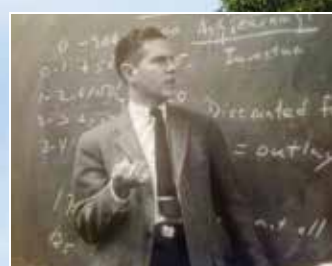


THE MIT EXECUTIVE MBA

CLASS OF 2019



CHALLENGE
CONVENTION.
CHALLENGE
YOURSELF.

LEVERAGE THE MIT EDGE



MIT 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 Executive MBA 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 will increase your impact on your organization and the world with a strategic set of business fundamentals. And you will accomplish all this in a collaborative environment among world-class peers.

CHALLENGE

The EMBA is designed for rising executives who are looking to challenge themselves, to challenge convention, and to challenge their field. You will 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 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.

THE MIT EMBA AT A GLANCE

The EMBA schedule is designed to maximize your learning while complementing your work and home life.

20 months

Mid-career MBA

26 weekends

Classes on campus every third week on Friday/Saturday

4 one-week modules

On-campus module weeks every 6 months

1 week-long international project trip

March 16-24, 2019

ORIENTATION

September 8-9, 2017

CLASSES BEGIN

October 21, 2017

APPLICATION DEADLINES

(Opens September 30, 2016)

Round 1 Deadline: January 5, 2017

Round 2 Deadline: March 16, 2017

Round 3 Deadline: June 1, 2017



TRANSFORM YOURSELF AND YOUR COMPANY

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
 Business Segment Director
 General Dynamics Mission 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. 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.



NELSON REPENNING
 Professor of Management Science and Organizations Studies and MIT EMBA Faculty Director

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. 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.

MANAGEMENT CAPABILITIES	STRATEGIC PRIORITIES
INTEGRATIVE PRINCIPLED LEADERSHIP	Change Leadership, Leadership Development, Innovation, Strategic Direction
GLOBAL MANAGEMENT	Growth, Strategic Direction, Operational Excellence
FINANCIAL MANAGEMENT	Growth and Profitability, Risk Management, Competitive Advantage
MARKETING STRATEGY	Profitability, Market Share, Competitive Advantage
SYSTEMS THINKING	Operational Efficiency, Competitive Advantage, Service Excellence
OPERATIONS MANAGEMENT	Service Excellence, Operational Efficiency, Optimization
ENTREPRENEURIAL STRATEGY	Innovation, Entrepreneurial Advantage, Growth and Profitability
DATA DRIVEN DECISION-MAKING	Growth and Profitability, Operational Excellence, Risk Management
ORGANIZATIONAL BEHAVIOR	Change Management, Organizational & Strategic Design

STUDENT EXPERIENCE



None of us are 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
Chief Financial Officer
Cenegenics Medical Institute

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.

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.

MIT OPPORTUNITIES

\$100K Competition	Venture Mentoring Services	Martin Trust Center for Entrepreneurship	Research Labs
Media Lab	Conferences (e.g. MIT PE, Sustainability, CFO, CIO)	Worldwide Alumni Network	Networking With Post Docs

MIT SLOAN OPPORTUNITIES

Guest Speakers	Sloan Senate	Dean's Student Advisory Council	Weekly Social & Cultural Events
Industry Conferences and Panels	Mentoring	Clubs	Networking with Faculty and Students

EMBA OPPORTUNITIES

Student Fireside Chats	Student-organized Interest Groups	Career Development	Guest Speakers
Significant Other Weekend, Family Weekend, Bring Your Boss to Campus	Social Events	Executive Coaching	Networking with Classmates and Alumni

PROGRAM COMPONENTS

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.

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.

ANALYTICAL FRAMEWORKS



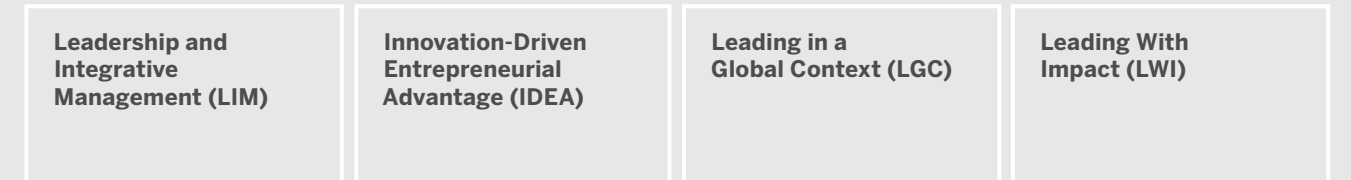
BUSINESS ESSENTIALS



2 EXECUTIVE MODULES

The four executive modules are each seven 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.

EXECUTIVE MODULES



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. Midway through the program you will spend five months in Organizations Lab (O-Lab) working individually on a change project in your own organization. In the final semester, Global Labs offers a choice of courses featuring team engagement and international field study to help firms solve management challenges.

ACTION LEARNING PROJECTS



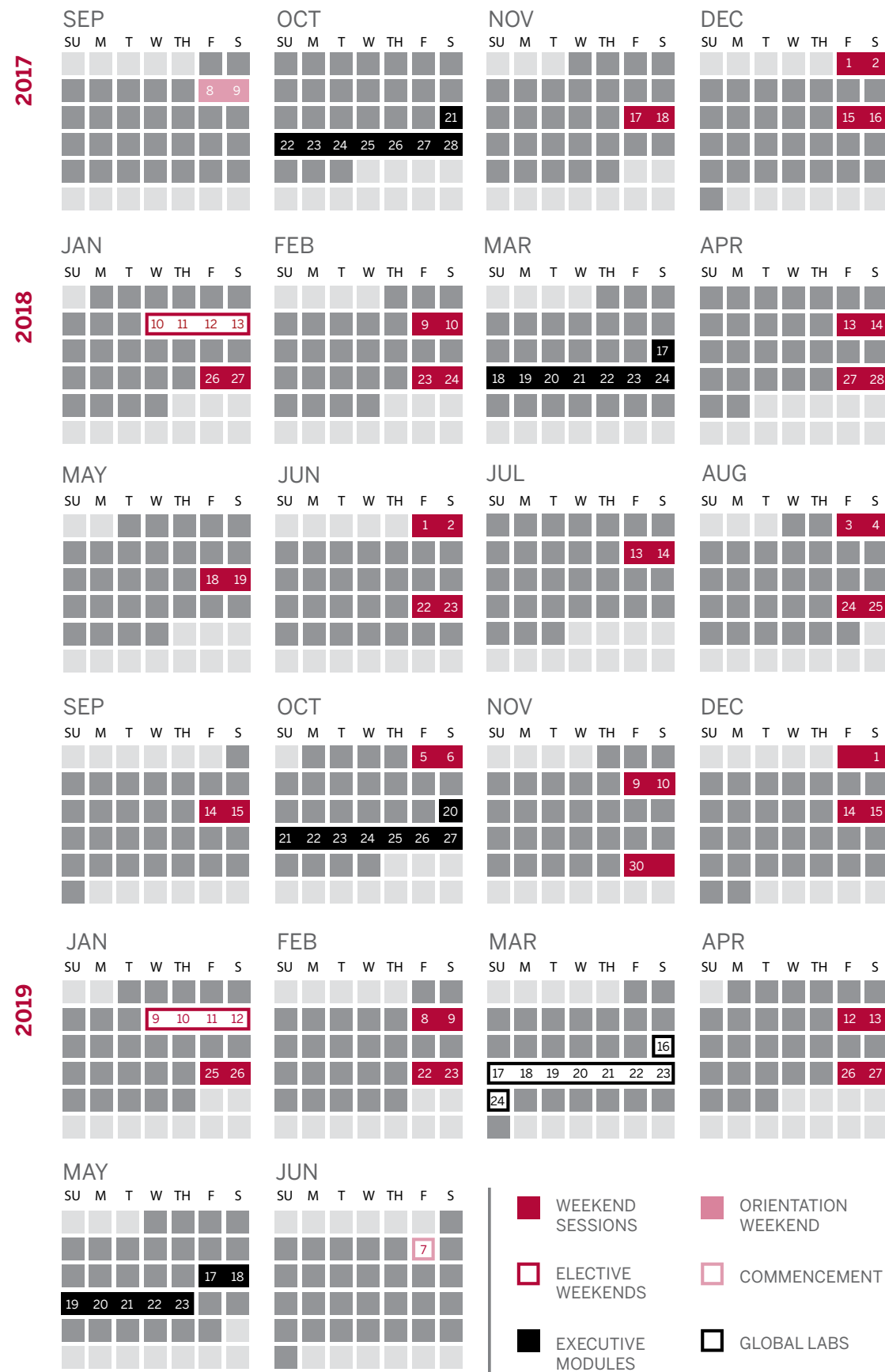
4 ELECTIVES

Electives provide an opportunity to deeply explore specific areas of interest. There are three periods during which you will take electives: January '18, January '19, and Spring '19 – 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.

SAMPLE ELECTIVE CLASSES



2017-19 PROGRAM SCHEDULE



MIT EXECUTIVE MBA COURSE OF STUDY

TERM 1

[E] 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

[A] Organizational Processes

Organizational Behavior: The Three Lenses
Behavioral Perspectives on Organizational Management

TERM 2

[E] Innovation Driven Entrepreneurial Advantage (IDEA)

New Product Innovation in the MIT Ecosystem
Entrepreneurial Strategy

[A] Competitive Strategy

Strategies for Competitive Advantage
Modern Strategic Management

Electives 1 & 2

Choose from a variety of advanced topics and specialized courses

Data, Models, and Decisions

Driving the Business through Best-practice Quantitative Methods
Data-driven Decision Making

Financial Accounting

Accounting for Corporate and Investment Decisions
Analyzing Financial Statements

TERM 3

[A] Operations Management

Global Operations Strategies
Supply Chain Management

[A] Introduction to System Dynamics

Systems Thinking and Modeling
Organizational Design and Management in a Dynamic World

Leading Organizations

Organizational Settings and Dynamics
Change Leadership for the Rising Executive

TERM 4

[A] Organizations Lab (O-Lab)

Change Implementation amid Organizational Resistance
Features full-semester in-company project

Marketing Management

Market Segmentation
Marketing Strategy

[E] 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

[A] Global Labs

Offers a choice of courses on a variety of global topics.
Features five-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

[E] Leading With Impact

Combining and Integrating Learnings across Courses
Maximizing your impact in for-profit and not-for-profit organizations.



CLASS OF 2018 AT A GLANCE

126
global executives

80%
director-level and above

40
average age

54%
non-local
(outside driving radius)

17
average years of work experience

58%
international origin

60%
advanced degrees

100%
employed full-time

MIT's team-based Executive MBA takes place in two cohorts of approximately 60 students where each student is part of a diverse eight-person learning group.



36% Director

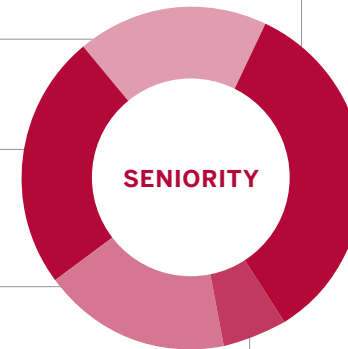
20% C-level

22% Vice President

20% Manager

2% Founder

SENIORITY



55% Northeast

10% Mid-Atlantic

6% West

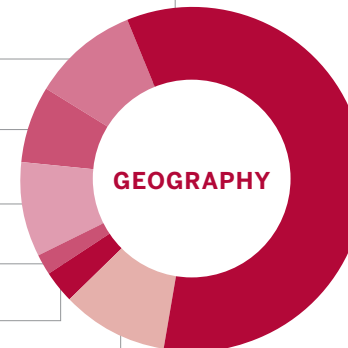
10% Southwest

3% Midwest

6% South

10% International

GEOGRAPHY



41% 10,001 +

19% 2,501 - 10,000

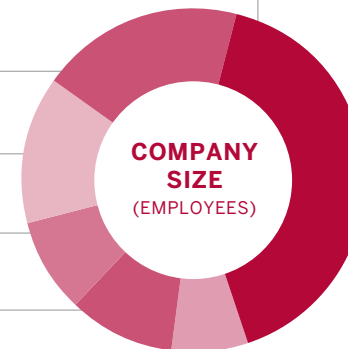
14% 501 - 2,500

9% 101 - 500

10% 25 - 100

7% Fewer than 25

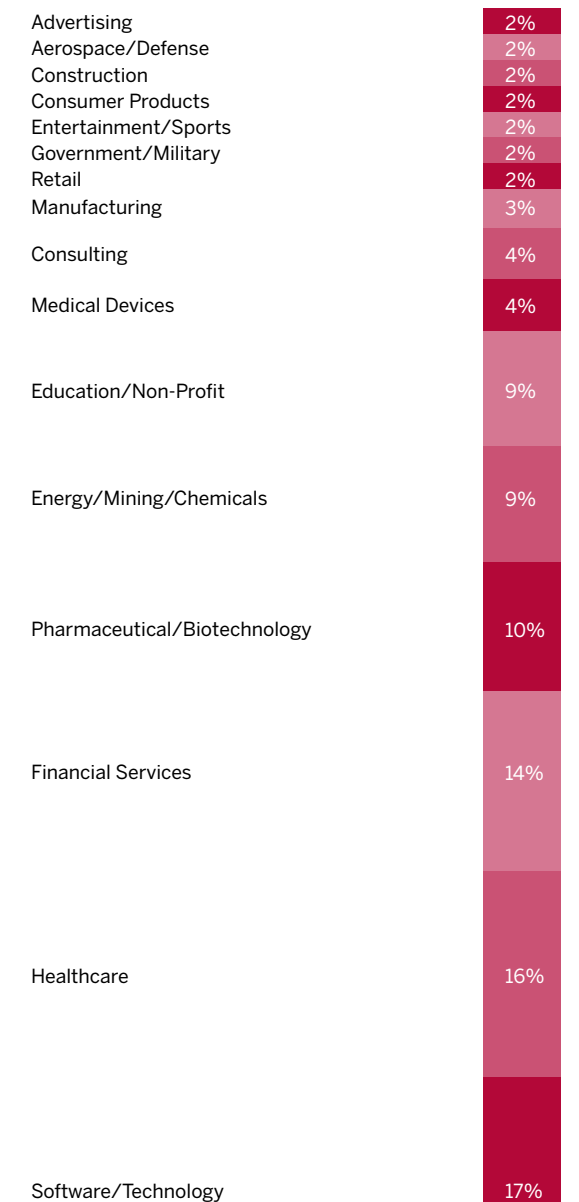
COMPANY SIZE
(EMPLOYEES)



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



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.

ENERGY



BRYAN JACKSON '16
 Engineering and Procurement Manager
 Chevron



ADRIANA BOKEL HERDE '17
 Vice President People Services
 Biogen

HEALTHCARE / LIFE SCIENCES



JOAN LAROVERE '16
 Director of Innovation & Outcomes and Senior Staff Physician
 Division of Cardiovascular Critical Care
 Boston Children's Hospital
 Co-founder and Vice President
 Virtue Foundation

EDUCATION / NOT-FOR-PROFIT



GENE KESELMAN '17
 Cofounder, Executive Director
 Foundation for Innovation and Discovery



LOVISA AFZELIUS '16
 Head of Computational Precision Medicine
 Pfizer

SOFTWARE / TECHNOLOGY



UMAR ARSHAD '17
 Vice President, Assistant General Counsel, Head of IP
 comScore, Inc.



TRICIA WALKER '17
 Head of Direct Consumer Business
 MassMutual

FINANCIAL / CONSULTING SERVICES



JUAN HIGUEROS '17
 Director
 KPMG Mergers & Acquisitions Deal Advisory Practice

ENTERTAINMENT / GAMING



MICHAEL JERLECKI '16
 General Manager
 Stations Casino

GOVERNMENT / MILITARY



TODD HUBER '17
 Captain
 LRASM Deployment Office Director
 U.S. Navy



ANNELY GUZMAN '16
 Co-Founder
 The SpringLeap Lab



JEFFREY YANG '17
 Financial Controller
 Americas Regional
 Carton Food Business
 Tetra Pak



BRYANT SPENCER '17
 Director of Store Brands
 CVS Health

RETAIL AND CONSUMER GOODS



FELIX MOESNER '17
 CEO, Consul
 Swissnex Boston



SAMIA BAHOUN '17
 Cofounder and CEO
 Capwave Technologies

START-UPS



DION TULK '17
 Founder, President and CEO
 Solauro Industries Inc.
 Founder, President and CEO
 Shyre, Inc.

MINING



ALEXEI TIMOFTI '17
 Trade Finance Officer
 International Finance Corporation/The World Bank

MANUFACTURING



GIRISH PARVATE-PATIL '17
 NPI Team Leader
 Caterpillar, Inc.



RYOJI TACHIBANA '16
 Group Coordinator
 Toyota Motor Engineering & Manufacturing North America



RONITA MACKLIN '17
 Special Assistant
 Europe & Eurasia, South & Central Asia & the Pacific
 Foreign Policy
 U.S. State Department

CAPTURE THE VALUE

PROGRAM IMPACT

The MIT EMBA 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.

“MIT is the place to go to learn from experts about how to drive data to validate decisions and improve organizational leadership skills. We learn from one another, finding similarities and challenging each other’s perspectives.”

Zain Ahmed
Senior Director
Level 3 Communications

MISSION-DRIVEN RESULTS

Start-ups and innovations born out of the MIT EMBA

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



BRIGHTBYTES

Hisham Anwar EMBA '12, Rob Mancabelli EMBA '12

BrightBytes was started by EMBA '12 classmates Rob Mancabelli and Hisham Anwar to improve the way schools learn through individualized, research-based analysis. Over the course of the 20-month program, they turned BrightBytes from an abstract concept into a commercial product where about one in five U.S. schools now uses the software.



BUILDING IMPACT

Diana Brennan EMBA '14
Board of Directors

Inspiring service that changes lives, Building Impact has helped over 600 companies and over 20,000 individuals volunteer right in the buildings where they work and live. Led by EMBA '14, Diana Brennan, Building Impact's Connect Program is creating a large-scale network of corporate citizens and civic participants...building by building.



MASSACHUSETTS GENERAL HOSPITAL

Todd Astor EMBA '15
Medical Director of Lung and Heart-Lung Transplant

With a focus on patient care and satisfaction, Dr. Todd Astor, EMBA '15, used his Organizations Lab class to nearly triple the volume of patients treated in his lung transplant outpatient clinic. Astor brought operational efficiency while maintaining Massachusetts General Hospital's high standard for patient health and satisfaction.



SHOW OF HANDS

Tony Bacos EMBA '12, Amjad Hussain EMBA '12

Show of Hands is a social polling platform that enables companies to ask questions that are answered by thousands of people around the country. With over 740,000 downloads, the app gained national attention.

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.

Kathleen Bergeron
Vice President, Hardware Engineering
Apple

PROFILE OF AN MIT EMBA STUDENT:

- ✓ 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 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, 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.

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: September 30, 2016

Round 1 Deadline: January 5, 2017

Round 2 Deadline: March 16, 2017

Round 3 Deadline: June 1, 2017

Orientation: September 8-9, 2017

Classes Begin: October 21, 2017



@mit_emba



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bit.ly/MITEMBA

THE **MIT** EMBA

**BROADEN YOUR PERSPECTIVE
AND YOUR NETWORK**

**INCREASE YOUR IMPACT
AND YOUR BRAND**

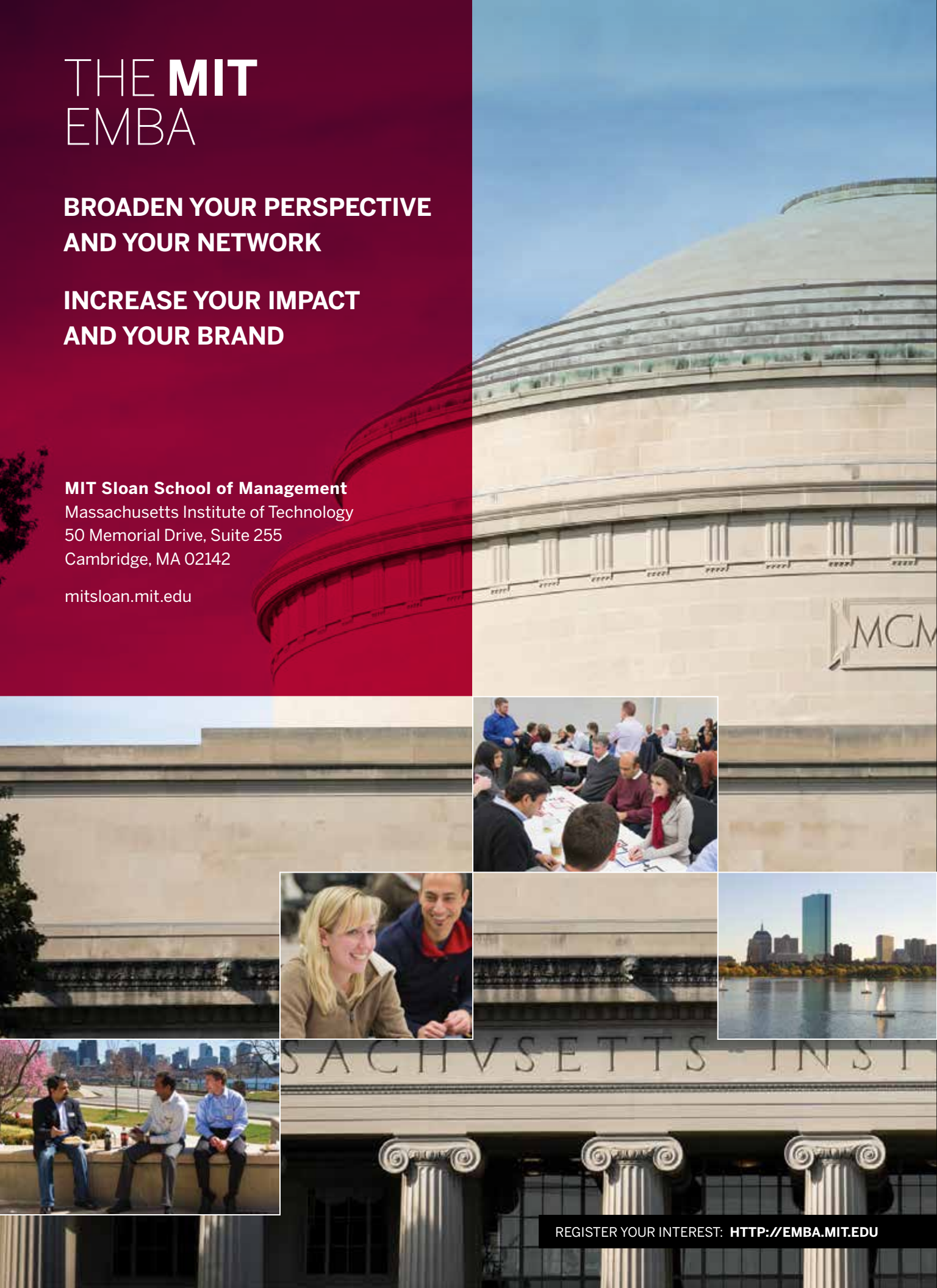
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Massachusetts Institute of Technology

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Cambridge, MA 02142

mitsloan.mit.edu



REGISTER YOUR INTEREST: [HTTP://EMBA.MIT.EDU](http://emba.mit.edu)