

Corporate Sponsorship

Ivey Executive MBA

Immediate Return
Long-Term Value
Enhanced Performance

Richard Ivey School of Business
The University of Western Ontario

IVEY

CROSS-ENTERPRISE LEADERS



WELCOME TO THE IVEY EXECUTIVE MBA

You are receiving this information because one of your employees is considering becoming part of our program. We hope this package will help you decide to support him or her in this endeavour.

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The Ivey Executive MBA is an intense and fast-paced program that allows talented managers to earn the prestigious Ivey MBA without leaving their current positions or relocating. It is an opportunity for your employee to enhance his or her management ability through interaction with top faculty and outstanding fellow participants.

A learning process that stimulates performance

The Ivey Executive MBA is grounded in the reality of today's business world. The catalyst for learning is business cases, real situations in real companies. Through Ivey's case method, participants are encouraged to make decisions in a real business setting. They develop practical skills that can be applied immediately in their current jobs.

A balance between career and studies

Ivey offers a unique class schedule to enable participants to be immersed in Ivey with minimal disruption to family and work schedules.

Curriculum and faculty

Details about the curriculum and the faculty are shown in our Program brochure, and on our website at www.iveyemba.ca

Consistently high rankings

The Financial Times (UK) has ranked Ivey as one of the top business schools world-wide.

“When we decide where we’re going to sponsor our executives, Ivey always rises to the top. It very much focuses on general executive management. And the focus on Cross-Enterprise Leadership we think is just perfect.”

Tim Hockey, Alumni (EMBA 1997), Co Chair, TD Canada Trust

THE RETURN ON YOUR COMPANY’S INVESTMENT

Immediate payback

Ivey’s Executive MBA program is constantly focused on practical, hands-on learning about current business challenges. Participants are exposed to relevant concepts and techniques and are encouraged to apply these to their organizations right away. In addition to regular course work, there are many group projects and individual assignments intended to deliver payoff to our sponsorship organizations.

Long-term value

When the program is complete, Ivey Executive MBA participants are armed with the skills, knowledge and confidence they need to keep your organization competitive in the global marketplace. They will have developed a broad cross-functional perspective that prepares them for senior responsibilities. They will have been exposed to best practices and compared experiences with senior managers from many of Canada’s leading organizations. And, at the same time, they have been a part of your organization, making ongoing contributions enriched by their learning experience.

Because the goal of the Executive MBA is to develop leadership skills, rather than to learn specific knowledge, your organization will continue to benefit from your employee’s learning experience for years to come.

As a sponsoring employer, you commit to allowing your Executive MBA participant time off to attend classes and agree to consider proposals for in-company projects. Many employers also pay all or some tuition fees.

In sponsoring your employee, you are investing in the most valuable resource your organization has – talented people. The return on your investment will be better decisions, more innovative ideas and stronger leadership.

Impacting the curriculum

The Ivey Executive MBA program allows participants to guide the business issues and challenges relevant to their organizations. We encourage you and your employee to decide together how to apply the program assignments and focused learning that best benefit your company.

Specializing in executive education

The Ivey Executive MBA has a reputation of helping some of the world’s most accomplished executives run their businesses more effectively. This is our ultimate goal.

Ivey’s faculty is a major reason for this reputation – they are experienced managers and executives who are well versed in business. They understand that hands on, practical education, produces cutting edge results. Our faculty also works in real business, researching and consulting internationally known companies – they are eager to share their passion and insight for business with our participants.

Please call us if you would like any further information about the program. We look forward to hearing from you.

1-800-342-1857
www.iveyemba.ca



FREQUENTLY ASKED QUESTIONS

Here are answers to the questions most often asked by Executive MBA sponsors.

What is my commitment as a sponsoring employer?

Ivey's Executive MBA schedule enables participants to maximize their time in the program with minimal work disruption. However, participants do require time off to attend classes and residence sessions.

When are the class sessions scheduled?

The Executive MBA program is designed to allow managers to continue with full-time careers while they study. Our program format is four days a month (Thursday to Sunday), once per month with two different start dates each year. Classes are held over three consecutive terms, each five months in length.

For a detailed schedule, please call our office 1-800-342-1857 (519-661-2172).

What is the typical weekly workload for a participant?

To prepare for classes, a participant should spend 16 hours per week on average, but this work is usually done after business hours.

Who should be sponsored for an Executive MBA program?

Ivey's Executive MBA is best suited to intelligent, self-motivated, and inquisitive managers with at least seven years of full-time work experience.

Potential participants are seeking to fulfill their maximum career potential. An Ivey Executive MBA participant is someone who recognizes this need for improvement on their own and is highly motivated to succeed. The Ivey Executive MBA program supports this need wholeheartedly with a world-class program creating symmetry between career and academic goals.

What can I do to ensure my employee gets the maximum benefit from the program?

Sit down with your employee and discuss this commitment and your support; it is integral to their success. Help them best manage their goals in the classroom and their office.

An Executive MBA is a serious undertaking. It requires full backing from its participants and his or her employer — it is a joint venture.

Start by planning how you and your employee will share and benefit from the educational experience at Ivey. Give employees a formal opportunity to express their new ideas and how they can apply to your company. An Ivey Executive MBA will strengthen your relationship with your employee, help them grow, and in turn, their expertise and skills will cultivate your company.



How can my company get maximum benefit from the program?

Your employee will do some or all of his or her projects in your organization. In the past, many Executive MBA projects have brought real value to the sponsoring organizations, improving efficiency, streamlining processes and solving stubborn problems.

Will my company's information be kept confidential?

You should be prepared to provide access to the data and people in your company needed to complete projects, including departments and functional areas other than the one in which your Executive MBA participant works. Sensitive data can be protected, for example, shared only with the supervising faculty member. Your employee may also participate as a team member in a project involving another organization. This provides a valuable behind-the-scenes look at the way other companies approach problems.

How will the program help high-potential managers?

The demand for high-quality MBAs is high. Add that to the difficulty of finding someone who is also experienced in your business, and the challenge is even greater. An Executive MBA enables you to fast track your own talent pool by giving most-promising managers the education and experience to advance to the next level in your organization. Put a career development plan in place, which reflects their increased knowledge and capabilities.

Are there any costs beyond the tuition fee?

The tuition at Ivey includes all tuition and fees, on-site meals during class sessions, and all books and course materials. Participants also have access to a vast array of Ivey resources — research, library, and industry analysis. There is also a travel bursary program for those participants incurring major costs because of the distances they travel to attend class.

Which other companies have sponsored Ivey Executive MBA participants?

Major Canadian and international corporations sponsor Executive MBA program participants, as do many forward-looking smaller organizations. Many send employees each year after seeing the impact of the Ivey learning experience on the job performance and productivity of their managers. Each class also includes a mix of members from the legal, medical, accounting and consulting professions, and entrepreneurs.

If you don't find your questions here, please call our Executive MBA program office at 1-800-342-1857

THE BENEFITS OF AN IVEY MBA (A CASE FOR YOUR ORGANIZATION)

- **The returns are immediate.** Your employee will come to work after each class energized and inspired with a new outlook on your company.
- **Your employee will bring new ways of thinking** and ideas to your organization through interacting with professionals from a broad range of international industries and professions.
- Ivey's case study methodology means your employee is exposed to hundreds of real-life business situations that **build faster, more effective problem-solving skill sets.**
- **Ivey leads the country in knowledge development**, so your employee will be gaining a depth of understanding business from those most experienced in creating it.
- Get the most out of your investment by **sharing your candidate's new ideas and knowledge** with your employees. This could be through reports, presentations and idea-sharing sessions.
- **Broaden the knowledge of your best people.** Ivey's Executive MBA program helps these bright and capable people to diversify their skills enabling them to take on more responsibility.
- **An Ivey education lasts a lifetime.** Your organization will develop an ongoing relationship with Ivey and its extensive research, library and consulting resources. In addition, your employee will make valuable contacts through his or her internationally experienced colleagues and faculty.

"Many managers have taken a variety of programs at my company – but I'm bringing back something completely different. Something that no other school has with all the networking and all the experience of other classmates. I've brought back lots of ideas in terms of business cases, risk mitigation, decision making and risk measuring. I've also brought back some really good ideas on how to manage my team and I hope I've made a difference at my company."

Elizabeth Bond, EMBA 2005



"We have very seasoned executives in the program and one of the benefits they gain from the case discussions is a greater self-confidence in their ability to resolve complex management problems."

Jean-Louis Schaan, Ivey Professor





A MESSAGE FROM THE DEAN

Choosing the right Executive MBA program can be a daunting task.

At Ivey, we believe today's global environment demands learning new ways to approach solving business challenges. One where individuals are given the opportunity to step into the role of decision maker – and turn concepts into knowledge, and theory into practical skills.

Our case-based learning method is second to none. World-class faculty bring their consulting and research together with executives from a broad range of backgrounds and experience to create a dynamic learning environment. One that builds leaders with the ability to think at a higher level and who have a bias for action.

I am always happy to speak with employers who are considering sponsoring employees for the Ivey Executive MBA program. If you would like my assistance in making this very important decision, please feel free to send me an email and I will respond to you personally.

Carol M. Stephenson, Dean

deanemba@ivey.uwo.ca

Richard Ivey School of Business
The University of Western Ontario
1151 Richmond Street North,
London, Ontario, Canada N6A 3K7
Telephone: 519-661-2172
Toll free: 1-800-342-1857
Fax: 519-850-2341

Email: execmba@ivey.uwo.ca
Web: www.iveyemba.ca



Richard Ivey School of Business is an accredited member of EQUIS (European Quality Improvement System), awarded by the European Foundation for Management Development (EFMD).

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