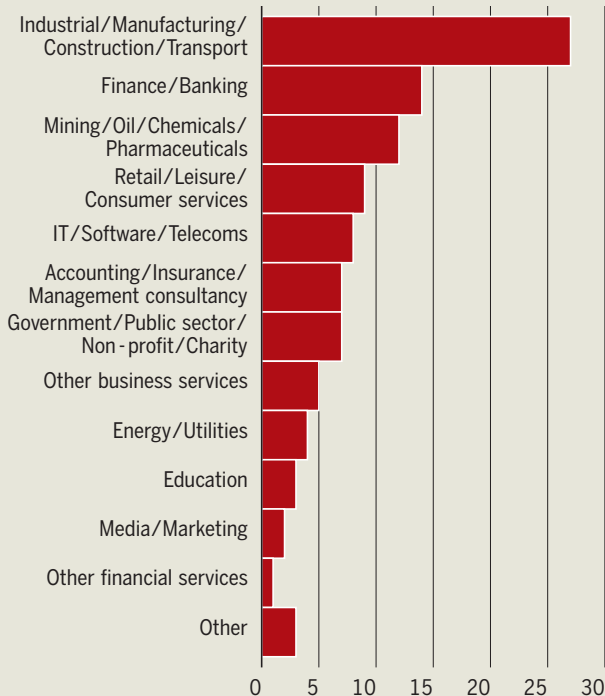
Client expectations for the coming three years (%)

■ Increase
 ■ Stay the same
 ■ Decrease



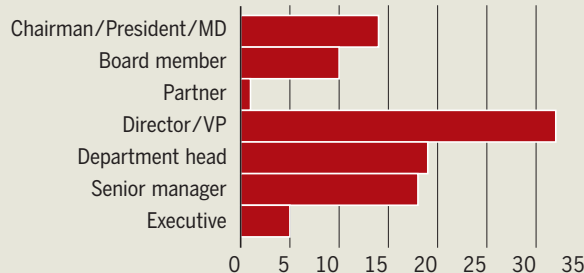
Client profiles

Client company sector (%)



Job title of the person who specified the programme

Per cent



Regional variations: client company size

By number of employees (%)

