

00:00 My name is Ariana.
00:01 I am an Associate Director in the Graduate Admission Office at Suffolk.
00:05 We're really happy that you're here today.
00:08 And, we're going to share the MBA
00:10 and the Executive MBA program from our program directors.
00:14 So you can learn some more, help determine what's best for you,
00:18 and then we can help you with our next steps.
00:20 If you would, stay muted while you are in the, when you are reviewing the slides.
00:28 And, then if you are, have a question, if you would chat it into the box on the bottom
00:34 of the screen, type your questions and then I will insure
00:37 that our panelists receive them as we go through or at the end.
00:41 So don't be shy with your questions.
00:43 I'm going to turn it over to MBA Program Director Jodi Detjen.
00:47 Hi, welcome everybody.
00:49 I will talk to you in just a minute.
00:50 Tammy, do you want to introduce yourself?
00:52 Sure my name is Tammy MacLean.
00:53 I'm a Professor of Management at Suffolk.
00:56 And, I am also the Director of the Executive MBA program as well
00:59 as the Center for Executive Education.
01:02 Welcome everybody.
01:03 So I'm going to talk to you about the MBA program and then Tammy will talk to you
01:06 after I'm done about the Executive MBA program.
01:10 So one of the things that we love about the Suffolk MBA's
01:13 that we really leverage are location of Boston to bring business into the classroom
01:18 so that you're experiencing it live and in real time.
01:23 And, am Jodi Detjen.
01:24 I too am Professor of Management here at Suffolk University.
01:28 I am also managing partner of Orange Grove Consulting where I do consulting work
01:31 with organizations to try to get more gender, equity,
01:34 and inclusion into senior leadership levels.
01:36 So I've been working at Suffolk for a while.
01:38 I've been the MBA Program Director since 2016 when we redesigned the entire program.
01:43 And, we've been adapting it every since.
01:45 Our phraseology is we are agile and that's what we seek to try to get you all to do as well.
01:53 So I think the first question that we get a lot is.
01:55 Why even bother with an MBA?
01:57 So let me tell you why MBA's matter.
02:00 So first off, when you think about what MBA's will do for you, 86% of graduates are coming
02:08 for their MBA's so they can get into leadership positions.
02:12 85% of them are working in their chosen career.
02:15 So they are coming in and they're deciding where they want to go and taking that direction
02:19 and then using their MBA to get there.

02:21 82% report increased earnings which is, of course,
02:24 what everybody wants especially right now.
02:27 75% say they got their promotion faster as a result of their MBA.
02:31 And, 72% think they have a stronger network as a result.
02:36 Often what you'll see, when we're in the orientation session, is
I'll have everybody look
02:40 around and say this is your network.
02:42 These are the people that are going to help you move up to a
different level because so much
02:47 of what you learn, so much of what you experience is about these
connections.
02:51 And, we'll talk more about that in a little bit.
02:54 So why Suffolk?
02:56 Well, one of the cool things about Suffolk is that we are
extraordinarily diverse.
03:00 I'll give you an example.
03:01 So I led, I lead the course, the Travel Course to Silicon Valley.
03:05 And, this past March we went.
03:08 And, I think there were, I think I had ten different countries
represented.
03:15 Every single solitary person in that classroom came from a
different background.
03:18 It was the most diverse classroom I had ever taught.
03:21 30% of our MBA's are global.
03:25 And, we have all different kinds of people from all different walks
of life.
03:29 We have people that are different age groups,
03:32 some that are highly experienced, some that are less experienced.
03:35 We have, 50% of our MBA's are women.
03:38 We have people from veterans, we have people of color.
03:43 We have all sorts of diversity that you will never experience in
another MBA
03:48 because we are one of the top ten in the country for diversity,
also really flexible.
03:54 So that, what that means is, is that we teach online,
03:59 we teach on campus, we teach, we teach on the road.
04:03 So we've got a lot of different options for you to actually get
your MBA.
04:08 We are based in experiential learning.
04:09 And, I'll talk a little bit about that in a minute.
04:12 Because we bring, as I mentioned, businesses into the classroom and
we're also global.
04:17 Not only do we have global international students, our faculty is
over 50% global.
04:23 And, we will take you internationally on a travel course so you can
see and be immersed
04:28 in a region of your choice so you can really see how business is
done in an international way.
04:33 If you have a business undergrad, you can get this done fast.
04:37 Three semesters full time and you are done.
04:40 We have four key elements of our ever MBA program.
04:46 First we contextualize.
04:48 So in this world right now, what's going on with everything in
terms of the pandemic but also

04:54 in terms of globalization and also in terms of how people are learning from each other,
04:59 there's a lot more collaboration.
05:00 And, what this means is, is that people have to be in a place where they can connect.
05:05 So we're going to contextualize what this looks like from the perspective of Boston looking
05:10 at this as a hub of activity, a hub of creativity.
05:14 We're then going to teach you the business from that fundamental.
05:17 So these are the functional aspects; marketing, operations, accounting.
05:23 These are the core elements of how do you run the business looking
05:27 at each individual functional components.
05:30 Then we bring this together so you can construct the big picture.
05:33 And, you start to see the business and how businesses operate from a leadership perspective
05:38 and a strategy perspective so that you can see how things work from an overall view.
05:43 And, then we cap it off by thinking about how do we lead and implement change.
05:48 Change is ubiquitous, and now more than ever, the ability to be agile,
05:52 the ability to be responsive to change, the ability to think ahead in terms of strategy.
05:57 It's absolutely required.
05:58 And, here we give you those skills.
06:01 These aren't various things that you just pick up along the sidewalk.
06:04 These are fundamental concrete skills that you will learn here in our MBA program.
06:10 So let me give you, let me give you an example of some of the live engagements
06:15 that we have within our classroom.
06:17 So in all of our core courses, we have a live client project.
06:21 In fact, Tammy teaches one in her classroom.
06:25 She teaches one of the collaboration classes and brings in a live client every semester.
06:28 And, so I'm giving you a couple examples of clients that people have had before.
06:34 We've got biotech manufacturing, real estate developer, large bank, large nonprofit.
06:38 And, in each case they're asking us a question in which they're struggling.
06:43 They would love to figure out how to do this.
06:47 So for example, for the first one, they were looking at biotech, biomedical manufacturing.
06:52 And, they were looking at other places in the United States
06:55 and internationally to move manufacturing to.
06:58 So the students are basically saying that if we were asking the students,
07:02 we want to keep it here in Massachusetts, how do we do it?
07:04 So the students figured it out.
07:06 And, what they found was that there were areas in Wooster and Western Mass

07:09 that actually had a cost benefit analysis and they were comparatively better
07:13 than in other regions of the country.
07:15 So the company didn't know the answer.
07:17 The student went out, students went out, as part of their course work, figured out the answer,
07:23 and then presented that back to the client.
07:26 So the clients are able to hear these fresh perspectives, these new ways of working.
07:32 And, students leverage the extensive resources that we have in our library in terms
07:36 of connections that we have to actually do primary and secondary research
07:40 that is fresh and new for these clients.
07:43 You will walk away having worked with 6 to 12 clients
07:47 that you can then talk about it on your resume.
07:49 You can talk about it when you're trying to get a promotion.
07:52 You can talk about it as you've experienced and what you've learned from these live experiences.
07:58 We have lots and lots of options for concentrations.
08:02 One of the cool things, I think, about our program is that we have four electives
08:07 as part of, as part of our core, our core curriculum.
08:11 And, what this means is that you get to concentrate in the area
08:13 that makes the most sense for your career.
08:16 Now, some students decide that they don't want to concentrate.
08:18 And, they dabble and they look at different perspective.
08:21 So they may take a class from each of these areas.
08:23 But, if you want to specialize, this is the way to do it.
08:26 So not only will you get an MBA, you will also be able
08:29 to concentrate and focus in on these areas.
08:32 We have nine here; business intelligence, forensic accounting, corporate accounting
08:36 and finance, government nonprofit accounting, corporate finance, FinTech, investments,
08:42 risk management, market research, and customer insights.
08:45 We also have product management, global marketing, supply chain management,
08:50 business intelligence, creative disruption, entrepreneurship, health sector management,
08:55 managing others, financial services in banking, and global strategy.
08:58 So you get to choose where you want to focus and concentrate.
09:05 If you don't want to do the full MBA, we also offer a certificate.
09:09 The certificate asks you to take six courses.
09:13 We want you to take the economics for managers so that you can really understand some
09:16 of the macro and microeconomic challenges that businesses,
09:19 business managers face as well as statistics.
09:22 In this era of business analytics, statistics is absolutely fundamental.
09:26 You don't necessarily need to be an expert.
09:28 But, you need to understand some of the fundamental aspects of descriptive statistics.

09:32 Marketing, finance, accounting, and operations so that you walk out with a graduate certificate

09:37 in business fundamentals knowing the base fundamental aspects

09:41 of business, how businesses operate.

09:45 We have multiple dual degree options.

09:49 You can get an MBA MS in accounting, business analytics, finance, marketing, taxation,

09:56 and also a dual degree MBA juris doctorate or a law degree.

10:02 What this enables you to do is take two degrees and really condense it

10:08 so that you can get it a lot faster.

10:10 We find that a lot of our students really love this option because rather

10:13 than taking two distinct degrees, you're actually blending them together.

10:15 And, so you're not having to do full, the full hog, you actually get to blend them

10:20 and really use and leverage what you're learning in one to help you with the other.

10:25 So you walk out of here in a very short period of time,

10:28 less than two years in some cases, with two degrees.

10:33 So we look at this from these four buckets.

10:36 Let me break it down into a little bit more detail.

10:39 So we think about contextualization from Boston to the world.

10:42 What we're really looking at is what is it about Boston that makes it

10:46 such a powerful magnet for highly skilled people?

10:52 So we've got our finance cluster where there's a lot of FinTech happening.

10:55 We've got farm and biotech, which in this current environment is extraordinarily active.

11:01 We have high tech or technology which is also another big hub in the US here.

11:06 And, then finally we have healthcare which right now is leading the world in terms of some

11:10 of the innovations that they're doing in response to the pandemic.

11:13 We'll do, you'll do a leadership seminar where you reflect and get feedback and understand you

11:20 as a leader and who it is that you want to be as you think about your career.

11:24 And, then finally we look at the ethics aspects.

11:26 And, what does ethics have to do with business and how is integrated in it?

11:31 The second area of business fundamentals, as I mentioned,

11:33 the core, just like I talked about before.

11:35 But, we also have three other classes that really help you think about how business is run.

11:40 The first one is collaborate which I mentioned before that Tammy teachers.

11:44 And, this is really about how to collaborate.

11:46 How do you think about working in teams?

11:48 Innovation is about thinking differently.

11:51 We have to be very reflective, we have to be responsive, we have to be innovative,

11:56 we have to figure out how to be agile.
11:58 This course helps teach you those skills in order to do it.
12:01 And, then the last one is immerse.
12:03 So immerse, what we do is we go visit a country or another state
12:08 and we immerse ourselves in that business.
12:10 I mentioned that I take a group of people out to Silicon Valley
12:13 where we immerse ourselves in what's happening out there.
12:15 It's crazy, it's sail fast, it's so exciting.
12:18 And, we immerse ourselves in a week out there to see what's going
on.
12:22 We also go to Germany, Brazil, China, London, lots of options that
you can choose from.
12:29 And, you get to know and build your skills in a very immersive week
long course.
12:36 Constructing a big picture is where you'll start to bring in some
of your electives
12:40 and you'll start looking at this big picture, the strategic views.
12:44 This is where you're going to think about strategy from a global
sense
12:47 and you'll also think about strategy from a world class sense.
12:50 So here's where you actually think about the strategic view.
12:54 So I often say that, you know, in the beginning
12:55 of your MBA your head's down and you're doing your work.
12:58 By the end of the MBA, you're really looking at what's happening
13:00 in a larger strategic impact of that.
13:04 And, we wrap it all up with leading and implementing change.
13:07 How can we think about ethics from a strategic perspective?
13:11 And, how do we lead change so that we understand that it's a
process that people go through?
13:16 That, there are skills that you develop that are replicable,
13:19 that's something you become expert in, and then you can be a leader
13:23 in your organization's change process.
13:26 The other thing we have is lots and lots of ways that you can get
involved.
13:30 We have, of course, the depths and breadths of our incredible
course offerings.
13:35 But, we have internships and networking opportunities.
13:38 We have these workshops called Edge which do a deep dive on a
particular skill
13:42 such as Excel or public speaking.
13:44 We have special speaker series with panelists.
13:47 We're even doing this online.
13:48 In fact, next Thursday we've got a panelist speaker talking
13:52 about strategy in a time of COVID.
13:54 We have a lot of alumni relationships and connections
13:58 that will bring the alumni into the classroom.
13:59 But, we also have opportunities for you to meet the alumni outside
of the classroom.
14:03 And, then of course the travel seminars which really allow you to
see the business world
14:08 from a completely different perspective.
14:11 So the Suffolk MBA is something that immerses you in Boston and
enables you

14:18 to really understand business from an internal perspective so that you can see how things work

14:25 and understand it using frameworks, understand it using skills, understanding using mindset.

14:32 So that you can walk out of here being proud to be a Suffolk MBA graduate and showing off

14:39 and showcasing the incredible skills that you've gotten.

14:42 I'll hand it over to Tammy now to talk about the Executive MBA.

14:47 Thank you Jodi.

14:49 See if I can share my screen as well.

14:57 That is not my slide there.

14:58 Give me one second.

15:03 All right.

15:03 Thank you very much Jodi.

15:05 And, it's nice to be here with you this afternoon.

15:07 It's nice to have Jodi go first.

15:09 She's done the heavy lifting in terms of talking about the university

15:13 and about the MBA program generally.

15:15 I'm going to talk to you about the Executive MBA program where you're still getting an MBA

15:21 but we deliver it in a different way and we gear it towards a different cohort

15:27 or category of students.

15:29 And so, so you know, I am again the Director of the Executive MBA program.

15:32 I've been at Suffolk since 2003.

15:36 And, I am a Professor of Management as Jodi said.

15:39 I teach a collaborate class both online and offline in the traditional MBA program.

15:44 And, I also teach in the Executive MBA program.

15:46 So I have a good understanding of both programs and who's a good fit for what kind of program.

15:53 So my job, today, is to tell you a little bit about the differences

15:57 between the Executive MBA program and the MBA program.

16:01 And, so with Jodi's description preview of the program as a backdrop,

16:07 one of the important differences about the Executive MBA program is

16:11 that students go through it as a cohort.

16:14 So rather than choosethe courses that you're most interested in and make your own schedule,

16:19 this is a program where we pull together a cohort of anywhere between 10 and 20 students

16:26 who start every fall together and go through their entire program together.

16:31 We look for people who have a minimum of 7 years work experience.

16:36 This is an MBA program for people who, you know.

16:40 Jodi, what would you say our average age is in our traditional MBA program?

16:44 We actually have an average of about 3 1/2 years experience.

16:49 Okay. So this program is really aimed towards people who didn't wind up doing their MBA,

16:55 you know, shortly after they began their career.

16:58 It's for mid career people, some senior professionals.

17:03 You can see our average age in our cohort is 38 years old.
17:08 And, of course, the average age being 38 is
17:10 like saying the average temperature in Boston is 50 degrees.
17:13 You know how many of those days, those days we actually get.
17:17 Our age range is anywhere from 29 years old to 61 years old in our
graduating cohort,
17:24 this particular, this particular year.
17:27 And, so we have a wide range of people, but people who come to the
table
17:32 with a great deal of professional experience.
17:35 So the average work experience is 16 years.
17:39 But, again it ranges along with the age range.
17:42 And, you know, my job is to pull together a cohort of people from a
wide variety
17:48 of industry backgrounds with a wide variety of professional
experience.
17:53 So that, when you go through the Executive MBA program, you're
really learning an awful lot
17:59 from the people who are in the cohort as well as from the faculty
because you have people
18:04 who work in different industries and work in different functional
areas
18:08 and really have a depth of experience for you all to draw from.
18:13 And, so you know, over the last 5 years or so, we have a 40, 60%
ratio of female to male.
18:20 Although our current cohort has 70% female.
18:22 So things do vary year to year.
18:26 This program is structured differently than the MBA program.
18:31 It is a full time program.
18:33 But, it's designed so that you can continue working full time as
well.
18:38 So it's an accelerated curriculum.
18:40 It takes 16 months to finish.
18:42 It begins every September and runs straight for 4 semesters.
18:47 The program runs, the classes run on Saturdays.
18:50 So classes start at 8:30 on Saturday morning, they run till 5:30pm.
18:55 Generally, you're taking one class at a time.
18:57 So if you were to start in the fall, you would have me for
organizational behavior first.
19:02 And, we're in class together all day.
19:04 And, I can tell you, that, while I probably could talk at you from
8:30
19:10 to 5:30, you probably don't want me to.
19:13 This is, this is a classroom where, you know, my job as a faculty
is
19:19 to really facilitate conversation in the room.
19:22 You know, and I think that you would find, and even if you talk to
current students,
19:26 it's a long day but the time goes by very quickly when you have
professors
19:31 who are doing everything they can to help you bring the experiences
and perspectives
19:36 on these real world problems that we talk about in class to bear.

19:40 And, so it's not, you don't sit and get lectured at for eight hours.

19:44 You are part of the, part of the pedagogy, really.

19:48 Not only do we have Saturday courses, we also have three required travel courses.

19:54 We bring the cohort in December to Florida and we put you in teams

19:59 on sailboats for a leading teams class.

20:02 So you sail half a day, you're in class half a day with the goal

20:06 of you really having an opportunity, you know, we feel like we're putting a bunch

20:11 of smart ambitious people in boats together who don't know what they're doing.

20:16 And, it really creates an interesting situation for people to explore how

20:21 to lead during times of ambiguity.

20:24 And, we also have the opportunity, when we're in Florida, we have dinner with the CEO

20:30 of Fortune 300 firm the Garden Group that owns Olive Garden and Seasons 52 and Capital Grill

20:35 and another wide variety of restaurants.

20:38 He's a graduate of our program.

20:39 And, it gives us the chance to spend two or three hours with a CEO of a Fortune 300 company

20:45 and find out what it's like to be in that kind of role.

20:49 In March we have our global travel course.

20:51 We go to London and Paris.

20:53 And, it's very much as Jodi described where you go to different companies and these cities

20:58 and we do class consulting there.

21:00 You're in teams, you work on real world problems and present out solutions on site

21:05 to senior leaders in organizations in these cities.

21:09 And my favorite part of this program is our June travel course, it's our public policy course.

21:15 And, you know, the theme of this course is what happens in DC matters

21:20 in Boston to you as a business leader.

21:22 And, if you understand how policy is formed, then,

21:26 you as a business person will know where to intervene.

21:30 And, we take you to DC and you get briefed by, you know, by Massachusetts legislators,

21:35 but we go to think tanks and we go to lobbyist groups, and we go to the Federal Reserve.

21:41 And, last year, we went to the National Chamber of Commerce.

21:45 And, we've gone to the business round table.

21:47 We go to a wide variety of institutions to understand how things get done in DC

21:53 and give you the opportunity to ask questions.

21:55 And, I often leave that week with more questions than I started with.

21:59 But, I think that's indicative of DC generally.

22:01 And, so that's how our program is structured.

22:05 The themes in the Executive MBA program really are around leadership development.

22:11 You don't, we don't have concentrations like Jodi discussed.
22:14 We really focus on developing your ability to think strategically
22:20 and to solve problems in that way.
22:23 And, so let me put those up there for you.
22:25 We don't, you know, when you take accounting in the Executive MBA
program,
22:31 you know we don't need you to be an expert in debits and credits.
22:34 We need you to know how to read financial statements, interpret
them,
22:38 and make strategic decisions on the basis of them.
22:42 You know, when you take our information technology class,
22:45 we want you to understand the language and be able to speak to your
IT people in ways
22:50 and understand what they're proposing to you so you can make
strategic decisions
22:53 as a leader in your organization.
22:55 And, of course, like other, like other graduate programs at
Suffolk,
23:00 we have a global perspective where, in our cases and in the topics
that we talk about in all
23:05 of our, all of our classes, this global perspective is bake into
what we do.
23:10 And, our plan is that what you do on Saturday you're going to take
23:13 into the workplace on Monday morning.
23:15 You know, we aim to give you tools that you are going to be able to
use right away
23:21 to strengthen your abilities to be effective in the workplace.
23:24 And, that is the end of my slides.
23:28 So I think what we'd like to do now, Ariana, correct me if I'm
wrong, is take questions?
23:34 Yes and we have a few good ones.
23:36 I would also encourage anyone who is wondering about a certain
thing
23:40 to go ahead and type it in the chat.
23:42 I would also monitor the Q and A box if anyone enters them there.
23:46 So one of our attendees is looking for some detail on career goals
and ambitions
23:52 of the candidates applying to the Executive MBA Tammy,
23:56 career goals an ambitions of the candidates applying.
23:58 Yep. And, I think that, you know, like many people applying to any
MBA program,
24:04 people are often looking to advance their career.
24:07 But, what we see a lot of our people who have become experts in
their functional area,
24:13 experts in their role, and they want to make that next big step.
24:19 And, they know they need to broaden their business acumen and their
skills.
24:23 And, so you know, our folks are looking to broaden and formalize
their business experience
24:29 and their business education for the next bit step into leadership.
24:33 And, I'd like to add to that, Ariana, that it's interesting the
people that we have in the room,
24:39 you know, ten years ago the Executive MBA cohort, you know,
24:42 looked like the financial district in Boston.

24:44 People rolled out of state straight in Fidelity and came down.
24:47 And now, you know, the graduating cohort has someone with a PhD in biochemistry,
24:52 has someone who's an executive director of a hospice facility,
24:57 has someone who's running a neighborhood help organization in South Boston.
25:03 It's, we really have a very broad diverse population of students
25:10 that really makes the classroom so much more interesting.
25:13 We have people from, you know, biotech and nonprofits and financial services
25:18 and construction and transportation.
25:20 It's really, it's a really interesting mix that really adds a lot
25:24 of depth to the classroom discussions.
25:27 Yeah we see the same thing in the MBA program.
25:30 I always joke because in the beginning when you have, start an MBA class,
25:33 you ask people what industry they're from, you get everything.
25:35 You get the nonprofit, you get government, you get finance, you get startup,
25:39 you get healthcare, tech, everything.
25:42 And that's what's make these MBA classrooms, whether it's the exec or the regular MBA,
25:46 it's so incredibly rich because the conversations we're having is
25:50 from all these different perspectives.
25:52 One of the things that we really try to drive home is that,
25:55 when you think about strategic leadership and thinking about developing strategy,
25:59 you've got to look at it from multiple perspectives because it doesn't work otherwise.
26:02 Just by doing this functional view, you're not going to get an answer that actually works
26:06 and is able to compete in today's market.
26:08 So I think it's, I think the MBA classroom is just a blast
26:12 because of this diversity of background.
26:16 Can you speak a little bit to outcomes, both of you?
26:20 What are graduates saying about the benefits once they get out?
26:23 And, has the program made an impact on their career goals?
26:26 Yeah. I think, as I mentioned in my slide earlier on, our results are very consistent
26:32 with what you see generally in MBA populations.
26:35 So people make more money, people get promotions more.
26:39 People also get flexibility.
26:41 Like, a lot of times what ends up happening is you'll get probably about 20%
26:45 of the MBA population wants to changes their career.
26:47 So they use the MBA as means to actually go do that.
26:51 So for example, one of my students was a lawyer, hated law.
26:55 Decided he wanted to go into marketing, got his MBA, and totally used his concentration
27:00 to become an MB, I mean a marketer.
27:02 So now he completely changed his career and really was able to think
27:06 about what he wanted in a totally different way.
27:09 I would say what a lot of people end of doing is use it as,

27:13 parlay it up to their next career step.
27:16 So they get this ability to think more strategically and they're able to get out of
27:21 that functional stuckness that they've often been in and rise up.
27:25 And, so we see a lot of people getting promotions
27:28 within the first 18 months after getting their MBA.
27:32 The other thing, I think, what you also see is a lot more connection.
27:37 So what we're hearing, what we hear also is,
27:39 is that because of the MBA they've made this connection to this person and to that person.
27:43 And, so now some of them have started businesses together.
27:46 Some of them are helping each other getting, changing jobs.
27:50 Like they'll somebody will post hey I need a job, I want,
27:53 I hate my company, I want to change to a new job.
27:55 And, you get like three or four people going hey try this.
27:58 And so, so much of what you see in the MBA program is
28:02 around this connection and networking.
28:04 Yeah. And, I'd like to emphasize that particularly with respect
28:08 to the cohort model in the Executive MBA program.
28:12 One of the, you know, one of the enormous takeaways that people always talk
28:16 about is this backed in network that they have as a result of the cohort.
28:20 And people, you know, our cohorts are in touch, you know a decade
28:25 and 15 years after they've graduated.
28:28 And, they still have what's up groups and they help each other professionally and personally.
28:32 And, that cohort network is a really important outcome.
28:37 I would also say that confidence is something we hear a lot from our graduations.
28:43 Is that it's actually given them the confidence to speak up in meetings and the confidence
28:50 to try to be persuasive and the confidence to go for bigger roles than they may have had before.
28:54 And lastly, I just want to talk about the actual impact on their organizations
29:02 that people have as a result of these programs.
29:04 So the Executive MBA program, the kind of final moment
29:08 of the Executive MBA program is our Capstone Course where each student is required
29:14 to identify a problem or an opportunity in their organization.
29:19 And, we get them thinking about it early on in the program.
29:22 And, we have a class on opportunity recognition to help them think
29:26 about what they might want to tackle.
29:28 And, then in their last semester, they identify a problem
29:32 or an opportunity whether it's fixing a process or developing a new product
29:36 or some other type of innovation.
29:38 They identify stakeholders in their organization and they bring everything to bear
29:43 that they've learned in the three semesters prior
29:46 and that they're learning currently to bear on this problem.

29:50 And, on the very last day of our program, we have a big Capstone presentation day
29:54 where the stakeholders come in and people, students present out their ideas.
29:59 And, these Capstone projects you know,
30:00 our goal is that they're being implemented while you're still in your program.
30:05 These are game changers for students and for their organizations.
30:09 You know, we have students who have, you know, pitched and implemented Capstone projects
30:14 that have tremendously improved their organization's productivity
30:18 and launched their career in a different way.
30:20 And, so I think that, you know, the idea
30:23 of impact being an important outcome is a strong one
30:26 for the Executive MBA program and for the MBA program really.
30:31 We've got some good questions rolling in.
30:33 Thank you all and feel free to type them in the chat or the Q and A box.
30:37 Jodi, can you speak to when you can start the MBA program as specifically,
30:42 if there's a summer session, and what that looks like?
30:46 Yeah. So in the summer you can start the online program.
30:49 That starts in May.
30:50 So summer is I believe, I think it's closed now.
30:54 But, typically, for the on campus program, we have fall intake and we have the spring intake.
31:01 So it's pretty flexible.
31:03 If you do want to go online you can start in May.
31:07 Yeah. So we should specify that there is an online MBA.
31:10 You can do the MBA entirely online or you can do the MBA entirely on campus.
31:15 Should you choose the latter, you can do it part time or full time.
31:19 And, regardless of whether you choose on campus or online,
31:22 you can start in the summer but the summer is always online.
31:26 It also begins soon.
31:28 So most of our focus is on the fall enrollment.
31:31 But if you are looking to start the MBA in the summer, let's talk offline and we can find a way
31:36 to make that work as best as we can.
31:38 Or, if it's more appropriate, start in the fall.
31:41 And, just so you know, the same professors that teach online teach in the classrooms.
31:45 Just like Tammy mentioned she teaches both online and classroom so.
31:48 You can take me in the summer or you can take me in the fall,
31:50 you can take me in person or online.
31:51 Sounds like Dr. Seuss.
31:54 It's awesome.
31:54 It's just, I think that's one of the things that really makes our MBA program so unique is
31:59 that it's the same professors and it's the same curriculum.
32:02 So we don't really care whether you take it online
32:04 or in person, you're getting the same results.
32:07 We don't have this, you know, separate track type stuff which has a subpar curriculum.

32:12 It's the same, you're getting the exact same quality.
32:15 And, we're very proud of that because we've been around for a long time.
32:18 And, I see that there is a question about the COVID-19 and whether
32:22 or not we're going to be shifting to online.
32:24 So here's the, here's the deal.
32:26 We've been online since 1999.
32:30 Our, we had, we were the first Northeastern, Northern,
32:34 Northeastern college to have an online program.
32:38 So we're experts at this.
32:41 We have absolutely no problem.
32:42 If we have to go online in the fall, we'll be online in the fall.
32:44 Our classes are still highly interactive, you're still going to have connections,
32:48 you're still going to have a live client project.
32:50 Nothing's going to change for us.
32:52 So we are hoping very much that we will not have to be fully online.
32:56 But, if we are, it's going to be the same quality for you.
32:59 You will not notice the difference.
33:01 That I am 100% sure of.
33:04 In the meantime, we're going to do everything we can to be
33:09 on campus I the fall, whatever in our control.
33:12 Yeah.
33:12 We should also mention that the Executive MBA's only operate on campus
33:16 on Saturdays and only starts in the fall.
33:19 But, the kind of add on to that is that we are actually online now.
33:25 You are.
33:26 So the Executive MBA is a face to face program.
33:32 Our students want to be in the room with each other.
33:35 And that's, so that's what we offer.
33:38 Now all that said, we have, because we have the skills as a business school and we have faculty
33:43 with the skills to teach online, we have been able to pivot very quickly.
33:46 We are offering our summer courses online.
33:49 We are hoping to be back in the room in the fall.
33:52 I'm actually hoping that, because we have a small cohort, that, and it's on a Saturday
33:55 that we'll be able to be back on campus, you know, regardless.
33:58 But, even if not, you know, the learning outcomes for you will be the same even
34:04 if we have to pivot and offer it online.
34:06 People don't want to, you know, this is an uncertain time
34:09 and you can't put off your education forever not knowing what's going to happen.
34:13 And, so we're going to make it possible for you to have the same, you know,
34:17 positive learning experience and the same learning outcomes, you know, if we do it online,
34:22 if we have to do it online, you'll still get what you're looking for.

34:27 So someone asked about the application process.
34:30 Before we talk about that, someone else wanted to know about team projects.
34:35 Can you speak more about team projects during the curriculum?
34:38 And, also workload and how much they can expect outside of class per week?
34:43 Yeah. So it really, you can expect at the MBA program you're going
34:47 to have a team project in every class.
34:49 It's pretty much, it's pretty much almost definitional with an MBA program
34:52 that you just are going to be working in teams.
34:54 Which, the reason is, is because teams are everywhere at work.
34:57 Most of you probably are already working in teams.
34:59 And, so it's about how do you manage those teams more effectively?
35:03 How do you deal with the challenges of teams?
35:05 And, so we're going to give you the skills to enable you to do that.
35:08 Now, in terms of how much time that, of course, varies by class.
35:12 But, you can expect to average about 10 hours a week I would say,
35:16 probably 7 to 10 hours per week per class outside of the classroom.
35:20 Sometimes it'll be less, sometimes it'll be more.
35:23 Of course, there's going to be peak times during the semester, there's going to be.
35:26 More for the online classes Jodi.
35:28 Right?
35:28 Online and in person I think.
35:30 It's going to be similar.
35:31 So but that includes reading, that includes preparation, that includes the time
35:37 that you're going to be doing in your team work.
35:39 So it's a wide variety.
35:41 And, it's pretty, it's pretty standard.
35:43 But, every class will be, every class will be different.
35:46 But, you can sort of average that.
35:47 I would probably say 5 to 10 hours on average per week outside of the classroom.
35:51 I'm going to say that's not the case with the Executive MBA program
35:58 where we are running a full time program in 16, in 16 months.
36:03 You can count on roughly 20 hours a week of reading and work and team work
36:10 and assignments for the Executive MBA program.
36:14 And, you know, it's one of those things where it really depends on the class
36:18 and it depends on what you're good at.
36:19 For some people it doesn't take that much work, for other people it takes more, you know,
36:23 really does depend on your skill set and your strength.
36:26 But, this program does require, it is a big commitment.
36:30 It's a big commitment of time.
36:32 It's a lot of work.
36:33 You'll feel like you've gone through the fire together at the end.
36:37 What I can tell you is that nobody quits.
36:40 Once people start, and I can say that, you know,

36:43 having known all of the cohorts in the last 10 years.
36:46 Nobody quits because it's too much work.
36:48 [Inaudible] people get through.
36:50 People get through.
36:51 In fact, if you wanted to quit full stop,
36:55 I mean except for where I see people leaving just exceptional life circumstances,
37:01 people don't quit because of the workload.
37:03 You just, they just do it.
37:04 They make it work.
37:05 They make it work.
37:07 And, the other thing I think that's really cool about Tammy is that it's a skill.
37:11 And, you can use that skill again and again and again.
37:14 So that's why we always look at all the stuff that's just skills.
37:17 And, that's what we want, we want you to walk out of here with a skill set and a mindset
37:22 that enables you to differentiate yourself.
37:25 So let's shift to the admission process, what you look for
37:29 and what the application process looks like.
37:32 First of all, we are targeting the fall and we are on rolling admission.
37:37 So you're welcome to apply now for the fall.
37:39 We are processing applications and materials as they come in.
37:43 and, registration opened recently.
37:45 So it's in a good, it's a good idea to work on the application process now
37:49 if you're looking to join us in the fall.
37:51 We also turn decisions around very quickly.
37:54 So it's in your benefit to complete sooner than later.
37:57 We'll have a decision in a couple weeks.
37:59 The MBA program does require an interview which can be done during Zoom at this time,
38:04 would be done in person if we were on campus.
38:08 And, the traditional MBA program has a phone interview at the request
38:12 of the department for specific cases.
38:15 So look out for that as a possibility.
38:18 In general, you can have a decision within one to two weeks.
38:22 So again, it's in your best interest to apply if you are going for fall.
38:26 If you're looking at 2021, the application will open later in the summer.
38:31 I will also wave the application fee for anyone who comes, who came to the webinar today.
38:37 So once you submit the application, I'm happy to wave the fee.
38:40 I also put my email address in the chat, so feel free to reach out to me for any questions.
38:45 And, I can be your resource through the process for either program as well as the conduit
38:50 between Jodi and Tammy or Financial Aid or other offices to help you out.
38:56 So a specific question was.
38:59 What do the application process look like?

39:02 So we have an online process, we make it as streamlined as possible.

39:07 We also, one of the hot button issues is the Greg Mat.

39:12 We've moved away from requiring it.

39:15 So it is not required for the Executive MBA.

39:17 It is optional for the MBA.

39:19 We really value the holistic application and what you can bring to the table as a, you know,

39:25 entire, a whole picture applicant as opposed to relying on the test as a determining factor.

39:30 We basically looked at whether it predicts success in the program and found

39:34 that was not a direct correlation.

39:36 So I'm pleased to let you know it is optional for MBA and not required for executive.

39:41 What you will do is apply via suffolk.edu/graduate-admission.

39:48 You'll also get more details and communication in your email following today's event.

39:54 Basically, you'll fill out the application, it's very streamlined, and you'll submit that.

39:58 I mentioned that I will waive the fee.

40:00 You're also required to submit transcripts.

40:02 Because of the pandemic we are accepting unofficial transcripts at this time.

40:06 Official would be required prior to enrolling in the program.

40:10 So you have some flexibility there.

40:13 In addition to the transcripts, we need you to upload a goal statement,

40:16 typically one to two pages just taking us on your journey,

40:20 aligning us with the Suffolk program, your goals, anything you want us to know.

40:24 Upload a current and proofread resume as well as making sure

40:30 that you obtain the letters of recommendation.

40:34 So one or two depending on the program and your experience.

40:37 We can also talk offline if you have specific questions about your candidacy.

40:41 But, choose your professional and or academic references wisely.

40:45 And, they're submitted right on the online application.

40:48 So it's pretty standard.

40:50 I know we have some students who are outside the US right now.

40:54 If you are a nonnative English speaker, we do need some TOEFL or IELTS scores

40:59 as evidence of English proficiency.

41:02 Again, we can talk about your specific case offline.

41:05 But, that's basically the materials.

41:07 Again, we make decisions quickly.

41:09 We also will consider all students for our generous merit scholarships

41:13 and need based work scholarships for full time students.

41:18 So you're automatically considered and we have a great financial aid office for other resources.

41:23 You can find tuition if you just go to suffolk.edu and type tuition and fees.

41:27 I know someone had that question.

41:30 We are competitive based on our partners in the area.
41:33 And, so we try to make it as reasonable as possible.
41:36 And, we know that grad school is a significant investment.
41:39 So I won't list the tuition but you're welcome to cruise that on our website.
41:44 And, as I mentioned, we do have generous scholarships
41:47 that we do consider every admitted student for automatically.
41:51 Jodi or Tammy do you want to explain on anything admission process?
41:57 No I think you covered it.
41:59 No. If you want to talk with me, feel free to set up an appointment.
42:03 Ariana's got everything.
42:04 So happy to talk with anybody one on one even in this time.
42:09 I'm doing Zoom calls.
42:10 So I'm happy to do so if you'd like to get more one on one information.
42:13 Yep. If anyone wants to talk with either of Jodi or Tammy, you can definitely reach
42:17 out to me and I can facilitate it as Jodi mentioned.
42:20 There are definitely opportunities to connect with us virtually.
42:23 We have a virtual tour that you can take yourself or you can have a guided tour
42:28 on our website, suffolk.edugraduate-admission, you'll see times to sign up for guided tours.
42:34 We have instant decision day.
42:36 If your application is complete,
42:37 you can typically get a decision on the spot on that day.
42:40 So that's pretty exciting, even virtually.
42:43 And, other ways to connect with us.
42:45 So definitely check out our virtual events.
42:47 We'll do whatever we can to connect with you during this time.
42:50 And, as soon as we can get back to on campus normalcy, we will.
42:55 Do you want to just speak a little bit?
42:58 Go ahead Tammy.
42:59 Can I, can I just, in terms of ways to connect with us,
43:02 I stuck my email address in the chat.
43:05 But, I also would like anyone who's interested in the Executive MBA program to know
43:09 that we have a class visit coming up on May 16th.
43:12 We normally do these in person, let you come in if you're interested, sit in on a class
43:16 and get a sense of what it might be like to be back in the classroom
43:18 and to experience what this program is like.
43:21 We are going to run our first virtual class visit on May 16th.
43:25 It'll be in the afternoon around 3:30.
43:26 And it'll give you the opportunity to kind of hang in the Zoom room with the current cohort
43:31 for an hour and see what this experience is like and hear about the kind of conversations
43:36 that happen in the Executive MBA classroom.
43:40 And, I can see that Ariana just posted the link if you want to register, you can click

43:44 and register or you can give me a buzz and we can have a conversation about that.

43:47 But, it's an excellent way to get a feel for the program.

43:52 Here is also the virtual events page.

43:54 So again, there are plenty of ways to connect with us.

43:58 We'll stay for a few more minutes if anyone has any questions.

44:01 Just so feel free to type any other questions in the box.

44:04 I did want Tammy and Jodi to speak a little bit in what they look for in candidates.

44:09 Who is, for example, do you have to have a business background?

44:14 Are you looking for a specific industry experience?

44:17 We talked about work experience a bit and it does vary by program.

44:21 But, can you speak to, I mentioned we look

44:23 at applications holistically, what are you really looking for?

44:26 I know for us, so I get the exceptions.

44:30 Ariana takes the majority of the MBA's and looks at them holistically.

44:34 I look at them holistically too.

44:36 Really what I'm looking for is somebody who has, you don't have to know a very clear laser

44:42 like view of what you want but you have to have an idea of what this looks like for you.

44:45 Why an MBA?

44:47 I always, I like to use in my classes a lot, the so what, tell us the so what.

44:51 You get an MBA, so what?

44:53 What does it mean to you?

44:55 If you have any challenges in your GPA from undergrad, explain those.

45:00 Tell us what it is that you love about your job, about your career choice,

45:04 just things that I think, just really tell us who you are.

45:08 And, what us?

45:09 Why Suffolk?

45:10 What is, what is it about us that really excites you?

45:13 I think that's what we're, I'm looking for that person to jump off the page

45:16 so I can get a three dimensional view of who you are.

45:20 And, I think the recommendations help do that too,

45:22 the recommendations really help round that out.

45:25 And, then of course your undergraduate transcript tells us a little bit

45:27 about your academics and how well you do that.

45:30 So I think it's this holistic view of what you're bringing

45:35 to the table and what we can do for you too.

45:37 It's a mutual relationship.

45:39 It's not just one way, it's both.

45:41 We want a win, win.

45:42 Right? We want to do something good for you and we want you to bring something good

45:46 to the classroom too so that we can create these rich learning environments

45:50 so that everyone can learn together.

45:52 Yeah. And, I'm going to build on what Jodi said and say that,

45:56 for the Executive MBA program, you know, I'm not, I'm not terribly interested

46:01 in how well you did or you did not do in your undergraduate education as much as I am

46:06 that you have interesting professional experience that you have,

46:10 that you demonstrated either leadership experience or leadership potential.

46:15 And, you know, my job is to put together a cohort of people

46:19 that everybody is excited to work with.

46:22 And, so I'm looking for curiosity and enthusiasm and drive to learn really and to take away

46:32 as much as you give to the experience.

46:34 So you know, we really want to make sure that when we build that small cohort

46:39 of Executive MBA students that everybody in the room has something

46:43 to contribute to the conversation.

46:44 So I'm looking for what your unique, your unique magic that you're bringing to the,

46:49 bringing to the table might be in terms of your professional experience and your interests.

46:55 Wonderful.

46:56 So if anyone has any last questions, type them in.

46:59 We're here for you and also you have my email address to connect with us

47:04 and some couple follow up event so you can cruise those listings.

47:10 Jodi or Tammy do you have anything to add as we close?

47:14 Just to say thank you all for coming.

47:16 Thank you for your questions.

47:17 I think what we're, what I'm so excited about is the breadth and depth of our MBA.

47:23 I just, every fall when we kick off our semester it just makes me, it just makes me smile

47:28 because I feel like, you know, it just keeps getting better.

47:31 We just keep, we just keep bringing people that are phenomenal

47:36 and watching and helping them fly.

47:38 I love it.

47:40 Yeah. And, I want to thank you as well for making time.

47:42 I want to wish that you all take good care of yourselves in this strange and uncertain time.

47:48 And, you know, we look, we hope and look forward to meeting you in the fall.

47:53 Thank you everyone.

47:54 Enjoy your day.

47:55 Stay safe and happy.

47:56 Thank you Tammy.

47:57 Thank you Jodi.

47:58 Thank you.

47:59 Take care.

48:00 Bye.

48:00 Bye.