LEVERAGE THE MIT EDGE

CHALLENGE
The EMBA program is designed for rising executives who are looking to challenge themselves, to challenge convention, and to challenge their field. You develop the tools and the confidence to take the right risks at the right time and to create innovative solutions to historic problems.

BROADEN
With cross-industry learning, leading-edge research, and collaboration with renowned faculty and peers, you will broaden your perspective. Empowered with cutting-edge tools and methods, you will solve complex challenges and seize strategic opportunities.

IMPACT
Through real-world projects in the classroom and out, you will immediately integrate what you learn with how you perform on the job. The EMBA emphasizes action learning, delivering impact for you and your company right from the start of the program.

SLOAN MISSION
The mission of the MIT Sloan School of Management is to develop principled, innovative leaders who improve the world and to generate ideas that advance management practice.
With 78 Nobel laureates, MIT is the world’s center of innovation and leadership. Over the last half-century, MIT Sloan has defined the science of management and engineered innovations that have changed the face of business. System dynamics, marketing science, McGregor’s Theory X and Theory Y, and the Black-Scholes derivatives pricing model all began here.

You will learn from some of the most brilliant minds on the planet, collaborate with a cohort of proven leaders motivated to improve the world, and suddenly realize how much you have to gain.

Matt Graziano ’13
Senior Program Manager
General Dynamics C4 Systems

During the program you will collaborate with MIT’s thought leaders and develop the advanced management capabilities you need to realize your strategic priorities.

SIMON JOHNSON
Ronald A. Kertz (1954)
Professor of Entrepreneurship
Professor of Global Economics
and Management

As a teacher, research fellow, author, past IMF chief economist, and member of the Congressional Budget Office’s Panel of Economic Advisors, Simon Johnson is an influential global thought leader in banking and finance. Johnson is particularly excited about his research work at MIT.

NELSON REPENNING
Professor of Management Science
and Organizations Studies

Nelson Repenning’s work focuses on understanding the factors that contribute to the successful implementation, execution, and improvement of business processes. He has received several awards for his work, including the International System Dynamics Society’s Jay Wright Forrester award. His current research interests include safety in high hazard production environments and the connection between efficient internal operations and effective strategic positions.

GEORGIA PERAKIS
William F. Bonds Professor of Management
Professor of Operations Research
and Operations Management

Georgia Perakis uses optimization models to solve complex problems in transportation, pricing, and revenue management — research that has earned her many accolades, including the CAREER Award from the NSF and the PECASE award from the Office of the President on Science and Technology.

You will transform your company and yourself.

You will learn from some of the most brilliant minds on the planet, collaborate with a cohort of proven leaders motivated to improve the world, and suddenly realize how much you have to gain.
STUDENT EXPERIENCE

None of us is here just for the diploma. We’re here to learn, we’re here to collaborate, we’re here to do great things together.

Rosalind Sullivan ’13
Chief Financial Officer
Cenegenics Medical Institute

OUTSIDE THE CLASSROOM

The MIT EMBA is an entire experience. Outside of the classroom you are part of the MIT ecosystem, which includes a rich set of extracurricular activities and resources across MIT, the Sloan School of Management, and the EMBA program.

THE MIT ECOSYSTEM

You are encouraged to engage in a variety of forums in which people connect, broaden perspectives, expand knowledge, and spark new opportunities.

<table>
<thead>
<tr>
<th>MIT OPPORTUNITIES</th>
<th>MIT SLOAN OPPORTUNITIES</th>
<th>EMBA OPPORTUNITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100K Competition</td>
<td>Venture Mentoring Services</td>
<td>Career Development</td>
</tr>
<tr>
<td>Media Lab</td>
<td>Conferences (e.g. MIT PE, Sustainability, CFO, GIO)</td>
<td>Guest Speakers</td>
</tr>
<tr>
<td></td>
<td>Networking</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Networking</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Themed EMBA Weekends</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Social Events</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sloan Senate</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Networking</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Dean’s Student Advisory Council</td>
<td></td>
</tr>
<tr>
<td></td>
<td>C-Functions</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Panels</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Mentoring</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Clubs</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fireside Chats</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Student-organized Interest Groups</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Networking</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

REGISTER YOUR INTEREST: HTTP://EMBA.MIT.EDU
The MIT EMBA core curriculum provides you with an advanced management foundation, which you then amplify with specialized electives and projects that align the program with your own learning priorities.

**PROGAM COMPONENTS**

1. **WEEKEND SESSIONS**
   - The 26 weekend sessions meet all day Friday and Saturday and are usually spaced three weeks apart. These sessions provide iterative engagement with the program courses and an opportunity for you to work with classmates and build on one another's experiences.

2. **EXECUTIVE MODULES**
   - The four executive modules are each six to eight days long and spread six months apart. They offer an immersive experience during which you realize the benefits of being a full-time student at MIT. The executive modules combine intensive classwork, collaboration with classmates on projects, and evening events and speakers that build a tight bond within your MIT community.

3. **ACTION LEARNING**
   - Action Learning projects are central components of classes. They give you an opportunity to immediately apply the methodologies you learn to your company and to industries of interest. Midway through the program you spend five months in Organizations Lab (O-Lab) working individually on a change project in your own organization. The capstone project is Global Organizations Lab (GO-Lab), featuring team engagement and international field study to help global firms solve cross-border management challenges.

4. **ELECTIVES**
   - Electives provide an opportunity to deeply explore specific areas of interest. There are three periods during which you take electives: January ’15, January ’16, and Spring ’16 – as many as six electives total. Topics, which vary from year to year, focus on advanced material and cutting-edge research. EMBA students may also take advantage of full cross-registration privileges at Harvard and in MIT’s full-time programs.

**ANALYTICAL FRAMEWORKS**

<table>
<thead>
<tr>
<th>Applied Economics</th>
<th>Data, Models and Decisions</th>
<th>Organizational Processes</th>
</tr>
</thead>
<tbody>
<tr>
<td>System Dynamics</td>
<td>Leading Organizations</td>
<td></td>
</tr>
</tbody>
</table>

**BUSINESS ESSENTIALS**

<table>
<thead>
<tr>
<th>Competitive Strategy</th>
<th>Financial Accounting</th>
<th>Financial Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Strategy</td>
<td>Marketing Management</td>
<td>Operations Management</td>
</tr>
</tbody>
</table>

**SAMPLE ELECTIVE CLASSES**

<table>
<thead>
<tr>
<th>The Analytics Edge</th>
<th>Applied Macroeconomics and International Institutions</th>
<th>Key Decisions for Corporate Boards</th>
<th>Law and Strategy for the Senior Executive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power, Influence, and Negotiation</td>
<td>Pricing</td>
<td>Risk Management</td>
<td>Topics in Corporate Finance</td>
</tr>
</tbody>
</table>

**REGISTER YOUR INTEREST: HTTP://EMBA.MIT.EDU**
2014–16 PROGRAM SCHEDULE

MIT EXECUTIVE MBA COURSE OF STUDY

TERM 1
- Leadership and Integrative Management
- Organizational Processes
- Applied Economics for Managers
- Electives 1 & 2

TERM 2
- Innovation Driven Entrepreneurial Advantage (IDEA)
- Competitive Strategy
- Electives 3, 4, 5, & 6

TERM 3
- Operations Management
- Introduction to System Dynamics
- Leading Organizations

TERM 4
- Organizations Lab (O-Lab)
- Leading in a Global Context
- Electives 1 & 2

TERM 5
- Global Organizations Lab (GO-Lab)
- Global Strategy
- Electives 3, 4, 5, & 6

ACTION LEARNING COURSE
- Orientation Weekend
- Elective Weekends
- Commencement
- GO-Lab

REGISTER YOUR INTEREST: HTTP://EMBA.MIT.EDU
ELITE PEER GROUP

Your peers in the program quickly become trusted allies. As experienced business leaders, they represent a wide cross-section of industries, roles, and nationalities, resulting in rich, cross-functional perspectives and productive collaborations.

INDUSTRY

Media / Entertainment
Retail
Real Estate
Food / Hospitality
Government / Military
Aerospace / Defense
Energy / Mining / Chemicals
Education / Not-for-profit
Other
Financial Services
Software / Technology
Consulting Services
Healthcare / Life Sciences

CLASS OF 2015 AT A GLANCE

112 global executives
88% director-level and above
40 average age
52% non-local (outside driving radius)
49% Northeast
14% Mid-Atlantic
6% Midwest
8% West
6% Southeast
6% Midwest
5% South
12% International
16.3 average years of work experience
42% international origin
50% advanced degrees
100% employed full-time
35% 10,000 +
15% 2,501 - 10,000
15% 501 - 2,500
10% 101 - 500
10% 25 - 100
15% Fewer than 25

SENIORITY

36% Director
24% C-level
17% Vice President
12% Other Management
6% Senior Management
5% Founder

GEOGRAPHY

49% Northeast
14% Mid-Atlantic
6% Midwest
8% West
6% Southeast
5% South
12% International

COMPANY SIZE (EMPLOYEES)

100% employed full-time
52% advanced degrees
88% director-level and above
40 average age
50% international origin
16.3 average years of work experience

112 global executives

CLASS OF 2015 AT A GLANCE

112 global executives
88% director-level and above
40 average age
52% non-local (outside driving radius)
JOIN A NETWORK OF IMPACT

UNRIVALED NETWORK
At the heart of the program is the opportunity to join an elite forum for innovation, collaboration, and leadership, and a tight-knit network of 125,000 MIT alumni.

GUHA BALA
Class of 2013
President
Vicarious Visions, Inc.

KATHLEEN BERGERON
Class of 2013
Senior Director
Macintosh Product Design
Apple, Inc.

PATRIEK KARAYIL
Class of 2014
Online Marketing Director
DELL

DANNY JIMENEZ
Class of 2014
Vice President
U.S. Business Unit
Sapient Corp.

SHAWN ATLOW
Class of 2013
Director
Los Angeles Unified
School District

INGA T. LENNEES
Class of 2014
Physician and Director
of Clinical Quality
Massachusetts General Hospital

SHAWN ATLOW
Class of 2013
Director
Los Angeles Unified
School District

JOHN MCDONOUGH
Class of 2014
Director of Financial Planning and Analysis
Papa Gino’s

JACQUELINE HEARD
Class of 2014
Investment Director
Monsanto Growth Ventures

RICHARD PIETRAFESA
Class of 2014
Founder and CEO
York Street Management

ELIZABETH PETHEO
Class of 2014
Operations Analyst
The World Bank

REGISTRATION:
http://EMBA.MIT.EDU
CAPTURE THE VALUE

PROGRAM IMPACT

The MIT EMBA program empowers you with a unique learning experience that immediately integrates what you learn with how you perform on the job. It creates a cohort of colleagues who challenge you to consistently excel, who give you the confidence to do more.

By joining a community that thrives on interdisciplinary collaboration and healthy debate, you will enrich the most pivotal years of your career. The outcome will be measured by your capacity to lead change and have a lasting impact on your industry.

START-UPS BORN OUT OF THE MIT EMBA PROGRAM (2012-2013)

BrightBytes
Science Exchange
Show of Hands
Benefits Science

PROGRAM RESULTS IN THE WORDS OF STUDENTS:

The program makes a big impact on people’s lives. My role in the company has been changing during and since the program, concluding today, when it was announced that I am being promoted to VP of Global Revenue Strategy, reporting directly to the Chief Revenue Officer. This would not have been possible without you all.

Rob Lentz ’13
VP of Global Revenue Strategy
Acxiom

Today it was officially announced that I will become the Executive Director of the Foundation for Oral Rehabilitation. This door would have never opened without the MIT Executive MBA experience. An amazing journey is about to begin – thank you.

Sree Koka ’13
Executive Director
Foundation for Oral Rehabilitation

The MIT EMBA was invaluable in the founding of the Great Teaching Network. I gained analytical tools, a network of co-founders and advisors, and an urgency to solve important problems.

Bridget Akinc ’13
Founder
Great Teaching Network

BY THE NUMBERS:

- 56% were promoted or took on additional responsibly during the program
- More than 10% pursued entrepreneurial ventures and started new companies before graduation
THE PROFILE OF AN MIT EMBA:

✓ Mid-career professional with 10+ years of work experience
✓ Track record of extraordinary impact and leadership
✓ Motivated to make a difference in your company, industry, or community
✓ Aptitude to succeed in a rigorous academic program
✓ Team player eager to join a tight-knit, proactive cohort

Sloan Leadership Fellowship

The MIT Executive MBA program is committed to assembling a class of diverse leaders with extraordinary potential. Every year we award a number of Sloan Leadership Fellowships to accepted students who have demonstrated extraordinary potential in areas that add diversity to the Executive MBA program, including (but not limited to) not-for-profit organizations, government, and women’s leadership. All admitted students are considered for Sloan Leadership Fellowships.

Financial Aid

Once you are accepted into the program, MIT has a dedicated financial aid office that will work with you to understand your options.

Kathleen Bergeron ’13
Senior Director, Macintosh Product Design
Apple, Inc.

What sets this program apart is a distinct focus on global teams and how to move an industry forward. Apple expects me to stay current technically and to make strategic business decisions. The best place to gain skill and confidence in both areas is in the MIT EMBA program.

CHECKLIST

- Register your interest at emba.mit.edu.
- Talk to your employer.
- Attend an admissions event.
- Start your application.
- Contact your recommenders.
- Order your transcripts.

DEADLINES

Application Opens November 15, 2013
Round 1 Deadline February 13, 2014
Round 2 Deadline May 29, 2014
Orientation September 19-20, 2014
Classes Begin October 18, 2014

REGISTER YOUR INTEREST: HTTP://EMBA.MIT.EDU
THE MIT EMBA

BROADEN YOUR PERSPECTIVE AND YOUR NETWORK

INCREASE YOUR IMPACT AND YOUR BRAND

MIT Sloan School of Management
Massachusetts Institute of Technology
238 Main Street, Suite 500
Cambridge, MA 02142

mitsloan.mit.edu

REGISTER YOUR INTEREST HTTP://EMBA.MIT.EDU