

SAMPLE PROPOSAL SUPPORT FOR THE MIT EXECUTIVE MBA

Employee: John Doe
Title: Senior Manager Investment Accounting
Submitted: Spring 2011
Admitted: Class of 2013

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NOTE:

This is an actual proposal submitted by an MIT EMBA who was admitted to the Class of 2013. The dates, schedule, curriculum and tuition information have changed. Please see the MIT Executive MBA Sponsorship Proposal Resource Guide for current information.

Executive Summary

As of July 20, 2011, I have been accepted into the MIT Executive MBA Program (EMBA) at the Sloan School of Management - graduating class of 2013.

Since my arrival at ABC Healthcare, I have inspired members of my team to excel and realize their potential. However, I continue to strive to become a more effective leader by expanding my management skills “tool kit”. I seek to strengthen my organizational/global management experience as ABC Healthcare strives to effectively carry out its mission of community commitment, enhancing patient care, teaching and research.

The EMBA will better equip me to contribute to this mission via the immediate leveraging of acquired knowledge, techniques and shared business experiences from a diverse group of executives across various industries.

Considering the aforementioned coupled with the tremendous opportunity to attend a top institution whose mission is congruent with ABC Healthcare, I respectfully submit my request to Management for sponsorship of my part-time pursuit of the Executive MBA over three years totaling \$30K in 2011, \$77K in 2012 and \$25K in 2013.

Executive MBA Program Overview

The Program is a rigorous 20-month program, for high-potential executives committed to integrating their work and education. The MIT Executive MBA class comprises 60-65 students drawn from a broad spectrum of industries, job responsibilities, cultures, and nationalities. MIT seeks candidates who have demonstrated a skilled capacity to lead, work as a team, creatively solve problems, and push themselves to achieve their potential.

Note: The program schedule does not infringe upon Month End, Year End Audit or Annual Pension Audit commitments (see Program Schedule).

Degree received: MBA

Average age of students: 40

Average work experience: 17 years

Number of students: 62

Length of study: 20 months (commencing October 22, 2011)

Financial Commitment

Tuition: *\$132,000 (payable over 3 fiscal years)

First installments due: 8/22/11 - \$10k & 10/1 – \$20k (see schedule under ABC Investment section)

Why the MIT EMBA?

The MIT Executive MBA integrates leadership with a data-driven, analytical approach, equipping **high-potential leaders** to think panoramically, lead across boundaries, and inspire others to excel. The EMBA comprises a rigorous curriculum, powerful experiential learning, and **creative collaborations with peers, faculty, and corporate partners**. The components work together to deliver a learning experience that is not just career-altering, but life-changing.

MIT's EMBA program components are distinguished by the following:

A scientific mindset — Facts provide clarity, motivate people, and lead to informed decisions. The MIT Executive MBA will equip its participants for today's information-rich management environment with a rigorous approach to data-driven decision-making.

An integrated immersion — From fundamental courses to advanced modules, the curriculum is specially designed to build iteratively on your executive role. **The program isn't an interruption in your schedule:** it's an opportunity for learning because you are working.

A platform of teamwork — Through the collective knowledge of 60 distinguished mid-career students, you'll leverage and learn from the experience of diverse backgrounds and industries to solve complex, real-world business challenges.

A research edge — You will be exposed to MIT professors' research and to the frameworks and methodologies that are defining the future of business management.

Action and impact — MIT's business programs focus on learning through interactive case studies and simulations and through current company challenges. Your work experiences, your company, and your business opportunities will become part of your learning laboratory.

An entrepreneurial spirit — MIT students embody innovation — bringing the spirit of inquiry and continuous improvement into everything they do. From small process improvements to breakthrough ideas, you'll envision more, work harder, drive change deeper, and go further than you thought possible.

Return on Investment

The MIT Executive MBA is designed to offer a unique learning experience that immediately integrates what is learned with how I perform on the job (see current initiatives). The program concentrates on building a strong foundation of practical skills and firsthand experiences that will enrich the most pivotal years of my career. Techniques learned in the classroom are applied in the workplace immediately and then developed through additional study.

Current Corporate Initiatives

- *Diversity Initiative*
- *Vision*
- *Institutional Billing*
- *ABC unprocessed cash*

Program Investment

- Time Investment: ~17 days PTO per year; ~ 51 days total PTO over program.
 - 26 Fridays
 - 5 residence weeks, Monday – Friday (1-2011, 2-2012, 2-2013)
 - includes international seminar (5 business days)
- Financial Investment
 - \$132,000 (payable over 3 fiscal years)
 - Includes tuition, books, lodging, parking, breakfast, lunches, and selected dinners during residence weeks, overnight weekends, as well as accommodations, land cost and intra-country travel for the international seminar

ABC Investment

- 1 Friday off per month (occasionally 2 - hours can be made up during normal weeks & “non-school” weekends)
- Requesting \$30K in 2011; \$77K in 2012; \$25K in 2013

Note: I am in the process of applying for financial aid. Therefore, given the timing on application processing, it is anticipated that, at minimum, initial payments would need to be supported by ABC until Financial Aid can be secured (see below schedule).

Tuition Term	Date Due	Amount
Deposit	Based on Acceptance - 8/22/11	\$10,000*
Fall '11	10/1/11	\$30,000**
Spring '12	1/1/12	36,000
Summer '12	7/1/12	\$16,000
Fall '12	8/1/12	\$25,000
Spring '13	1/1/13	\$25,000
Total***		\$132,000

**** The “Deposit” will be applied as a credit to the 10/1 payment \$30,000**

Candidate Investment

- Workdays:
 - Hours will be made up during “normal work weeks” & non-school week ends net of earned PTO
- Executive Leadership Modules:
 - Requires a week out of the office – Candidate will use earned PTO
- Financial commitment:
 - Unearned PTO however total program commitment approximates 17 days PTO per year which I will use as an offset against earned PTO
 - Financial aid (grants and fellowships) will be sought to defray costs as much as possible and will be structured to reduce ABC cash outlay.

Candidate Commitment

As a senior leader and stakeholder at ABC, I am fully aware of the magnitude of the time and financial investment of the proposed sponsorship. In seeking financial support, I remain fully committed to building value at ABC over the long term. To this end, I am more than willing to sign an employment contract that would require me to complete a predetermined period of satisfactory service with added language suggesting that any departure prior to this agreed upon time would trigger reimbursement to ABC.

SUPPORTING DOCUMENTATION

Program Comparison

Executive MBA vs. Part time MBA*

- Opportunity to interact with executives with significant management experience, EMBA students have an average of 17 years of experience
- Program is completed in 20 months compared with 3-5 years
- Executive MBA is the same amount of credits as the part-time MBA

PROGRAMS	DEGREE RECEIVED	AVERAGE WORK EXPERIENCE	LENGTH OF STUDY
MIT Sloan MBA	MBA or SM	4.9 years	2 years, full-time (September-May)
MIT Sloan Fellows Program in Innovation and Global Leadership	MBA or SM	14 years	12 months, full-time (June-May)
MIT Executive MBA	MBA	17 years	20 months, part-time (October-May)
MIT Sloan Executive Education: Executive Certificate	NONE	15 years	8-20 days
MIT Sloan Executive Education: Advanced Certificate for Executives in Management, Innovation, and Technology	NONE	15 years	25 days

The MIT EMBA Program Schedule

The 20-month curriculum is optimized for the executive schedule. It includes four week-long modules for integrated learning, 26 Friday-through-Saturday weekend sessions for

iterative development, and a one-week international project trip during the capstone Global Organizations Lab (GO-Lab) action learning experience.

Note: The program schedule does not infringe upon Month End, Year End Audit or Annual Pension Audit commitments.

2011-13 Program Schedule

Dates	Courses
Sep. 16-17, 2011	Orientation
Oct. 22-30, 2011	Executive Module: Leadership and Integrative Management
Nov. 11-12, 2011 Dec. 2-3, 2011 Dec. 16-17, 2011 Jan. 6-7, 2012 Jan. 27-28, 2012 Feb. 10-11, 2012 Mar. 2-3, 2012	Sessions of 2-4 courses are scheduled each weekend. The following subjects will be covered in this period: <ul style="list-style-type: none"> • Applied Economics for Managers • Financial Accounting • Leading Organizations • Competitive Strategy • Introduction to System Dynamics • Data, Models and Decisions • Financial Management • Specialized electives (see the Curriculum for details)
Mar. 18-24, 2012	Executive Module: Strategic Management of Innovation and Entrepreneurship
Apr. 13-14, 2012 Apr. 27-28, 2012 May 18-19, 2012 Jun. 1-2, 2012 Jun. 22-23, 2012 Jul. 13-14, 2012 Aug. 3-4, 2012 Aug. 17-18, 2012 Sep. 7-8, 2012 Sep. 28-29, 2012	Sessions of 2-4 courses are scheduled each weekend. The following subjects will be covered in this period: <ul style="list-style-type: none"> • Leading Organizations [cont.] • Introduction to System Dynamics [cont.] • Data, Models and Decisions [cont.] • Financial Management [cont.] • Operations Management [cont.] • Organizations Lab (O-Lab) • Managerial Communication • Marketing Management
Oct. 22-27, 2012	Executive Module: Leading in a Global Context
Nov. 9-10, 2012 Nov. 30-Dec. 1, 2012 Dec. 14-15, 2012 Jan. 11-12, 2013 Jan. 25-26, 2013 Feb. 8-9, 2013 Mar. 1-2, 2013	Sessions of 2-4 courses are scheduled each weekend. The following subjects will be covered in this period: <ul style="list-style-type: none"> • Marketing Management [cont.] • Leading Organizations [cont.] • Global Organizations Lab (GO-Lab)

Dates	Courses
	<ul style="list-style-type: none"> • Specialized and advanced electives (see the Curriculum for details)
Mar. 16-24, 2013	International GO-Lab Action Learning Project Trip
Apr. 12-13, 2013 Apr. 26-27, 2013	Sessions of 2-4 courses are scheduled each weekend. The following subjects will be covered in this period: <ul style="list-style-type: none"> • Global Organizations Lab (GO-Lab) [cont.] • Advanced electives [cont.]
May 11-19, 2013	Executive Module: Managing Complexity for Strategic and Organizational Effectiveness
Jun. 7, 2013	MIT Commencement

The MIT EMBA Curriculum

The MIT Executive MBA curriculum combines critical, data-driven analytical approaches with the fundamentals of business leadership. Drawing on our faculty’s deep expertise in finance, entrepreneurship, global management, and more, we use an integrative, action learning-based approach to executive-level management education.

Course titles and sample topics are below.

MIT EXECUTIVE MBA CURRICULUM	
Integrated and Action Learning Courses	<p>Leadership and Integrative Management</p> <ul style="list-style-type: none"> Perspectives on Creating, Capturing, and Conserving Value Deep Dive on the Challenges of a Multinational Organization <p>Strategic Management of Innovation and Entrepreneurship</p> <ul style="list-style-type: none"> New Product Innovation Business Plan Development <p>Organizations Lab (O-Lab)</p> <ul style="list-style-type: none"> Organizational Analysis for Change Initiatives Implementation amid Organizational Resistance <i>Features full-semester in-company project</i> <p>Leading in a Global Context</p> <ul style="list-style-type: none"> Macroeconomics: Countries and Regions Global Markets and Strategy <p>Global Organizations Lab (GO-Lab)</p> <ul style="list-style-type: none"> Organizational Strategies in Emerging Markets Strategic Analysis of Global Challenges <i>Features full-semester in-company project</i> <p>Managing Complexity for Strategic and Organizational Effectiveness</p> <ul style="list-style-type: none"> Organizational Economics and Strategic Design Delivering Value Globally and Sustainably
Analytical Frameworks	<p>Applied Economics for Managers</p> <ul style="list-style-type: none"> Microeconomics: Firms and Markets Economic Analysis of Corporate and Policy Decisions <p>Financial Accounting</p> <ul style="list-style-type: none"> Using Accounting Information for Corporate and Investment Assessment Financial Statement Analysis <p>Data, Models, and Decisions</p> <ul style="list-style-type: none"> Driving the Business through Best-practice Quantitative Methods Industry Perspectives and Applications <p>Introduction to System Dynamics</p> <ul style="list-style-type: none"> Systems Thinking and Modeling Organizational Design and Management in a Dynamic World
Business	<p>Leading Organizations</p> <ul style="list-style-type: none"> Organizational Behavior

Essentials	<p>Leadership for the Rising Executive</p> <p>Competitive Strategy</p> <p>Strategies for Competitive Advantage</p> <p>Modern Strategic Management</p> <p>Operations Management</p> <p>Global Operations Strategies</p> <p>Supply Chain Management</p> <p>Managerial Communication</p> <p>Persuasive Presentations</p> <p>Communicating in Adversity</p> <p>Financial Management</p> <p>Corporate Finance and Capital Markets</p> <p>Risk Measurement and Risk Management</p> <p>Marketing Management</p> <p>Market Segmentation</p> <p>Marketing Strategy</p>
Advanced Courses (Sample)	<p>Advanced Corporate Finance</p> <p>Corporate Entrepreneurship</p> <p>Entrepreneurial Finance</p> <p>Law for the Entrepreneur and Manager</p> <p>New Enterprises</p> <p>Power and Negotiation</p> <p>Product Design and Development</p> <p>Technology Strategy</p>

Corporate Sponsors

Many of the world's leading organizations — from multinational corporations to government ministries — send their rising stars to MIT Sloan's mid-career programs. During their time at MIT, participants develop an extraordinary platform for growth in the company of other business leaders, a platform that:

- Delivers a competitive edge through MIT's deep expertise in global leadership, innovation, and strategic development.
- Provides an elite business network that facilitates cross-industry learning during the program and business relationships throughout their careers.
- Maximizes executive productivity with a top tier MBA program that emphasizes learning because you are working.
- Challenges participants to broaden their horizons and to apply what they learn in real time to enhance the growth and strategic position of your organization.

MIT EMBA Student Organizations – *sample list

- GlaxoSmithKline
- GE
- Brigham & Women's
- EMC Corporation
- State Street
- Regence Blue-Cross Blue Shield
- Vertex Pharmaceuticals
- United States Navy
- Broad Institute of MIT and Harvard

Media



The **MIT Sloan School of Management** announced the launch Tuesday of its new [MBA for Executives Program](#). Candidates for this rigorous, 20-month part-time MBA program should have at least 10 years of work experience and aspire to lead within their established organizations or new ventures.

They must also be able to show a combination of leadership performance, global perspective, functional expertise, and innovation. The application deadline for the first cohort is August 15, 2010.

Starting in October 2010, the MIT Sloan Executive MBA Program will bring together an inaugural group of approximately 60 executives to participate in four eight-day, on-campus learning modules and 26 weekend sessions designed to build a collaborative framework that supports interdisciplinary learning and strong bonds between classmates...

April 25, 2011 11:44 AM Eastern Daylight Time

Inaugural Class of the MIT Executive MBA Program is Talented and Diverse: 'These Are Already Successful People Who Want to Be Able to Do More and Achieve More'

CAMBRIDGE, Mass.--([BUSINESS WIRE](#))--A scientist at a biotech company focused on promising new drugs for cancer and other diseases, an up-and-coming engineering executive at a laser manufacturer, a former official in the Bush Administration, and a serial entrepreneur from Silicon Valley are among the 62 students in the first-ever Executive MBA class at the MIT Sloan School of Management.

"The diversity of the class is marvelous"

The MIT Executive MBA, a 20-month, limited-residency degree program, is geared towards executives who want to enhance their management and leadership skills in the context of their current jobs. Competition to get in was stiff: MIT announced the new program last June, and received over 300 applications. Only 21% were admitted. Members of the inaugural class have an average of 17 years of work experience; three-quarters of the students are senior directors or above in their companies, including 15% who hold the title of president, CEO, or chairman; 54% of students already have an advanced degree. A little over half of the students live in the Boston area, 5% live overseas.

Financial Times on why MIT's new executive MBA is worth a 12-hour commute



MIT Executive MBA '12 Tim Pearson

I recently spoke to a reporter at the *Financial Times* about why I travel six hundred miles round trip, an international journey that often takes between eight and 12 hours one-way, to attend Sloan's new MIT Executive MBA program. The article identifies a trend in the number of EMBA students willing to travel long distances to earn their degrees from the most competitive business schools, and highlights recent research by the Executive MBA Council that shows an increase – from 6 percent in 2005 to 18 percent in 2010 – in the number of EMBA students traveling more than 250 miles to their program of choice.

What the reporter failed to articulate, and which to me was central to my decision to attend MIT, is what defines an EMBA program that is worth traveling long distances to attend? My decision to invest in the right school was similar to my approach to stock market investing: I focus on understanding the value the investment is going to deliver over time. By framing the objective in very concrete terms, I was able to make what I believed then, and am certain of now, was the right decision.

Student Testimonials

"Absolutely fantastic."

"Dynamic, intense to the nth degree, humbling and the beginning of an incredible journey. I can't wait to meet the person I am going to become!"

"This program is an excellent way to immediately transform your own work. The exposure to experiences from other classmates and the professors is invaluable. The frameworks and class discussions really make you think differently."

"The caliber of professors and of the cohort is fantastic. The program throws you out of your comfort zone and compels you to think with rigor, grow and stretch intellectually, to draw on the diverse skills and experience of your teammates, and to discover a whole greater than the sum of its parts."

"It's like having kids - one of the most challenging experiences that you'll actually enjoy. The program includes a wealth of diverse and talented individuals that you can learn from, and presents material and learning opportunities that cause you to change the way that you think about things."

"The MIT Executive MBA experience has been absolutely remarkable. The program provides a unique learning experience, combining world class faculty with extremely gifted and accomplished students who bring expertise from a variety of backgrounds. MIT has taken a unique cohort approach that is designed to get maximum contribution in the learning experience from faculty, fellow students and each student as an individual."

"It will be an intense and rewarding experience. It will change your perception of what it takes to be a successful business leader more than you expect and in ways you did not anticipate."

"If you are seriously considering action based learning and looking for a program with high rigor, brilliant peers, and world-class faculty then the EMBA Program at MIT Sloan delivers it."

"It is a deep learning environment in which you are submerged in all sorts of learning experiences, both traditional and non-traditional. The opportunities to increase your knowledge seem almost limitless."

"Unique opportunity to learn modern principles of finance, economics and theories with practical use, to interact with highly professional individuals from different industries, and to learn tools that help you view the world differently and think strategically about business opportunities."

July 20, 2011

John Doe
123 Main Street
Boston, MA

Dear John:

On behalf of the Selection Committee of the MIT Executive MBA Program, it is my great pleasure to inform you that **you have been accepted for admission** to the Class of 2013. Even though we had a particularly strong applicant pool this year, your excellent qualifications stood out. We believe you and your fellow classmates possess the ability, skills, and resources to join this rigorous and rewarding program – the rare opportunity for an integrative, world-class, mid-career MBA education at MIT. We hope you will accept a place in this year’s class, which will begin on October 22, 2011, and end with Commencement on June 7, 2013.

To respond to our offer of admission, please click [here](#). This will take you to the page where you can officially accept a place in the class. I encourage you to contact me if I can help you make your decision, which in any case we must receive no later than August 3, 2011.

To confirm your place in the class, you must also provide a non-refundable deposit of US\$10,000. The deposit will be applied to your tuition. The deposit may be paid by credit card or check, and payment information can be found by following the link above. Note that although you may accept now and pay later, the deposit too must be received by **August 22, 2011**. Shortly after receiving your acceptance and deposit, we will send further details about the opening classes, program materials, MIT official registration, contact information for classmates, and much more.

Let me close by extending you my personal congratulations on your admission. All of our program faculty and staff look forward to hearing from you soon!

Best regards,

M. Jonathan Lehrich