WE HAVE A LONG HISTORY OF COLLABORATION AMONG FACULTY AT THE CUTTING EDGE OF THEIR FIELDS ACROSS ENGINEERING, TECHNOLOGY, SOCIAL SCIENCE, AND MANAGEMENT.

The ability to bring all of these resources into an executive education program is unusual for a business school, and it is one of the reasons thousands of business professionals come here to develop the skills needed to face future challenges.

While attending our programs featured in this guide, you will meet extraordinary managers, senior executives, and agents of change from every corner of the globe—all of whom bring valuable experiences and insights. You will learn as much from your peers as you will from our world-renowned faculty.

We look forward to welcoming you to MIT Sloan, and we hope you will share your story with us.

Sincerely,

Peter Hirsh
Associate Dean
Executive Education
Founded in 1861, MIT is committed to generating, disseminating, and preserving knowledge and to working with others to bring this knowledge to bear on the world’s great challenges. MIT is dedicated to providing its students with an education that combines rigorous academic study and the excitement of discovery with the support and intellectual stimulation of a diverse campus community.

QS ranks MIT as the world’s No. 1 university for 2019–20. It has ranked at the top for eight straight years, and the institute also places first in 11 of 48 disciplines.

We seek to develop in each member of the MIT community the ability and passion to work wisely, creatively, and effectively for the betterment of humankind. The MIT community is driven by a shared purpose: to make a better world through education, research, and innovation. We are fun and quirky, elite but not elitist, inventive and artistic, obsessed with numbers, and welcoming to talented people regardless of where they come from.

About MIT Sloan
MIT Sloan is a different kind of management school. We’re not iterating on a better widget or cashing in on the latest business fad. We’re not talking about management in the abstract. As part of the world’s leading research institution, we’re bringing together today’s brightest minds to tackle global challenges. For real.

At the intersection of business and technology, we’re exploring the future of work. We’re launching companies that kick-start local economies in the developing world. We’re retooling systems to make health care work better and to engage people around the world in addressing climate change.

MIT Sloan has a rich legacy of global engagement, and today our footprint spans six continents. These multicultural collaborations shape perspectives and influence policy worldwide.
THE MIT IMPACT

120,000
MIT alumni across 90+ countries

#1
Research university in the U.S.

89
Nobel laureates from MIT who span nearly all categories

103
VC firms in Cambridge

32,000
Active alumni-founded companies

4.6 Million
plus jobs created

US$2 Trillion
generated roughly in annual revenue*

15
Action Learning labs

8
On-campus graduate residences

*According to the “Entrepreneurship and Innovation at MIT: Continuing Global Growth and Impact” study
MIT Sloan’s Executive Program in General Management is a nine-month multimodular general management and leadership program that introduces mid-career managers and leaders to the latest in MIT thought leadership on innovation, strategy, entrepreneurship, decision making, and leadership. The program curriculum has been derived from MIT’s world-renowned research centers, labs, and faculty dedicated to exploring the challenges, opportunities, and fundamental attributes of leading international organizations and driving innovation.

The Executive Program in General Management is designed for executives in emerging markets who are looking to reinforce their strengths, learn new skills, connect with other high-achieving managers from around the world, and prepare for the next phase of their career.

Unique among many executive programs offered globally, this program includes immersion modules at MIT Sloan and online modules from MIT Sloan.
The Executive Program in General Management is an exceptional way to:

- Gain exposure to **more than 20 MIT Sloan faculty**, thought leaders, and acclaimed guest speakers
- Make lifelong connections with a globally diverse peer group leveraging over **900 years** of work experience in the classroom
- **Experience the MIT ecosystem** in Cambridge and Boston, with ecosystem visits to companies and MIT research labs. Past company visits have included Akamai, HubSpot, Ministry of Supply, Shell TechWorks, and Microsoft NERD Centre
- Apply the learnings to a real-world **nine-month Action Learning Project**
- Benefit from lifelong learning and networking with the **MIT Sloan affiliate alumni benefits**
“The Executive Program in General Management gave me the skills to take my professional dreams to the next level. The program's centerpiece, Action Learning (an MIT Sloan tradition), allowed me to work closely with a team and tackle real-world problems.”

— Head of Data Ethics
Acxiom
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<thead>
<tr>
<th>TERM</th>
<th>DATE</th>
<th>LOCATION</th>
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<tbody>
<tr>
<td>Program Launch</td>
<td>December 5, 2022</td>
<td>Live Online Orientation/Darwinator Workshop</td>
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<tr>
<td>Term 1</td>
<td>January 9–13, 2023</td>
<td>Live Online Faculty Sessions (4 hours per day)</td>
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<tr>
<td>Term 2</td>
<td>January 17–April 30, 2023</td>
<td>Online (8-Week Asynchronous Coursework, Live Faculty Sessions, and Project Work)*</td>
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<tr>
<td>Term 3</td>
<td>May 1–5, 2023</td>
<td>MIT Sloan School of Management Cambridge, Massachusetts</td>
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<tr>
<td>Term 4</td>
<td>May 6–August 6, 2023</td>
<td>Online (4-Week Asynchronous Coursework, Live Faculty Sessions, and Project Work)*</td>
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<tr>
<td>Term 5</td>
<td>August 7–11, 2023</td>
<td>MIT Sloan School of Management Cambridge, Massachusetts</td>
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Program schedule is subject to change for reasons beyond the control of MIT Sloan.

*Self-paced components of the curriculum are provided by our program partner Emeritus
The program develops key leadership skills such as integrating an entrepreneurial mindset into corporate culture, making technology-enhanced strategic decisions, building collaborative organizations, and managing key talent across global markets.

**Management and Leadership**
- Change Management
- Four Capabilities of Leadership
- Negotiations and Influence
- Organizational Networks and Power
- The Coaching Approach to Leadership
- Valuation and Financial Analysis

**Strategy and Innovation**
- Competitive Strategy
- Disciplined Entrepreneurship
- Innovation Dynamics and Models
- Marketing Strategies

**Technology and Value Chain Management**
- Value Chain Dynamics
- Operations for Entrepreneurs
- System Dynamics
- Service Quality and Innovation

**Digital Transformation**
- Digital Business Models
- Platform Strategy
- Digital Operations
From the Classroom to the Field: Ideas Made to Matter

Action Learning Projects are core to the Executive Program in General Management learning experience. On every project, participants get a rare firsthand look at corporate structures, new business ideas, and a wide array of operational challenges facing organizations. The Action Learning challenges participants to manage projects in unfamiliar work environments with a range of management and business development approaches.

ACTION LEARNING PROJECT EXPERIENCE

*The final Report Out will be to a panel that will include MIT Alumni, MIT Entrepreneurs in Residence, the Executive Program in General Management Faculty Director, and angel investors*
WHO SHOULD ATTEND

The Executive Program in General Management is tailored for international participants from emerging markets. Designed for mid-career managers and leaders, participants come from large organizations, medium-sized companies, and even from startups. In past years, participants have come from over 20 countries and from diverse organizations and industries. The program will help talented leaders prepare to take on larger, critical roles in their companies or start new entrepreneurial ventures.

- A minimum of 10 years of work experience in functional, technical, or business roles based in an emerging market
- A graduate degree
- International exposure is preferred
Network Benefits

- Access to MIT Sloan alumni portal
- Ability to create a profile within the MIT Sloan alumni portal and have access to the Sloan People Database (SPD)
- Receive an Email Forwarding for Life (EFL) address: @sloan.mit.edu
- Ability to search and connect with MIT alumni and other affiliate alumni
- Access to password-protected MIT Sloan alumni webpages
- Lifelong learning and networking opportunities
- A 20% discount on future programs

MIT Sloan Events

- Access to events through the MIT Sloan events calendar

MIT Sloan Electronic Communications

- Monthly MIT Sloan alumni e-newsletter
- Electronic copy of the alumni magazine in the fall and spring

MIT Sloan Clubs

- Affiliate alumni can attend club events and become members of the MIT Sloan club in their region

Note: Each club has different governing rules for attendees and may not permit affiliate alumni to be members.
PAST PARTICIPANT PROFILES

Sectors

- **4%** Real Estate
- **4%** Electronics/Hardware
- **5%** Media
- **6%** Civil Construction
- **6%** Logistics
- **7%** Industrial Goods
- **7%** Consulting
- **7%** Education
- **8%** Retail
- **9%** Energy
- **10%** Fast-Moving Consumer Goods
- **11%** Health Care
- **14%** Telecommunications
- **28%** Banking and Financial Services
- **57%** IT Products and Services
- **30%** Others

Functions

- **21%** Technology Management
- **17%** Others
- **4%** Operations
- **7%** Consulting
- **6%** Finance/Accounting
- **26%** General Management
- **19%** Marketing and Sales
MIT Sloan faculty are world-renowned for their forward-looking research. They bring a tremendous amount of industry experience gained through working with firms around the world. To meet specific program goals, the world’s foremost experts in engineering, IT, biopharma, manufacturing, banking, and technology may participate as teachers and help shape action strategies.

DAVID ROBERTSON
Faculty Director

David Robertson is a Senior Lecturer at the MIT Sloan School of Management where he teaches product development and digital product management. Prior to MIT, Robertson was a Professor of Practice at the Wharton School of the University of Pennsylvania and from 2002 through 2010 was the LEGO Professor of Innovation and Technology Management at IMD in Lausanne, Switzerland. Robertson has also held several executive management positions in enterprise software companies and spent five years at McKinsey & Company in the United States and Sweden.


Robertson has a PhD and an MBA from the MIT Sloan School of Management and a BS from the University of Illinois.
Note: Faculty are subject to change, and not all faculty teach in each session of the program.
“I came to know some of the brightest, kindest, and, most of all, humble and highly accomplished executives that I can call my friends, because of MIT Sloan. Acknowledging all of my classmates for their unconditional collaboration during the class projects and activities.”

— Director of Application Engineering Cadence Design Systems
Upon completion of the Executive Program in General Management, you will be awarded the Advanced Certificate for Executives (ACE) in Management, Innovation, and Technology and a certificate of completion of the Executive Program in General Management in recognition of your achievement and the investment you and your company have made in your education and development.
To apply to the program, please complete the online application form.

Program Fee

US$38,000*  
(Includes breakfasts, coffee breaks, lunches, and program material. Accommodation and travel are not included.)

Application Deadlines

Round 1: August 18, 2022  
Application Fee: US$300

Round 2: September 22, 2022  
Application Fee: US$300

Round 3: October 25, 2022  
Application Fee: US$400

We are committed to increasing gender diversity and expanding opportunities in the field of general management. A limited scholarship fund is available for underrepresented groups that provides a benefit on our program fee. For more information, please connect with one of our advisors.

Payment Terms

Twenty percent of the program fee is due within 10 days of admission; the balance fee is due as per the payment schedule specified in the acceptance email, which depends on the round in which the application is submitted. As the first module of the program takes place in the United States, for those participants who need a visa to travel to the United States, it is recommended that you apply by the early application deadline to allow sufficient time for your visa processing formalities.

Note: Admissions to the program are at the sole discretion of MIT Sloan. Applications are reviewed on a weekly basis, and completed applications can be submitted before the deadline. Applying early improves your chances of being accepted into the program.
About Emeritus

MIT Sloan Executive Education is collaborating with Emeritus (as part of the Eruditus Group) to offer a portfolio of high-impact programs. These programs leverage online education provider MIT Sloan Executive Education's thought leadership in management practice developed over years of research, teaching, and application. Prospective participants with questions about the program are encouraged to contact Emeritus for further information.

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