

SOLUTIONS FOR ORGANIZATIONS

Enterprise Accounts • Custom Programs

GROUP ENROLLMENTS

Companies from around the world send their executives and senior managers to MIT Sloan Executive Education for powerful business insights and practical, hands-on learning. MIT offers exceptional learning experiences that equip professionals with new skills, innovative thinking, and the latest insights in areas like leadership, innovation, and AI. These opportunities also prepare leaders for global responsibilities, support corporate strategy, foster problem-solving, and help retain top talent.

CORPORATE ACCOUNTS

- Enjoy a **percentage discount** based on annual commitment and the number of participants you send.
- By attending together, employees build a **shared language and approach**, amplifying their impact and creating learning that cascades across the organization.
- Employees can enroll themselves, and their tuition is debited from your Corporate Account balance, making it **a simple process** for you.
- Program Directors provide an initial consultation as well as ongoing advice about courses most likely to fit the needs of your employees and company. Your organization will also have **a dedicated point of contact** for registration and any account management issues.
- **Visit our website** or contact enterpriseclients@mit.edu for more information.



SMALL TEAM DISCOUNTS

- **2 participants:** Two from one organization attend an open enrollment course together. Each participant is eligible for a **10% tuition discount**.
- **3+ participants:** Three or more participants from one organization attend an open enrollment course together. Each participant is eligible for a **15% tuition discount**.
- To ensure diversity of perspectives and balance in the classroom, there is a cap on the number of participants from the same organization who can attend a single session of a course.
- Contact execed-registration@mit.edu for more information.

"I saw the data-driven, innovative, and immersive nature of an MIT education firsthand"



STEPHANIE SMITH
UNITED STATES

DIRECTOR, GOVERNMENT CONTRACTING SENIOR ANALYST, RSM US LLP
Executive Certificate in Strategy and Innovation

Stephanie Smith has spent most of her professional career specializing as a financial consultant within the government contracting ecosystem. Recently, her organization gave her the opportunity to broaden her skillsets and perspective.

"The firm wants to prepare us to lead through change, as RSM continues to transform into a digital firm that serves our clients in an innovative way. We have to help position the firm to solve our clients' problems of tomorrow, not just today."

To that end, RSM created the Industry Eminence Program. Under the guidance of the company's Chief Economist and Deputy Chief Economist, the program positions senior analysts to understand, forecast and communicate economic, business, and technological trends shaping the industries they serve.

During the inaugural run of the program, RSM pursued additional strategy and innovation thought leadership. As they researched what external resources might be available to supplement the program, they discovered MIT Sloan Executive Education and realized the **Executive Certificate in Strategy and Innovation** aligned perfectly with their internal curriculum and goals for the firm.

As a result, during the final year of RSM's three-year development program, participants enroll in the Strategy and Innovation track and earn their Executive Certificate.

"I was excited to get an Executive Certificate from MIT Sloan before I even started the RSM program given MIT Sloan's reputation in the worlds of both business and academia. That strengthened after I completed the program. At that point, I didn't have to trust the word on the street. I saw the data-driven, innovative, and immersive nature of an MIT education firsthand."

With her certificate under her belt, Stephanie has been able to immediately apply lessons learned. She also understands the responsibility that comes with experience. **"Now the change is on me. I need to use the knowledge, skills, and experience I obtained throughout this program to affect change in my organization. At that point, I don't have to prove the value of my Executive Certificate to my colleagues—they will see it in action."**



CUSTOM PROGRAMS FOR ORGANIZATIONS

If your company is seeking substantive, transformational, and long-lasting impact on business performance, a custom engagement with MIT Sloan can help you make good on those goals.

We collaborate with companies around the world to create learning engagements aligned with business objectives and focused on real value. Programs may be one week, three months, or even several years in duration—whatever is necessary to surpass challenges and create real-world results.

What makes our approach different? MIT Sloan has long been a pioneer among business schools when it comes to action learning—creating real-world applications of classroom knowledge. Leveraging the greatest minds in business, we work side by side with clients to create learning experiences that produce the change they desire.

[Visit our website to learn more.](#)

WHAT SETS US APART:

Access to world-class faculty and resources

Our programs often include world-renowned faculty, pioneering experts, industry icons, and access to one of the most vibrant innovation ecosystems in the world.

Challenge-driven learning

Executive education experiences are tailored to tackle real-world problems head-on, using them as opportunities to innovate, mobilize others, create lasting impact, and inspire leaders and organizations to think differently about the future.

Systems Thinking for Organizational Impact

Rooted in MIT's legacy of System Dynamics, our interdisciplinary approach helps leaders think broadly, break down silos, and design sustainable strategies for today's interconnected challenges.

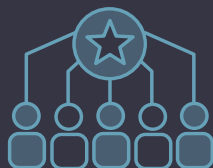
THE MIT EDGE

ACTION-ORIENTED APPROACH: LEARNING BY DOING

What does MIT's action-learning approach mean for your custom program?



Team projects that leverage cutting-edge research to address real company imperatives and result in recommendations for action



Management flight simulations—interactive, virtual worlds in which executives explore and experiment with critical management issues



"Deep dive" cases in which your organization's real data is developed into company-specific cases and analyzed by participants

Delivery by Design

FORMATS FOR ENGAGEMENT

MIT Sloan delivers custom programming in a variety of ways, including in person, live online, self-paced online, and through a blended approach. Our suite of virtual learning methods and tools enable us to deliver team-based action learning to your participants regardless of geography or time zone.

Graphic Facilitation

CONCEPTS WORTH CAPTURING

Custom programs generate ideas and solutions worth capturing. In many of these courses, our graphic facilitator records the concepts and content, providing participants with powerful tools that aid in decision making.



VIEW A SHORT VIDEO
ABOUT THE MIT SLOAN
CUSTOM PROGRAMS
APPROACH.

DESIGN YOUR EXPERIENCE

Before any engagement begins, we take time to understand your organization. Through an initial consultation, we unpack your unique challenges and opportunities, ensuring alignment around your goals.

Once we've agreed to work together and establish a foundation, we move into co-creating the solution. Together, we take a deep dive into your business context and objectives, then design a tailored program that blends MIT Sloan's research-based frameworks with practical application. At the same time, we build out the broader learning experience, connecting people, place, and purpose to create a cohesive and impactful journey.

Finally, we focus on delivery, evaluation, and iteration. Programs are delivered in flexible formats to fit your organization's schedule and geography, with built-in assessments to measure success. Feedback loops ensure we refine and enhance the experience, driving continuous improvement and maximizing long-term impact.

Questions? Contact the custom programs team at execed_custom@mit.edu.



CASE STUDY

STANDARD BANK GROUP UNLOCKS BOUNDLESS GROWTH WITH MYCELIUM

MycoHAB Namibia recently welcomed visitors to a house made entirely of MycoBlocks—a durable substance produced from the root system of oyster mushrooms (mycelium) digesting invasive encroacher bush. MycoHAB is an initiative of BioHAB, a joint effort among the Johannesburg-headquartered Standard Bank Group (SBG), MIT's Center for Bits and Atoms, the MIT Label Free Research Group, and architecture firm Redhouse Studio.

"With MycoHAB, we hope to proactively help societies to leverage technological innovation and digital fabrication to benefit communities and individuals," explains former SBG executive Carolyn Kirksmith, who first had the idea during a Custom Program at MIT. An Executive Education session titled "Lab-to-Market, the MIT Way" made a profound impression on the bank's executives and planted the first spore from which MycoHAB grew.

CASE STUDY

THE MIT BAIN SUSTAINABILITY IN ACTION PROGRAM

For companies in any industry, sustainable operations are no longer a “nice-to-have” goal but a prerequisite for survival. This is why it was important for us to partner with Bain & Company in realizing the global management consultancy’s bold vision to equip nearly 13,000 of its consultants with the knowledge essential to advising clients on sustainability strategy in every sector.

The program, featuring a unique blend of asynchronous modules and live online sessions, covered a wide range of key sustainability topics, and its success extends beyond completion certificates, with the asynchronous assets now being used across Bain to upskill consultants globally.

The curriculum covered a broad scope of critical sustainability topics such as climate change, business sustainability, technological impacts, agriculture and bioengineering, and more, ensuring that participants understood the various facets of sustainability to be effective advisors to their clients.

CASE STUDY

DEVELOPING WORLD-CLASS CHANGE LEADERS

A leading natural resources company launched a bold transformation to modernize operations and address global sustainability challenges. With a new business model and leadership team, the organization partnered with MIT Sloan Executive Education to develop 150 top managers into catalysts for enterprise-wide change.

Custom sessions spanning strategy, leadership, systems thinking, and organizational transformation were co-created with MIT faculty and learning designers. The immersive program combined classroom learning with action projects that tackled real business challenges, fostering collaboration and critical thinking.

“People now have this combination of a little more modesty about what they thought they knew about their business, and more confidence that they are capable of thinking about it in new ways,” noted a senior program sponsor.

To inquire about developing a Custom Program for your organization, visit [our website](#).

For more information or to discuss how an Enterprise Account might benefit your corporate executive education needs, contact us at: EnterpriseClients@mit.edu.



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