

## APPLICATION FORM GLOBAL ACCOUNT MANAGER CERTIFICATION PROGRAM (GCP) 2010

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Information requested in this application is confidential and will be used only for Program purposes. Complete applications should be submitted by Nov 30, 2009 – for later submissions, please contact the program manager.

- Instructions:
1. Please read the application form fully and type or print.
  2. Applicants should provide all information requested.
  3. Applicants who are accepted must plan and agree to attend and participate in all sessions of the program.
  4. The GCP fee is due and payable within 30 days of the invoice date and prior to the commencement of the program.
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- Mr.  
 Ms.

Name of Applicant

	Last	First	Middle
Title/Position			
Your Customer(s)			
Company		Division	
Address		P.O.Box	
Zip Code/City		Country	
Phone (Office)		Cell Phone/Mobile	
Fax		E-Mail	

- GAM Program Head  
 Global Account Manager  
 Other: \_\_\_\_\_

### Invoice address if different from above

Company	Division
Address	P.O.Box
Zip Code/City	Country
Phone (Office)	Cell Phone/Mobile
Fax	E-Mail

**Present Job Responsibility**

Date of Entry	Company	Job Title/Position	Function
_____	_____	_____	_____

Responsibility

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Major Projects

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

GAM Program and Activities

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Career History**

Date	Company	Job Title/Position	Responsibility
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

**Education**

Institution	Degree	Program	Dates of Attendance
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____





## Short Biography

During the program, you will be working together in small groups, and share ideas in class with subject experts and practitioners. To make you profit most of all these discussion forums, we will provide all of the participants' short biographies. Please summarize relevant key aspects of your career up to date in a **short CV word file** (one page), and send **your passport photo as a jpg**.

## Languages

Language	Proficiency
_____	_____
_____	_____
_____	_____

## How did you hear about the program?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**I am aware that this application is binding, and that the terms and conditions of the addendum to this application have also been reviewed and accepted.**

Date

Signature

\_\_\_\_\_

Receipt of your application documents will be confirmed by e-mail. Please note that we accept applications according to their order of submission. Access is restricted to a limited number of participants. The admission review committee determines acceptance on the basis of the complete application documents and reserves the right to accept participants to ensure diversity and an ideal workshop setting. If your application is accepted, a confirmation and invoice will be sent to you.

Please use this checklist to ensure that your application is complete:

- Filled out Application Form including your signature
- Short CV (word)
- Digital passport photo (jpg)

**Please send in all documents mentioned above either by:**

- Mail: Account Management Center, Bellerivestrasse 3, CH-8008 Zurich, Switzerland
- E-Mail: [Libby.Cannon@amc.com](mailto:Libby.Cannon@amc.com)
- Fax: +41 43 499 1969

If you have further questions please contact Libby Cannon, Phone: +1 260 573 1517.

## **Addendum**

### **Participants Profile**

- Sales executives, charged with direct responsibility for at least one global customer relationship.
- 5 or more years international business experience.
- Sound working knowledge of business English.

### **Program Fees**

For individual participants: USD 24'500 .-

For team fees and multi-year corporate contracts, please contact Libby Cannon directly.

Fees cover teaching materials, including CD-ROM, books, coffee break refreshments, lunches on working days, welcome buffet, and Thursday evening events. All other costs are not covered.

### **Accommodation**

Accommodation is not included in admission fees and should be reserved directly with Libby Cannon. For a limited number of rooms, GCP participants may receive special rates from the Radisson SAS in St. Gallen and the Hilton Doubletree in New York.

### **Terms and Conditions**

Please note that the submitted application is binding and represent acceptance of all conditions and terms of payment. The GCP fee is due and payable within 30 days of the invoice date and prior to the commencement of the program. Bank charges are the responsibility of the debtor.

We reserve the right to change program arrangements without prior notice.

### **Cancellation Policy**

All cancellations must be received in writing. Refunds will be provided as follows:

- \_\_\_ 90 to 60 days' notice: 25% of the tuition fee
- \_\_\_ 59 to 30 days' notice: 50% of the tuition fee
- \_\_\_ 30 days' notice or less: 100% of the tuition fee