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Executive MBA, High Tech MBA, and Evening MBA Brochure

Northeastern University - Graduate School of Business Administration

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Ready.

go.

EXECUTIVE MBA | HIGH TECH MBA | EVENING MBA

Northeastern
UNIVERSITY

Ready.

As a working professional with several years of experience, you know what it takes to succeed. Now you're ready to sharpen your skills, expand your potential, and advance your career to the next level. Having an MBA from Northeastern University can take you where you want to go. Northeastern's part-time Executive MBA, High Tech MBA, and Evening MBA programs have proven track records of helping working professionals reach their goals and accelerate their success in business.

SEE RESULTS.

Northeastern University is known around the world for its unique approach to practice-oriented learning. In every MBA class, faculty focus on integrating academics with real-world business experience. Your MBA class will examine business issues and solve problems that are directly related to the companies and industries in which you work.

As a part-time Northeastern MBA student, you won't have to wait to see the impact of your education on your career. The skills and knowledge that you build in your MBA program can immediately influence the way that you approach projects in the workplace. You can apply what you learn in class to the real business issues and challenges that you encounter in your job. Your competitive edge as a Northeastern MBA student can open new doors for your career, resulting in increased opportunities for advancement and promotion.

GET CONNECTED.

Earning your MBA from Northeastern gives you access to a network of other working professionals, faculty, and business leaders. As you look around your MBA class, you will see a dynamic group of your peers who bring diverse business experience from a range of industries into the classroom. This creates an interactive learning environment where every student contributes relevant experience to class discussions and projects.

You can form connections to faculty who have years of real-world experience and close ties to business and industry, in addition to their outstanding academic qualifications. Many Northeastern MBA alumni also play an active role in mentoring students, sharing their industry insights, and speaking at MBA classes and events. Earning your MBA part-time at Northeastern connects you to a strong community of business professionals who can work in partnership with you as you continue to advance your career.

EXECUTIVE MBA:

Northeastern's Executive MBA (EMBA) is a 16-month, globally-focused program for seasoned professionals ready to advance to the next level of leadership. The EMBA program provides direct exposure to international and intercultural business dynamics, enabling you to compete effectively in the global marketplace. Students can continue working full-time during the program and are part of a cohort, attending class on alternating Fridays and Saturdays. The program begins in January.

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HIGH TECH MBA:

Northeastern's High Tech MBA is a 21-month, accelerated program for technology-savvy professionals who want to drive business innovation. The High Tech MBA program emphasizes management and leadership skills, designed to help you fuel enterprise growth and rapidly advance in technology-intensive environments. Students can continue working full-time during the program and are part of a cohort, attending class every other week on Tuesday evenings and Saturdays. The program begins in September.

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EVENING MBA:

Northeastern's Evening MBA is a flexible, part-time program that gives you the freedom to complete your degree on your own timetable. The program can be completed in as little as two or as long as seven years. Students may attend classes at Northeastern's main campus or our campus in Boston's financial district. Parking is available, and both campuses are also accessible via MBTA lines. Classes begin in January and September.

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Ready *to lead*

You are already a successful manager. Now you're ready to go global. Northeastern's Executive MBA (EMBA) program uniquely combines academics with international residencies to create an integrated learning experience. Through an intensive 16-month program, you can gain deep knowledge of global business that prepares you to collaborate across cultures and compete on an international scale.

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"AS AN EMBA STUDENT, I learn a lot from my classmates. Many of them are in finance, biotech, or healthcare, and I am able to use their experience to enhance the way I do my job. To have those kinds of business contacts, especially in different industries, is really a powerful tool."

Michelle Paolino
Director of Girls Marketing, Hasbro
EMBA '07

EXPERIENCE INTERNATIONAL BUSINESS.

Northeastern's EMBA program stands out by making international residencies a fully integrated component of a rigorous global business curriculum. Business issues explored in the classroom are reinforced through real-world learning experiences. Residencies are brief (ranging from three to twelve days) to accommodate the schedules of busy working professionals.

This year's EMBA students will visit companies in Hong Kong and China where they will meet with C-level executives to learn about their business models, organizational structures, key challenges, and growth strategies. Students will also study in Washington, D.C. to explore the dynamics of business and government, as well as in Mexico City at IPADE Business School to experience cross-cultural business issues. EMBA students can see first-hand how other countries and other cultures do business, gain international business savvy, and learn to compete effectively in the global marketplace.

and compete globally

LEARN AMONG LEADERS.

The EMBA program is designed for individuals who have reached a senior level in their careers, with an average of 10–15 years of experience. EMBA students learn in a cohort, attending the same courses with the same classmates throughout the program. The result is a strong network of seasoned professionals who can contribute rich insights to group projects and class discussions.

A typical EMBA class might include directors of sales, vice presidents of finance, operations managers, directors of marketing, and entrepreneurs who run their own companies. You will have the opportunity to see different perspectives and learn about diverse organizational dynamics from your peers who are also actively working in strategic senior management roles.

EXPAND YOUR GLOBAL NETWORK.

As an EMBA student, you have the benefit of working in partnership with a strong network of accomplished faculty, alumni mentors, and executives at leading companies. Residencies allow you to meet with business leaders and collaborate with other MBA students from around the world. You can also interact with executives at Fortune 500 companies who participate in EMBA classes to share their insights on emerging trends and exemplary business practices.

The lessons learned during your Executive MBA program—from your classmates, faculty, alumni, executive guest speakers, and international residencies—can help you refine your leadership skills and reach the next level of success in your career.

"TODAY, MY RESPONSIBILITIES INCLUDE overseeing businesses located on four continents. We continue to expand our presence in China, to build facilities where appropriate, and to pursue opportunities worldwide. In the EMBA program, we took an in-depth look at geopolitical implications in business and the interplay of different countries and economies. This approach was tremendous. The Northeastern EMBA program is extremely current and was immediately useful in shaping my context for investigating new opportunities in existing and emerging markets."

Henry Brooks
President, Sullair Corporation
EMBA '05

go.

www.mba.neu.edu
VISIT AN EXECUTIVE MBA CLASS.
ATTEND AN INFORMATION SESSION.

Ready *to drive*

You have already proven your ability to thrive in a competitive, technology-driven environment. Are you ready to reach the next level? With a High Tech MBA from Northeastern University, you can build on your technical expertise, open new doors for your career, and drive innovation within your company and industry.

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"THE HIGH TECH MBA program is giving me a greater understanding of how and why business decisions are made. Going through the program helps you understand finance, management, and marketing. It's like a puzzle where everything starts to fit together. I'm starting to see what makes products successful and what it takes to make a company grow."

Latoya Sankey
Software Engineer, IBM
HIGH TECH MBA '08

MASTER THE LANGUAGE OF BUSINESS.

Northeastern's High Tech MBA is designed for technology-savvy working professionals who want to complement their technical skills with strategic management expertise.

By mastering the languages of finance, operations, and marketing, you can redefine your role within your organization, expand your cross-functional and strategic responsibilities, and advance to higher levels of leadership. You can distinguish yourself not only as a skilled technical professional, but also as a versatile manager who knows how to make a business case for technology, run cross-functional teams, and push new business initiatives and technology solutions forward.

business innovation

STAY AHEAD OF THE CURVE.

Northeastern's High Tech MBA program will help you build leadership skills and business expertise to drive innovation, from concept to reality. Senior executives of leading technology companies often participate in class sessions and High Tech MBA events to share their approaches on introducing emerging technologies and growing their businesses. During a "Managing Innovation" course, students are challenged to design new products and services that have the potential to revolutionize the way their companies do business. The ability to successfully identify growth opportunities, build a sound business plan, and implement innovative business strategies can distinguish you among your peers and in the marketplace.

ACCELERATE YOUR SUCCESS.

The skills that you hone in Northeastern's High Tech MBA program can prepare you to manage teams, drive new product development initiatives, make innovative process improvements, run a business unit, or even start your own company. You will have the advantage of learning in a dynamic, tightly-knit group of technology professionals who will share their industry expertise and best practices. As part of the High Tech MBA curriculum, you will develop a business plan focused on enterprise growth that leverages senior executive insight. Company executives are asked to provide feedback on your project plan, which presents a unique opportunity for you to connect with senior leadership and raise your visibility as a top performer within your organization.

"EARNING MY MBA THROUGH THE HIGH TECH program has given me a competitive edge. It has strengthened my ability to communicate effectively and talk about the real things that matter to decision-makers. The program also pushed me to think about ways to expand a product's usage to meet other unfulfilled customer needs. It helps me in the real world when I'm working with customers and prospects, and also distinguishes me from my peers."

Mike Quinn
Application Sales Representative, Oracle Corporation
HIGH TECH MBA '05

go.

www.mba.neu.edu
VISIT A HIGH TECH MBA CLASS.
ATTEND AN INFORMATION SESSION.

Ready *to take*

As someone who works full-time and has little time to spare, you need an MBA program that offers you maximum flexibility. Northeastern's Evening MBA lets you make the rules. You can complete your degree on your own timetable, set your own schedule, and choose an area of specialization that meets your individual career objectives.

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"THIS PROGRAM IS ALL about real people balancing real lives. The nature of the Evening MBA is that you are always encouraged to relate ideas back to your own industry. Often, I will be sitting in class talking about best practices I am actually able to use in my day-to-day role."

Kym Nicholson
HR Generalist, Blue Cross Blue Shield of Massachusetts
EVENING MBA '08

GET NOTICED.

In a competitive job market, it is important to differentiate yourself and stand out from the crowd. Earning your MBA from Northeastern University can identify you as a top performer who is ready to advance and take on greater levels of responsibility. Northeastern's MBA classes emphasize problem-solving, teamwork, project management, communication, quantitative analysis, and other essential management skills.

The work experience that you and your classmates bring into the classroom creates a rich learning environment where business concepts are connected to real-world challenges and issues. What you learn in class at night can be applied on the job the next day. You can increase your confidence and improve your management and leadership skills, positioning yourself for advancement within your organization.

charge of your future

CHOOSE YOUR OWN PATH.

You need an MBA program that fits your life. Northeastern's Evening MBA gives you the freedom to complete your degree on your own timetable. Your degree program can be completed in as little as two or as long as seven years. You can commit to courses just one night a week, or accelerate your degree by taking multiple classes that fit your schedule. The pace is entirely up to you.

Depending on where you work and what is most convenient, you can take classes at our main campus or our campus in Boston's financial district. You can choose an area of specialization that meets your career objectives, such as Marketing, Corporate Finance, Investments, or Supply Chain Management. You even have the option of creating your own MBA specialization in consultation with faculty.

STRENGTHEN YOUR NETWORK.

Northeastern's Evening MBA classes include professionals who work in diverse industries and functional roles, all with the same goal: advancing their careers. Earning your MBA part-time at Northeastern gives you the opportunity to work on projects with classmates who have a variety of professional backgrounds and expertise. Evening MBA students often form a core network of classmates who progress through the program at the same pace. You can experience the benefits of a cohort without the restrictions of a prescribed course sequence. Earning your MBA from Northeastern can help you build a strong peer-to-peer and alumni network that will support you as an MBA student, in your current job, and throughout your professional career.

"IN NORTHEASTERN'S EVENING MBA PROGRAM, you are learning with other busy people who are working full-time. My classmates were from different market spaces and leading companies in the Boston area. Whenever our study group got together to tackle a problem, it was very similar to the way we approached real projects at our jobs. We benefited greatly from each other's experience. What I learned in the program has opened doors for me and helped me to move ahead."

Kyle Blackburn
Consultant, Cambridge Associates
EVENING MBA '05

go.

www.mba.neu.edu
VISIT AN EVENING MBA CLASS.
ATTEND AN INFORMATION SESSION.

go.

Now is the time. It's time to open new doors for your career and expand your professional network. It's time to earn an advanced degree, get noticed at work, and accelerate your success in business. It's time to be the leader you know you can be. Northeastern University will help you get there. Just go.

GET THE FACTS.

Choosing the right MBA program is a decision that will have a significant impact on your professional and personal life. We're here to help. Give us a call to discuss which program is the best fit for you. Our Admissions Team is here to support you and answer your questions every step of the way. Our web site — *www.mba.neu.edu* — is a great place to find more detail about our programs, curricula, faculty expertise, schedules, and admissions process. You can read about the experiences of current students and alumni and discover how our part-time MBA programs have made an impact on their careers. We also encourage you to see the Northeastern MBA difference for yourself by visiting a class, attending an Information Session, or touring our Boston campus.

TAKE THE NEXT STEP.

When you have worked with us to determine which MBA program is right for you, the next step is to apply. Remember, our Admissions Team is available to answer your questions and provide personal assistance as you complete your application. Just give us a call at 617-373-5992 or e-mail us at gsba@neu.edu, and we will do everything we can to make your admissions experience seamless.

Our online application makes it easy to complete your application at your convenience and save your work as you go. Application requirements vary slightly by program, so visit our web site to learn about specific requirements for each part-time MBA program.

REACH YOUR GOALS.

You know where you want to be in your career. A Northeastern University MBA can help you get there. To read success stories from some of our Executive, High Tech, and Evening MBA graduates, visit our web site.

If you are a seasoned professional who wants to pursue global executive leadership opportunities, we can help you get there. If you are a technical professional who wants to expand your role and drive enterprise growth, we can help you get there. If you are a busy working professional who wants to enhance your skills and expand your potential for promotion, we can help you get there. No matter where you are in your career or where you want to be, a Northeastern MBA can help you reach your destination.

explore.

Go to our web site to learn more about our Executive MBA, High Tech MBA, and Evening MBA programs. You will find testimonials from current students and alumni, program curricula, and everything you need to know about the admissions process. Discover why a Northeastern MBA is right for you.

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visit.

Attend an Information Session to learn all about our part-time programs for working professionals and have your questions answered. You can also visit a class to meet faculty and students and to experience the dynamic classroom environment first-hand.

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apply.

Visit our web site—*www.mba.neu.edu*—to learn about the admissions process or to begin your application. If you have questions along the way, contact the Admissions Team at 617-373-5992 or gsba@neu.edu.

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