Choosing the Path That’s Right for You

Aldas Kriauciuunas
Executive Director
Purdue EMBA Programs
# Your MBA Options

<table>
<thead>
<tr>
<th>Program Type</th>
<th>Employed</th>
<th>Networking</th>
<th>Work Experience</th>
<th>Geographic Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Traditional</td>
<td>No</td>
<td>High</td>
<td>Low</td>
<td>High</td>
</tr>
<tr>
<td>Online</td>
<td>Yes</td>
<td>Low</td>
<td>Varied</td>
<td>High</td>
</tr>
<tr>
<td>Weekend or Evening</td>
<td>Yes</td>
<td>Medium</td>
<td>Low/Medium</td>
<td>Low</td>
</tr>
<tr>
<td>Residency</td>
<td>Yes</td>
<td>High</td>
<td>Medium/High</td>
<td>High</td>
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</table>

“Every time I went to a residency I came back with things that I could implement immediately.” -- Alejandro Parilli, IMM Class of 2015
Founded in 1869
Purdue - land grant university.

Big Ten University:
- 400,000+ Boilermaker alumni
- 45,000+ Krannert alumni
- 3,000 Executive MBA alumni

Leader in 200+ major areas: many resources

Questions We Will Cover:
- Who is in the program?
- What does the format look like?
- How is the program personalized to me?
- What are the benefits to me and my company?
- How do I get support to be in the program?
- What are the next steps?

“I can’t speak highly enough about my experience as a Purdue EMBA student.” -- Philip Pryor, EMBA Class of 2014
Our programs are for the experienced manager wanting to learn from others and increase career opportunities.

“The program has changed my life and way of working.” -- Tim Rekersdrees, IMM Class of 2012
People: Fellow Students

**Years Work Experience**
- 21+: 13%
- 16-20: 18%
- 11-15: 27%
- 5-10: 42%

**Positions**
- Entrepreneur: 10%
- Managing Director: 11%
- Senior Executive Manager: 10%
- Senior Manager: 42%
- Middle Manager: 27%

**Current Industry**
- Manufacturing: 24%
- Science & Healthcare: 15%
- Business & Financial: 28%
- Technology & Energy: 18%
- Government &…:

**Geographic Background**
- International: 24%
- Midwest: 19%
- Indiana: 27%
- East: 7%
- West: 13%
Module 1
Accounting for Managers
Business Analytics
Managerial Economics
Organizational Behavior
Marketing Management

Module 2
Financial Management
Leadership
Operations Management
Strategic Management

Module 3
Leadership & MIS
Mergers & Acquisitions
Immersion Elective

Module 4
Negotiations in Organizations
Risk Management
Immersion Elective

Module 5
Active Learning Project I
Change Management
Entrepreneurship
Immersion Elective

Module 6
Capstone Simulation
Global Strategy
Legal & Ethical Environments
19 months from start to end

**Orientation at Purdue:** 4.5 days

**Pre-residency:** 8-10 weeks (online prep)

**Come to Campus for Residency:** Classes, company visits, guest speakers, career management, social events

**Return Home for Exam Prep:** 1 week

**Exam Period (at home):** 9 days (online)

**Break:** 1 week

Start next pre-residency with new study groups

“I researched many EMBA programs, and Purdue is unique in its quarterly residency schedule and cohort design.” -- Courtney Mills, EMBA Class of 2016
LEADERSHIP IN ORGANIZATIONS

FACULTY: Brad Alge
CONTACT: algeber@purdue.edu
## Program Features

<table>
<thead>
<tr>
<th>Fall EMBA</th>
<th>BOTH</th>
<th>Spring IMM Global EMBA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum 5 years work experience; average 13-16 years</td>
<td></td>
<td>Five residencies of 2 weeks each in seven different countries</td>
</tr>
<tr>
<td>Blended learning</td>
<td></td>
<td>Significant cultural &amp; business immersion during residencies</td>
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<tr>
<td>General management MBA; 40% faculty same faculty</td>
<td></td>
<td>Earn two MBA degrees: from Purdue and TIAS in The Netherlands</td>
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<tr>
<td>Network with professionals from the U.S. &amp; beyond</td>
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<tr>
<td>Capstone project and cohort-based electives</td>
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<tr>
<td>Career management support</td>
<td></td>
<td>*The IMM program started in 1992.</td>
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</table>

*The EMBA program started in 1983.

“China was an unbelievable experience. The company tours, speakers, and sightseeing trips were all top notch.” -- Mark Merz, EMBA Class of 2011
“The limited amount of trips to campus made the Purdue EMBA program an ideal solution for me.”
-- Stacey Mueller, EMBA Class of 2015, Poets & Quants’ Top 30 Best & Brightest EMBAs

“My teaching philosophy is that courses should provide you with practical, actionable skills that will improve your effectiveness as a manager. To that end, each exercise, video, discussion, and conceptual tool is designed to be applied in your current workplace as a catalyst for raising your career trajectory.”
-- Dr. Ben Dunford, Krannert Associate Professor of Management

*The locations of the Module 6 international residency are determined by the cohort, in consultation with executive education staff and faculty.*
## Executive MBA Module 3 Residency: Purdue

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</thead>
<tbody>
<tr>
<td>7:30-8:30</td>
<td><strong>Breakfast</strong></td>
<td><strong>Breakfast</strong></td>
<td><strong>Breakfast</strong></td>
<td><strong>Breakfast</strong></td>
<td><strong>Breakfast/ Back to School</strong></td>
<td><strong>Breakfast</strong></td>
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<tr>
<td>8:30-10</td>
<td>Leadership &amp; MIS</td>
<td>Company Visit</td>
<td>Leadership &amp; MIS</td>
<td>Leadership &amp; MIS</td>
<td>Career Mgmt</td>
<td>M&amp;A</td>
</tr>
<tr>
<td>10:30-12</td>
<td>Leadership &amp; MIS</td>
<td>Company Visit</td>
<td>Leadership &amp; MIS</td>
<td>Leadership &amp; MIS</td>
<td>M&amp;A</td>
<td>M&amp;A</td>
</tr>
<tr>
<td>12-1</td>
<td>Lunch</td>
<td>Lunch</td>
<td>Lunch</td>
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<tr>
<td>1-2:30</td>
<td>Immersion Elective</td>
<td>M&amp;A</td>
<td>Immersion Elective</td>
<td>M&amp;A</td>
<td>Leadership &amp; MIS</td>
<td>M&amp;A</td>
</tr>
<tr>
<td>3-4:30</td>
<td>Immersion Elective</td>
<td>M&amp;A</td>
<td>Immersion Elective</td>
<td>M&amp;A</td>
<td>Leadership &amp; MIS</td>
<td>Travel Home</td>
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<tr>
<td>Evening</td>
<td>Dinner</td>
<td></td>
<td></td>
<td>Speaker; Networking Reception</td>
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1. Leadership & MIS
2. Company Visit
3. Career Mgmt
4. Travel Home
**Alliance of five top business schools:** Purdue University (U.S.); TIAS (NL); Tianjin University (China); FGV – EBAPE: Rio (Brazil); MIP Politecnico di Milano (Italy)

“I was drawn to the IMM program by the unparalleled global experience that it offers.” -- Meera Gursahaney, IMM Global EMBA 2016
“The IMM program was an excellent value for the money, yielding the degree needed for career advancement.” -- Marne Martin, IMM Class of 2004
## IMM Module 2 Residency: Santiago, CHILE

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<tr>
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</tr>
<tr>
<td>8:30-10</td>
<td>Free</td>
<td>Mktng</td>
<td>Mktng</td>
<td>Mktng</td>
<td>Mktng</td>
<td>Mktng</td>
<td>Leadership</td>
<td>Depart</td>
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<tr>
<td>10:30-12</td>
<td>Morning</td>
<td>Mktng</td>
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<tr>
<td>12-1</td>
<td>Lunch</td>
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<td>Lunch</td>
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<td>Lunch</td>
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<tr>
<td>1-2:30</td>
<td>Welcome</td>
<td>Leadership</td>
<td>Codelco Visit</td>
<td>Leadership</td>
<td>Leadership</td>
<td>Leadership</td>
<td>Mktng</td>
<td></td>
</tr>
<tr>
<td>3-4:30</td>
<td>Leadership</td>
<td>Leadership</td>
<td>Leadership</td>
<td>Concha y Toro Visit</td>
<td>Leadership</td>
<td></td>
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<tr>
<td>Evening</td>
<td>City Tour</td>
<td>Group Dinner</td>
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<td>Farewell Dinner</td>
<td></td>
<td>Depart</td>
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“The Purdue IMM provides the right mix of education and global business exposure.” -- Frank Griffin, IMM Class of 2016
Program Tuition: Coverage, Costs, and Timing

- All-Inclusive Fee Covers:
  - Tuition
  - Registration Fees
  - iPad/eBooks/Course Materials
  - Housing
  - Local/Domestic Transportation
  - Most Meals
  - Social Events, Company Visits, Career Services

- Your Responsibility: Travel to/from campus + some meals
- Tuition is $80,000 ($85,000 for the IMM program) split into 5 payments of $16,000 each over multiple calendar years.

“The most surprising thing about my MBA program was the closeness and friendships that developed among people from such a wide variety of backgrounds and cultures.” -- Jennifer Harms, IMM Class of 2015, Poets & Quants’ Best & Brightest EMBAs
Benefits to Firms

- **Coursework**: Employee completes 48 credits across all disciplines needed for a general manager;

- **Applications**: Employee starts to use skills and knowledge while in program. Can engage in new ways and increase impact resulting in higher revenue, lower costs, increased efficiencies, better decision making and more;

- **Financial Impact**: Over 50% of our alums save their companies $12 million annually *(Purdue survey)*;

- **After Graduation**: Employee can participate in continuing education online webinars, on-campus Back to School events, and Purdue events;

- **Networks**: Employee forms lifelong ties with professionals from around the world across all types of industries; these professionals have a minimum five years work experience and an average of 14 years. Employee can reach out to this network for solving future work challenges.

“I am using the knowledge that I obtained from the Global MBA program on a daily basis.” -- Dennis Gulbin, IMM Class of 2012
“The program has helped in both tangible and intangible skills. Below is a list of benefits to my company from the program.

1) Improved labor efficiencies resulting in $57,000 of savings of labor.

2) Saved $23,000 from overtime reduction by rearranging work schedules.

3) Reduced inventory by $60,000 in 2015 by working with our buyers on reducing minimum order quantities, plans to reduce inventory by $50,000 in 2016.

4) Managed operations team to quickly implement production line that cost $100,000 that will add $2,000,000 in sales for 2016.” - EMBA 2016 Graduate -- Manufacturing
Alumni enjoy accelerated rates of career advancement and promotion.

**Purdue Executive MBA Program**
Within two years of graduation, **63%** have been promoted/grown their own company. At graduation, salaries increase an average of **44%** as compared to salaries at enrollment.

Within two years of graduation, salaries increase on average another **32%**.

**IMM Global Executive MBA Program**
Within two years of graduation, **70%** have been promoted/grown their own company. At graduation, salaries increase an average of **25%** as compared to salaries at enrollment.

Within two years of graduation, salaries increase on average another **49%**.

*Source: The Economist EMBA Rankings 2015*

“Having worked in a multicultural and multinational environment in several countries I needed a program that would help me transition from a technical specialist role to general management. The flexible program enabled me to become a well-rounded executive.” -- Clement Chukwuka, EMBA Class of 2016
Our staff will work with you on personalized career management resources.

- Ivy Exec Access (18 month membership)
- BlueSteps Access (lifetime membership)
- Krannert Professional Development Center Resources
- Resume Review
- StrengthsFinder Assessment
- Exclusive Consultation with Executive Career Coach

Networking Opportunities

- Krannert Network
- Annual Reception
- Annual Back to School Day
- Career Management Guest Speakers
- Purdue Alumni Clubs around the World
Executive Education Rankings

#1 IMM Global EMBA ranking in the number of overseas assignments lasting one week or more (The Economist, 2015)

#7 IMM Global EMBA ranking among Global Executive MBA programs worldwide (CEO Magazine, 2017)

#10 EMBA ranking in number of students with managerial work experience (The Economist, 2015)

#10 IMM Global EMBA ranking in QS/Top MBA's Global Joint EMBA Rankings (2017)

#10 IMM Global EMBA ranking among EMBA and Part-Time MBA programs in North America (Eduniversal, 2017)

#12 EMBA ranking in percentage increase on pre-EMBA salary upon graduation (The Economist, 2015)

#12 EMBA ranking among Global Executive MBA programs worldwide (CEO Magazine, 2017)

Ivy Exec ranked the Purdue Executive MBA #1 for Life Balance, and #5 overall, among EMBA programs in the Midwest in their 2017 Best Executive MBA Programs list. In our region the Purdue EMBA program ranked fifth for Career Advancement, Curriculum, and for Global Experience.

Ivy Exec ranked the IMM Global EMBA program #8 overall and #4 for Global Experience in the U.S. Midwest. Also, the Purdue Executive MBA program is featured in Poets & Quants' 2016 Ranking of the Top 50 U.S. Executive MBAs.
Next Steps – Financing

Company Support

- Tap company’s reimbursement for full or partial sponsorship – discuss with HR now (ask us for our Tool Kit, with helpful advice on this process).
- 85% of students in our program receive some tuition assistance.
- 2+ from same firm = 10% off.
- Show the format and courses to your supervisor.
- Develop a plan to share with others the knowledge and skills you gain; it may be after each on-campus residency.

Personal

- Personal savings/Private loans
- Sallie Mae - Smart Option Loan
- Prodigy Finance (intl applicants)
- Post 9/11 GI Bill
- 529 Accounts
- Scholarships (merit/need): max 20%
- Stafford loans or Graduate Plus Loans (U.S. citizens): complete FAFSA form (fafsa.ed.gov)

Contact KIRSTEN REYNOLDS
Purdue’s Financial Aid Office
kdreynol@purdue.edu
Is a Purdue Executive MBA a good fit for you?

- **Resume Review**
  - Determines fit/
  - GMAT waiver

- **Program Comparisons**
  - Up to three schools of your choice, across 23 dimensions

- **On Campus EMBA Experience**
  - Visit us online for dates and to register.
  - *Application fee waiver

- **EMBA on the Road**
  - (meet one-on-one with team member)
  - Visit us online for cities and dates.

- **Webinars**
  - Visit us online for more on our monthly webinars.
Application Process

- Online application (3 essays, 2 references)
- Resume (with 5+ years of work experience)
- Transcripts (undergrad degree/equivalent)
- GMAT/TOEFL waivers
- Interview/Rolling Admissions

<table>
<thead>
<tr>
<th></th>
<th>Executive MBA</th>
<th>IMM Global Executive MBA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Priority Scholarship Review</td>
<td>Scholarships still available</td>
<td>December 15, 2017</td>
</tr>
<tr>
<td>Application Deadline</td>
<td>Limited spots still available</td>
<td>January 31, 2018</td>
</tr>
<tr>
<td>Program Launch at Purdue</td>
<td>Sept 11, 2017</td>
<td>March 18, 2018</td>
</tr>
</tbody>
</table>

- Aldas Kriauciunas: 765-496-1860; akriauci@purdue.edu
- Nancy Smigiel: 765-494-4580; nks@purdue.edu
- Visit us online: www.krannert.purdue.edu/executive
- Connect with us on LinkedIn: Purdue Krannert Executive Education Programs