

CEO UNIVERSITY

powered by MC BEAT

Dear LCPs 1819,

The growth of next year depends on the knowledge of you, LCPs 1819. As MC BEAT we are here to support you as much as we can so you can get closer to better version of yourselves.

This brand new idea based on functional knowledge, management and soft skills. Each MCVP tried to do their best and give you the needed skills to track your LCVPs.

I hope you will enjoy and put it in the action in 1819 term.

TIMELINE

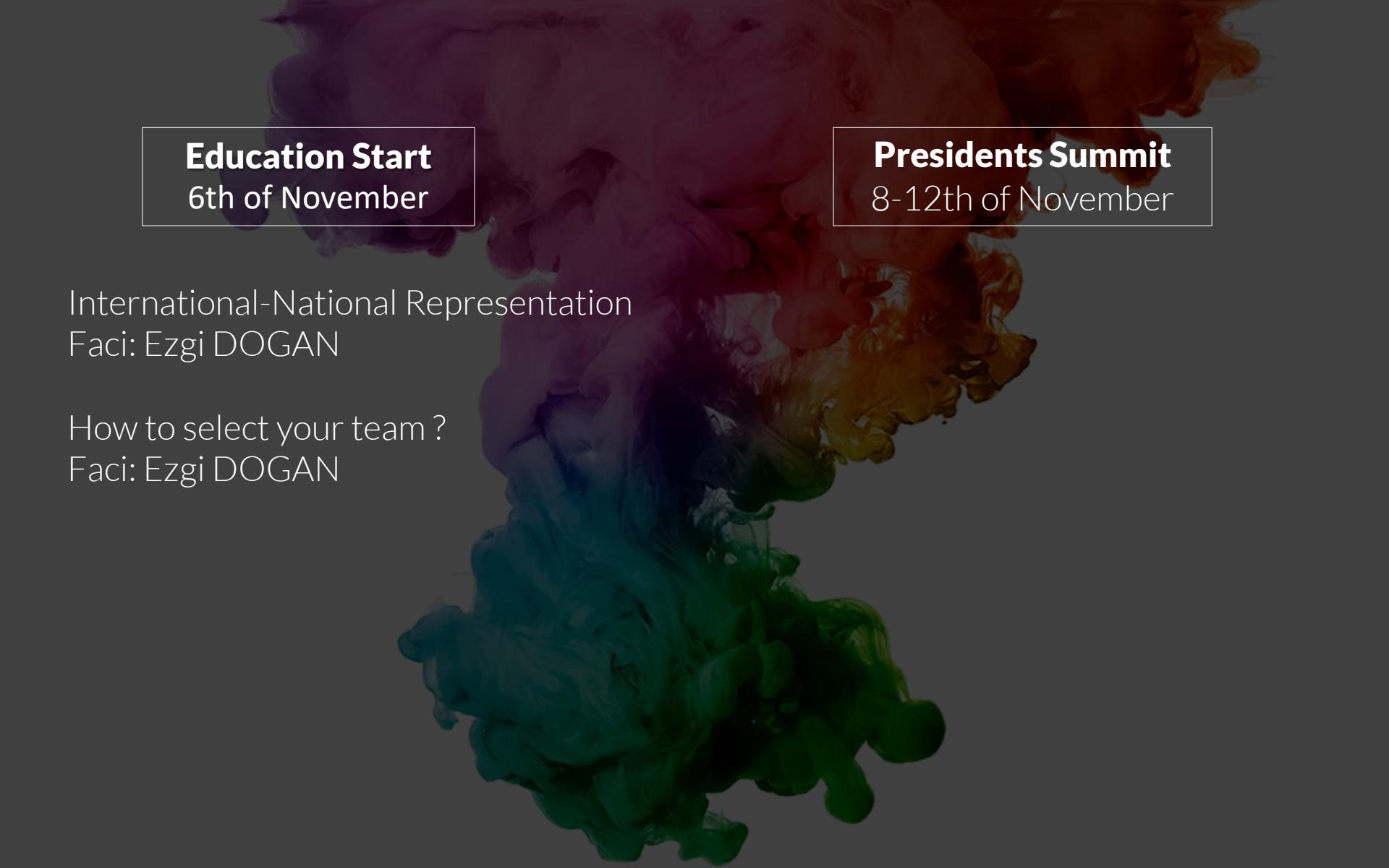
Education Start
6th of November

**Presidents Summit-
Slovakia**
8-12th of November

Functional Educations
16th of November-10th of
December

ATEMCO
14 -17th of December

*Educations will be held on webinar.



Education Start
6th of November

Presidents Summit
8-12th of November

International-National Representation
Faci: Ezgi DOGAN

How to select your team ?
Faci: Ezgi DOGAN

Functional Educations

16th of November-10th of December

OPS CORNER-TOPICS	FACI	OD CORNER-TOPICS	FACI
Standard Implementation	Ünal UZUN	4DX	Berkand OTLUOGLU
Data collection&transfer from term to term	Ünal UZUN	Culture Change inside the LC	Berkand OTLUOGLU
Customer relatons for CX(EP and Company tracking)	Ünal UZUN	Management Tool	Berkand OTLUOGLU
Case solving	Alihan BOLAT		Berkand OTLUOGLU
Advanced expa analytics, E2E and other stuff	Andrew PISCHCHANY	BSC Knowledge	Gizay TABANLIOGLU
All conversions (open-applied, applied-accepted, accepted-approved, approved-re & how to track them)	Andrew PISCHCHANY	Expansion Regulations	Gizay TABANLIOGLU
How to track IR	Andrew PISCHCHANY	Expansion Development Model	Gizay TABANLIOGLU
Customer Flow	Andrew PISCHCHANY		

Functional Educations

16th of November-10th of December

BD-TOPICS	FACI	TM-TOPICS	FACI
Customer Segmentation	Ahmet ÖZÇELİK	Member Experience	Püren KIRAÇ
Preparing partnership proposals	Ahmet ÖZÇELİK	Team Standards	Püren KIRAÇ
Partnership Implementation	Ahmet ÖZÇELİK	TM&LCP Synergy	Püren KIRAÇ
Partnership Campaign packaging	Ahmet ÖZÇELİK	Team Stages	Püren KIRAÇ

Functional Educations

16th of November-10th of December

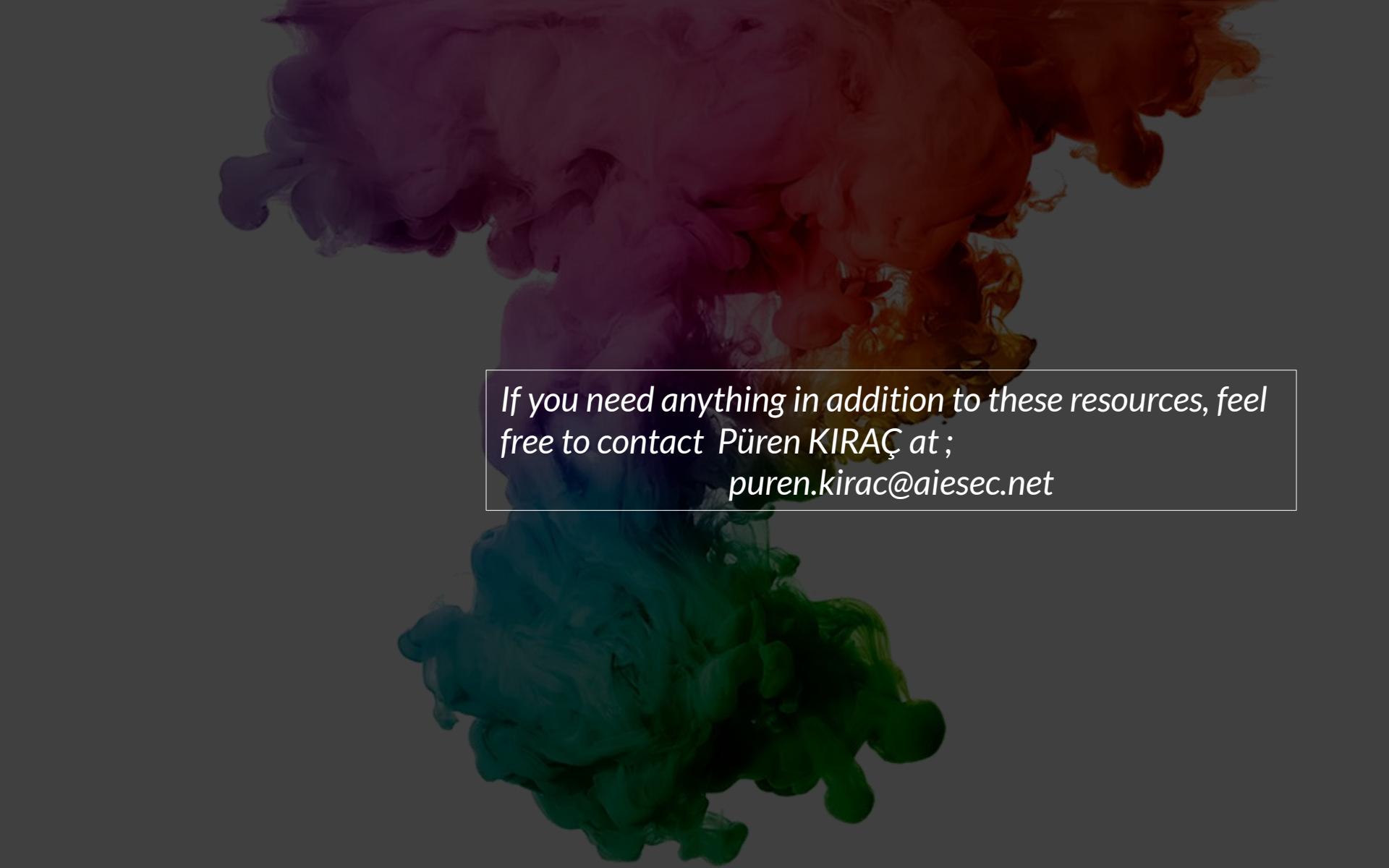
FINANCE-TOPICS	FACI
Understanding of Strategy #5 and Finance Standards	Emrah ATAG
Financial Credit Note	Emrah ATAG
Reporting System and NFB	Emrah ATAG
Accountabilities and Responsibilities for Finance	Emrah ATAG
How to track VP Finance	Emrah ATAG

Soft Skills	FACI
Team Management	Ezgi DOGAN
Coaching-o2o	Ezgi DOGAN
Stakeholders Management	Ezgi DOGAN
International-National Representation	Ezgi DOGAN
Hosting	Ezgi DOGAN
LCP as PR	Ezgi DOGAN
Crisis management	Ezgi DOGAN
Culture Leverage	Berkand-Ezgi
How to select your team ?	Ezgi DOGAN

Functional Educations

16th of November-10th of December

BXP CORNER-TOPICS	FACI
Our Brand	Aybüke DEMIR
Marketing Metrics	Aybüke DEMIR
JDs and synergy	Aybüke DEMIR
Risk and reputation management	Çağla AKBAS
Organizations Marketing 101	Aybüke DEMIR
Digital Contribution	Tümay DICLE



*If you need anything in addition to these resources, feel
free to contact Püren KIRAC at ;
puren.kirac@aiesec.net*