THE MIT EXECUTIVE MBA
CLASS OF 2017

CHALLENGE CONVENTION.
CHALLENGE YOURSELF.
LEVERAGE THE MIT EDGE

CHALLENGE
The Executive MBA Program taps MIT’s deep roots in innovation, research, and management to give you an edge, in any marketplace, in any economy. Here you will boost your capabilities with data-driven tools grounded in the science of management. You increase your impact on your organization and the world with a strategic set of business fundamentals. And you accomplish all this in a collaborative environment among world-class peers.

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 Program 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.

THE MIT EMBA AT A GLANCE

20 months
Mid-career MBA

26 weekends
Classes every third week on Friday/Saturday

4 one-week modules
Week-long module every 6 months

1 week-long international project trip
March 18-26, 2017

ORIENTATION
September 18-19, 2015

CLASSES BEGIN
October 17, 2015

APPLICATION DEADLINES
(Opens November 14, 2014):
Round 1 Deadline: February 17, 2015
Round 2 Deadline: June 1, 2015

REGISTER YOUR INTEREST: HTTP://EMBA.MIT.EDU
During the program you will collaborate with MIT’s thought leaders and develop the advanced management capabilities you need to realize your strategic priorities.

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<tr>
<th>Capabilities Developed</th>
<th>Strategic Priorities</th>
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<tbody>
<tr>
<td>Leadership Development, Innovation, Strategic Direction</td>
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<tr>
<td>Growth, Strategic Direction, Operational Excellence</td>
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<td>Growth and Profitability, Risk Management, Competitive Advantage</td>
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<td>Profitability, Market Share, Competitive Advantage</td>
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<td>Operational Efficiency, Competitive Advantage, Service Excellence</td>
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<td>Service Excellence, Operational Efficiency, Optimization</td>
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<tr>
<td>Innovation, Entrepreneurial Advantage, Growth and Profitability</td>
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<tr>
<td>Growth and Profitability, Operational Excellence, Risk Management</td>
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<td>Effective Leadership, Profitability, Operational Efficiency</td>
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**Georgia Perakis**
William F. Pounds 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.

**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.

**Simon Johnson**
Ronald A. Kurtz (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.

**Matt Graziano ’13**
Program Director  
General Dynamics C4 Systems

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.

**TRANSFORM YOUR COMPANY AND YOURSELF**

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.
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.

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

MIT OPPORTUNITIES

$100K Competition
Venture Mentoring Services
Martin Trust Center for Entrepreneurship
Research Labs

Media Lab
Conferences (e.g. MIT PE, Sustainability, CFO, CIO)
Networking

MIT SLOAN OPPORTUNITIES

Sloan Senate
Networking
Dean’s Student Advisory Council
C-Functions

Panels
Mentoring
Clubs

EMBA OPPORTUNITIES

Fireside Chats
Student-organized Interest Groups
Career Development
Guest Speakers

Networking
Themed EMBA Weekends
Social Events

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.
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.

**Program Design**
The program is designed around a flexible schedule that enables busy executives to balance work and personal life with a strategic investment in their career. Weekend classes usually meet once every three weeks, with a week-long module every six months.

**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.

**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 will 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.

**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 will 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.

**Electives**
Electives provide an opportunity to deeply explore specific areas of interest. There are three periods during which you will take electives: January ’16, January ’17, and Spring ’17 – 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>
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<tbody>
<tr>
<td>System Dynamics</td>
<td>Leading Organizations</td>
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### Business Essentials

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<th>Competitive Strategy</th>
<th>Financial Accounting</th>
<th>Financial Management</th>
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<tbody>
<tr>
<td>Global Strategy</td>
<td>Marketing Management</td>
<td>Operations Management</td>
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### Sample Elective Classes

- The Analytics Edge
- Applied Macroeconomics and International Institutions
- Key Decisions for Corporate Boards
- Law and Strategy for the Senior Executive
- Power, Influence, and Negotiation
- Pricing
- Risk Management
- Topics in Corporate Finance
2015–17 PROGRAM SCHEDULE

2015
SEP
OCT
NOV
DEC
JAN
FEB
MAR
APR
MAY
JUN
SEP
OCT
NOV
DEC
JAN
FEB
MAR
APR
MAY
JUN

MIT EXECUTIVE MBA
COURSE OF STUDY

TERM 1
Leadership and Integrative Management
Integrating General Management Perspectives
Exploring Challenges of a Multinational Organization
Applied Economics for Managers
Microeconomics: Firms and Markets
Economic Analysis of Corporate and Policy Decisions

TERM 2
Innovation Driven Entrepreneurial Advantage (IDEA)
New Product Innovation in the MIT Ecosystem
Entrepreneurial Strategy
Competitive Strategy
Strategies for Competitive Advantage
Modern Strategic Management
Electives 1 & 2
Choose from a variety of advanced topics and specialized courses

TERM 3
Operations Management
Global Operations Strategies
Supply Chain Management
Introduction to System Dynamics
Systems Thinking and Modeling
Organizational Design and Management in a Dynamic World

TERM 4
Organizations Lab (O-Lab)
Change Implementation amid Organizational Resistance
Features full-semester in-company project
Marketing Management
Market Segmentation
Marketing Strategy
Leading in a Global Context
Macroeconomics: Global Markets and Strategy
International Policy and Economic Environment of Firms
Financial Management
Corporate Finance and Capital Markets
Corporate Financing Policy and Risk Management

TERM 5
Global Organizations Lab (GO-Lab)
Strategic Solutions to Global Challenges
Features six-month host company project and one-week international project trip
Global Strategy
Understanding Company Performance in a Global World
Managing Effectively in Today’s Interconnected World
Electives 3, 4, 5, & 6
Choose from a variety of advanced topics and specialized courses
Leading Complex Organizations
Combining and Integrating Learnings across Courses
Preparing to Lead High-velocity Organizations

REGISTER YOUR INTEREST: HTTP://EMBA.MIT.EDU
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.
JOIN A NETWORK OF IMPACT

UNRIVALLED 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.
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 (2012-2014)

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.

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.

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.

BY THE NUMBERS:
• 57% were promoted or took on additional responsibility during the program
• More than 10% pursued entrepreneurial ventures and started new companies before graduation

Rob Lentz ’13
Chief Revenue Officer
Smiley Technologies Inc

Sree Koka ’13
Executive Director
Foundation for Oral Rehabilitation

Bridget Akinc ’13
Founder
Great Teaching Network

BrightBytes
Science Exchange
Show of Hands
Benefits Science

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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 for success in a rigorous 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.
THE MIT EMBA

BROADEN YOUR PERSPECTIVE AND YOUR NETWORK

INCREASE YOUR IMPACT AND YOUR BRAND

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Massachusetts Institute of Technology
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Cambridge, MA 02142

mitsloan.mit.edu