My name is Ariana. I am an Associate Director in the Graduate Admission Office at Suffolk. We're really happy that you're here today. And, we're going to share the MBA and the Executive MBA program from our program directors. So you can learn some more, help determine what's best for you, and then we can help you with our next steps. If you would, stay muted while you are in the, when you are reviewing the slides. And, then if you are, have a question, if you would chat it into the box on the bottom of the screen, type your questions and then I will insure that our panelists receive them as we go through or at the end. So don't be shy with your questions. I'm going to turn it over to MBA Program Director Jodi Detjen. Hi, welcome everybody. Tammy, do you want to introduce yourself? Sure my name is Tammy MacLean. I'm a Professor of Management at Suffolk. Welcome everybody. So I'm going to talk to you about the MBA program and then Tammy will talk to you after I'm done about the Executive MBA program. So one of the things that we love about the Suffolk MBA's that we really leverage are location of Boston to bring business into the classroom so that you're experiencing it live and in real time. And, I am also the Director of the Executive MBA program as well as the Center for Executive Education. Welcome everybody. So I'm going to talk to you about the MBA program and then Tammy will talk to you after I'm done about the Executive MBA program. So one of the things that we love about the Suffolk MBA's that we really leverage are location of Boston to bring business into the classroom so that you're experiencing it live and in real time. And, I am also the Director of the Executive MBA program as well as the Center for Executive Education. I too am Professor of Management here at Suffolk University. I am also managing partner of Orange Grove Consulting where I do consulting work with organizations to try to get more gender, equity, and inclusion into senior leadership levels. So I've been working at Suffolk for a while. I've been the MBA Program Director since 2016 when we redesigned the entire program. And, we've been adapting it every since. Our phraseology is we are agile and that's what we seek to try to get you all to do as well. So I think the first question that we get a lot is. Why even bother with an MBA? So let me tell you why MBA's matter. So first off, when you think about what MBA's will do for you, 86% of graduates are coming for their MBA's so they can get into leadership positions. 85% of them are working in their chosen career. So they are coming in and they're deciding where they want to go and taking that direction and then using their MBA to get there.
82% report increased earnings which is, of course, what everybody wants especially right now. 75% say they got their promotion faster as a result of their MBA. And, 72% think they have a stronger network as a result. Often what you'll see, when we're in the orientation session, is I'll have everybody look around and say this is your network. These are the people that are going to help you move up to a different level because so much of what you learn, so much of what you experience is about these connections. And, we'll talk more about that in a little bit. So why Suffolk? Well, one of the cool things about Suffolk is that we are extraordinarily diverse. I'll give you an example. So I led, I lead the course, the Travel Course to Silicon Valley. And, this past March we went. And, I think there were, I think I had ten different countries represented. Every single solitary person in that classroom came from a different background. It was the most diverse classroom I had ever taught. 30% of our MBA's are global. And, we have all different kinds of people from all different walks of life. We have people that are different age groups, some that are highly experienced, some that are less experienced. We have, 50% of our MBA's are women. We have people from veterans, we have people of color. We have all sorts of diversity that you will never experience in another MBA because we are one of the top ten in the country for diversity, also really flexible. So that, what that means is, is that we teach online, we teach on campus, we teach, we teach on the road. So we've got a lot of different options for you to actually get your MBA. We are based in experiential learning. And, I'll talk a little bit about that in a minute. Because we bring, as I mentioned, businesses into the classroom and we're also global. Not only do we have global international students, our faculty is over 50% global. And, we will take you internationally on a travel course so you can see and be immersed in a region of your choice so you can really see how business is done in an international way. If you have a business undergrad, you can get this done fast. Three semesters full time and you are done. We have four key elements of our ever MBA program. First we contextualize. So in this world right now, what's going on with everything in terms of the pandemic but also
in terms of globalization and also in terms of how people are learning from each other,
there's a lot more collaboration.
And, what this means is, is that people have to be in a place where they can connect.
So we're going to contextualize what this looks like from the perspective of Boston looking at this as a hub of activity, a hub of creativity.
We're then going to teach you the business from that fundamental.
So these are the functional aspects; marketing, operations, accounting.
These are the core elements of how do you run the business looking at each individual functional components.
Then we bring this together so you can construct the big picture.
And, you start to see the business and how businesses operate from a leadership perspective and a strategy perspective so that you can see how things work from an overall view.
And, then we cap it off by thinking about how do we lead and implement change.
Change is ubiquitous, and now more than ever, the ability to be agile, the ability to be responsive to change, the ability to think ahead in terms of strategy.
It's absolutely required.
And, here we give you those skills.
These aren't various things that you just pick up along the sidewalk.
These are fundamental concrete skills that you will learn here in our MBA program.
So let me give you, let me give you an example of some of the live engagements that we have within our classroom.
In all of our core courses, we have a live client project.
In fact, Tammy teaches one in her classroom.
She teaches one of the collaboration classes and brings in a live client every semester.
And, so I'm giving you a couple examples of clients that people have had before.
We've got biotech manufacturing, real estate developer, large bank, large nonprofit.
And, in each case they're asking us a question in which they're struggling.
They would love to figure out how to do this.
So for example, for the first one, they were looking at biotech, biomedical manufacturing.
And, they were looking at other places in the United States and internationally to move manufacturing to.
So the students are basically saying that if we were asking the students,
we want to keep it here in Massachusetts, how do we do it?
So the students figured it out.
And, what they found was that there were areas in Wooster and Western Mass
that actually had a cost benefit analysis and they were comparatively better than in other regions of the country.

So the company didn't know the answer.

The student went out, students went out, as part of their course work, figured out the answer, and then presented that back to the client.

So the clients are able to hear these fresh perspectives, these new ways of working.

And, students leverage the extensive resources that we have in our library in terms of connections that we have to actually do primary and secondary research that is fresh and new for these clients.

You will walk away having worked with 6 to 12 clients that you can then talk about it on your resume.

You can talk about it when you're trying to get a promotion.

You can talk about it as you've experienced and what you've learned from these live experiences.

We have lots and lots of options for concentrations.

One of the cool things, I think, about our program is that we have four electives as part of, as part of our core, our core curriculum.

And, what this means is that you get to concentrate in the area that makes the most sense for your career.

Now, some students decide that they don't want to concentrate.

And, they dabble and they look at different perspective.

So they may take a class from each of these areas.

But, if you want to specialize, this is the way to do it.

So not only will you get an MBA, you will also be able to concentrate and focus in on these areas.

We have nine here; business intelligence, forensic accounting, corporate accounting, risk management, market research, and customer insights.

We also have product management, global marketing, supply chain management, business intelligence, creative disruption, entrepreneurship, health sector management, managing others, financial services in banking, and global strategy.

If you don't want to do the full MBA, we also offer a certificate.

The certificate asks you to take six courses.

We want you to take the economics for managers so that you can really understand some of the macro and microeconomic challenges that businesses, business managers face as well as statistics.

In this era of business analytics, statistics is absolutely fundamental.

You don't necessarily need to be an expert.

But, you need to understand some of the fundamental aspects of descriptive statistics.
Marketing, finance, accounting, and operations so that you walk out with a graduate certificate
in business fundamentals knowing the base fundamental aspects of business, how businesses operate.
We have multiple dual degree options.
You can get an MBA MS in accounting, business analytics, finance, marketing, taxation,
and also a dual degree MBA juris doctorate or a law degree.
What this enables you to do is take two degrees and really condense it
so that you can get it a lot faster.
We find that a lot of our students really love this option because rather
taking two distinct degrees, you're actually blending them together.
And, so you're not having to do full, the full hog, you actually get to blend them
and really use and leverage what you're learning in one to help you with the other.
So you walk out of here in a very short period of time,
less than two years in some cases, with two degrees.
Let me break it down into a little bit more detail.
So we look at this from these four buckets.
Let me break it down into a little bit more detail.
So we think about contextualization from Boston to the world.
What we're really looking at is what is it about Boston that makes it
such a powerful magnet for highly skilled people?
So we've got our finance cluster where there's a lot of FinTech happening.
We've got farm and biotech, which in this current environment is extraordinarily active.
We have high tech or technology which is also another big hub in the US here.
And, then finally we have healthcare which right now is leading the world in terms of some
innovations that they're doing in response to the pandemic.
We'll do, you'll do a leadership seminar where you reflect and get feedback and understand you
as a leader and who it is that you want to be as you think about your career.
And, then finally we look at the ethics aspects.
And, what does ethics have to do with business and how is integrated in it?
The second area of business fundamentals, as I mentioned,
the core, just like I talked about before.
But, we also have three other classes that really help you think about how business is run.
The first one is collaborate which I mentioned before that Tammy teachers.
And, this is really about how to collaborate.
How do you think about working in teams?
Innovation is about thinking differently.
We have to be very reflective, we have to be responsive, we have to be innovative,
we have to figure out how to be agile. This course helps teach you those skills in order to do it. And, then the last one is immerse. So immerse, what we do is we go visit a country or another state and we immerse ourselves in that business. I mentioned that I take a group of people out to Silicon Valley where we immerse ourselves in what's happening out there. It's crazy, it's sail fast, it's so exciting. And, we immerse ourselves in a week out there to see what's going on. We also go to Germany, Brazil, China, London, lots of options that you can choose from. And, you get to know and build your skills in a very immersive week long course. Constructing a big picture is where you'll start to bring in some of your electives and you'll start looking at this big picture, the strategic views. This is where you're going to think about strategy from a global sense and you'll also think about strategy from a world class sense. So here's where you actually think about the strategic view. So I often say that, you know, in the beginning of your MBA your head's down and you're doing your work. By the end of the MBA, you're really looking at what's happening in a larger strategic impact of that. And, we wrap it all up with leading and implementing change. How can we think about ethics from a strategic perspective? And, how do we lead change so that we understand that it's a process that people go through? That, there are skills that you develop that are replicable, that's something you become expert in, and then you can be a leader in your organization's change process. The other thing we have is lots and lots of ways that you can get involved. We have, of course, the depths and breadths of our incredible course offerings. But, we have internships and networking opportunities. We have these workshops called Edge which do a deep dive on a particular skill such as Excel or public speaking. We have special speaker series with panelists. We're even doing this online. In fact, next Thursday we've got a panelist speaker talking about strategy in a time of COVID. We have a lot of alumni relationships and connections that will bring the alumni into the classroom. But, we also have opportunities for you to meet the alumni outside of the classroom. And, then of course the travel seminars which really allow you to see the business world from a completely different perspective. 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 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 that students go through it as a cohort.
16:14 So rather than choose the 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.
You can see our average age in our cohort is 38 years old. And, of course, the average age being 38 is like saying the average temperature in Boston is 50 degrees. You know how many of those days, those days we actually get. Our age range is anywhere from 29 years old to 61 years old in our graduating cohort, this particular, this particular year. And, so we have a wide range of people, but people who come to the table with a great deal of professional experience. So the average work experience is 16 years. But, again it ranges along with the age range. And, you know, my job is to pull together a cohort of people from a wide variety of industry backgrounds with a wide variety of professional experience. So that, when you go through the Executive MBA program, you're really learning an awful lot from the people who are in the cohort as well as from the faculty because you have people who work in different industries and work in different functional areas and really have a depth of experience for you all to draw from. And, so you know, over the last 5 years or so, we have a 40, 60% ratio of female to male. Although our current cohort has 70% female. So things do vary year to year. This program is structured differently than the MBA program. It is a full time program. But, it's designed so that you can continue working full time as well. So it's an accelerated curriculum. It takes 16 months to finish. It begins every September and runs straight for 4 semesters. The program runs, the classes run on Saturdays. So classes start at 8:30 on Saturday morning, they run till 5:30pm. Generally, you're taking one class at a time. So if you were to start in the fall, you would have me for organizational behavior first. And, we're in class together all day. And, I can tell you, that, while I probably could talk at you from 8:30 to 5:30, you probably don't want me to. This is, this is a classroom where, you know, my job as a faculty is to really facilitate conversation in the room. You know, and I think that you would find, and even if you talk to current students, it's a long day but the time goes by very quickly when you have professors who are doing everything they can to help you bring the experiences and perspectives on these real world problems that we talk about in class to bear.
And, so it's not, you don't sit and get lectured at for eight hours. You are part of the, part of the pedagogy, really. Not only do we have Saturday courses, we also have three required travel courses. We bring the cohort in December to Florida and we put you in teams on sailboats for a leading teams class. So you sail half a day, you're in class half a day with the goal of you really having an opportunity, you know, we feel like we're putting a bunch of smart ambitious people in boats together who don't know what they're doing. And, it really creates an interesting situation for people to explore how to lead during times of ambiguity.

And, we also have the opportunity, when we're in Florida, we have dinner with the CEO of Fortune 300 firm the Garden Group that owns Olive Garden and Seasons 52 and Capital Grill. He's a graduate of our program. And, it gives us the chance to spend two or three hours with a CEO of a Fortune 300 company and find out what it's like to be in that kind of role.

In March we have our global travel course. We go to London and Paris. And, it's very much as Jodi described where you go to different companies and these cities and we do class consulting there. You're in teams, you work on real world problems and present out solutions on site to senior leaders in organizations in these cities. And, my favorite part of this program is our June travel course, it's our public policy course. And, you know, the theme of this course is what happens in DC matters in Boston to you as a business leader. And, if you understand how policy is formed, then, you as a business person will know where to intervene. And, we take you to DC and you get briefed by, you know, by Massachusetts legislators, but we go to think tanks and we go to lobbyist groups, and we go to the Federal Reserve. Last year, we went to the National Chamber of Commerce. And, we've gone to the business round table. We go to a wide variety of institutions to understand how things get done in DC and give you the opportunity to ask questions. And, I often leave that week with more questions than I started with. But, I think that's indicative of DC generally.

And, so that's how our program is structured. The themes in the Executive MBA program really are around leadership development.
You don't, we don't have concentrations like Jodi discussed. We really focus on developing your ability to think strategically and to solve problems in that way. And, so let me put those up there for you.

And don't, you know, when you take accounting in the Executive MBA program, you know we don't need you to be an expert in debits and credits. We need you to know how to read financial statements, interpret them, and make strategic decisions on the basis of them.

You know, when you take our information technology class, we want you to understand the language and be able to speak to your IT people in ways that they're proposing to you so you can make strategic decisions as a leader in your organization.

And, of course, like other graduate programs at Suffolk, we have a global perspective where, in our cases and in the topics that we talk about in all of our classes, this global perspective is baked into what we do.

And, our plan is that what you do on Saturday you're going to take into the workplace on Monday morning. You know, we aim to give you tools that you are going to be able to use right away to strengthen your abilities to be effective in the workplace.

And, that is the end of my slides.

So I think what we'd like to do now, Ariana, correct me if I'm wrong, is take questions? Yes and we have a few good ones. I would also encourage anyone who is wondering about a certain thing to go ahead and type it in the chat.

I would also monitor the Q and A box if anyone enters them there. So one of our attendees is looking for some detail on career goals and ambitions of the candidates applying to the Executive MBA.

Yep. And, I think that, you know, like many people applying to any MBA program, people are often looking to advance their career. But, what we see a lot of our people who have become experts in their functional area, experts in their role, and they want to make that next big step.

And, they know they need to broaden their business acumen and their skills. And, so you know, our folks are looking to broaden and formalize their business experience and their business education for the next bit step into leadership. And, I'd like to add to that, Ariana, that it's interesting the people that we have in the room, you know, ten years ago the Executive MBA cohort, you know, looked like the financial district in Boston.
People rolled out of state straight in Fidelity and came down. And now, you know, the graduating cohort has someone with a PhD in biochemistry, has someone who's an executive director of a hospice facility, has someone who's running a neighborhood help organization in South Boston. It's, we really have a very broad diverse population of students that really makes the classroom so much more interesting. We have people from, you know, biotech and nonprofits and financial services and construction and transportation. It's really, it's a really interesting mix that really adds a lot of depth to the classroom discussions. Yeah we see the same thing in the MBA program. I always joke because in the beginning when you have, start an MBA class, you ask people what industry they're from, you get everything. You get the nonprofit, you get government, you get finance, you get startup, you get healthcare, tech, everything. And that's what's make these MBA classrooms, whether it's the exec or the regular MBA, it's so incredibly rich because the conversations we're having is from all these different perspectives. One of the things that we really try to drive home is that, when you think about strategic leadership and thinking about developing strategy, you've got to look at it from multiple perspectives because it doesn't work otherwise. Just by doing this functional view, you're not going to get an answer that actually works and is able to compete in today's market. So I think it's, I think the MBA classroom is just a blast because of this diversity of background. Can you speak a little bit to outcomes, both of you? What are graduates saying about the benefits once they get out? And, has the program made an impact on their career goals? Yeah. I think, as I mentioned in my slide earlier on, our results are very consistent with what you see generally in MBA populations. So people make more money, people get promotions more. People also get flexibility. Like, a lot of times what ends up happening is you'll get probably about 20% of the MBA population wants to changes their career. So they use the MBA as means to actually go do that. For example, one of my students was a lawyer, hated law. Decided he wanted to go into marketing, got his MBA, and totally used his concentration to become an MB, I mean a marketer. So now he completely changed his career and really was able to think about what he wanted in a totally different way. I would say what a lot of people end of doing is use it as,
parlay it up to their next career step. So they get this ability to think more strategically and they're able to get out of that functional stuckness that they've often been in and rise up. And, so we see a lot of people getting promotions within the first 18 months after getting their MBA. The other thing, I think, what you also see is a lot more connection. So what we're hearing, what we hear also is, is that because of the MBA they've made this connection to this person and to that person. And, so now some of them have started businesses together. Some of them are helping each other getting, changing jobs. Like they'll somebody will post hey I need a job, I want, I hate my company, I want to change to a new job. And, you get like three or four people going hey try this. And so, so much of what you see in the MBA program is around this connection and networking. Yeah. And, I'd like to emphasize that particularly with respect to the cohort model in the Executive MBA program. One of the, you know, one of the enormous takeaways that people always talk about is this backed in network that they have as a result of the cohort. And people, you know, our cohorts are in touch, you know a decade and 15 years after they've graduated. And, they still have what's up groups and they help each other professionally and personally. And, that cohort network is a really important outcome. I would also say that confidence is something we hear a lot from our graduations. Is that it's actually given them the confidence to speak up in meetings and the confidence to try to be persuasive and the confidence to go for bigger roles than they may have had before. And lastly, I just want to talk about the actual impact on their organizations that people have as a result of these programs. So the Executive MBA program, the kind of final moment of the Executive MBA program is our Capstone Course where each student is required to identify a problem or an opportunity in their organization. And, we get them thinking about it early on in the program. And, we have a class on opportunity recognition to help them think about what they might want to tackle. And, then in their last semester, they identify a problem or an opportunity whether it's fixing a process or developing a new product or some other type of innovation. They identify stakeholders in their organization and they bring everything to bear that they've learned in the three semesters prior and that they're learning currently to bear on this problem.
And, on the very last day of our program, we have a big Capstone presentation day where the stakeholders come in and people, students present out their ideas. And, these Capstone projects you know, our goal is that they're being implemented while you're still in your program. These are game changers for students and for their organizations. You know, we have students who have, you know, pitched and implemented Capstone projects that have tremendously improved their organization's productivity and launched their career in a different way. And, so I think that, you know, the idea of impact being an important outcome is a strong one for the Executive MBA program and for the MBA program really.

We've got some good questions rolling in. Thank you all and feel free to type them in the chat or the Q and A box. Jodi, can you speak to when you can start the MBA program as specifically, if there's a summer session, and what that looks like? Yeah. So in the summer you can start the online program. That starts in May. So summer is I believe, I think it's closed now. But, typically, for the on campus program, we have fall intake and we have the spring intake. So it's pretty flexible. If you do want to go online you can start in May. Yeah. So we should specify that there is an online MBA. You can do the MBA entirely online or you can do the MBA entirely on campus. Should you choose the latter, you can do it part time or full time. And, regardless of whether you choose on campus or online, you can start in the summer but the summer is always online. It also begins soon. So most of our focus is on the fall enrollment. But if you are looking to start the MBA in the summer, let's talk offline and we can find a way to make that work as best as we can. Or, if it's more appropriate, start in the fall. And, just so you know, the same professors that teach online teach in the classrooms. Just like Tammy mentioned she teaches both online and classroom so. You can take me in the summer or you can take me in the fall, you can take me in person or online. Sounds like Dr. Seuss. It's awesome. It's just, I think that's one of the things that really makes our MBA program so unique is that it's the same professors and it's the same curriculum. So we don't really care whether you take it online or in person, you're getting the same results. We don't have this, you know, separate track type stuff which has a subpar curriculum.
It's the same, you're getting the exact same quality. And, we're very proud of that because we've been around for a long time. And, I see that there is a question about the COVID-19 and whether or not we're going to be shifting to online. So here's the, here's the deal. We've been online since 1999. Our, we had, we were the first Northeastern, Northern, Northeastern college to have an online program. So we're experts at this. We have absolutely no problem. If we have to go online in the fall, we'll be online in the fall. Our classes are still highly interactive, you're still going to have connections, you're still going to have a live client project. Nothing's going to change for us. So we are hoping very much that we will not have to be fully online. But, if we are, it's going to be the same quality for you. You will not notice the difference. That I am 100% sure of. In the meantime, we're going to do everything we can to be on campus in the fall, whatever in our control. Yeah. We should also mention that the Executive MBA's only operate on campus on Saturdays and only starts in the fall. But, the kind of add on to that is that we are actually online now. You are. So the Executive MBA is a face to face program. Our students want to be in the room with each other. And that's, so that's what we offer. Now all that said, we have, because we have the skills as a business school and we have faculty with the skills to teach online, we have been able to pivot very quickly. We are offering our summer courses online. We are hoping to be back in the room in the fall. I'm actually hoping that, because we have a small cohort, that, and it's on a Saturday that we'll be able to be back on campus, you know, regardless. But, even if not, you know, the learning outcomes for you will be the same even if we have to pivot and offer it online. People don't want to, you know, this is an uncertain time and you can't put off your education forever not knowing what's going to happen. And, so we're going to make it possible for you to have the same, you know, positive learning experience and the same learning outcomes, you know, if we do it online, if we have to do it online, you'll still get what you're looking for.
So someone asked about the application process. Before we talk about that, someone else wanted to know about team projects. Can you speak more about team projects during the curriculum? And, also workload and how much they can expect outside of class per week?

Yeah. So it really, you can expect at the MBA program you're going to have a team project in every class. It's pretty much, it's pretty much almost definitional with an MBA program that you just are going to be working in teams.

Which, the reason is, is because teams are everywhere at work. Most of you probably are already working in teams. And, so it's about how do you manage those teams more effectively? How do you deal with the challenges of teams? And, so we're going to give you the skills to enable you to do that.

Now, in terms of how much time that, of course, varies by class. But, you can expect to average about 10 hours a week I would say, probably 7 to 10 hours per week per class outside of the classroom. Sometimes it'll be less, sometimes it'll be more. Of course, there's going to be peak times during the semester, there's going to be.

More for the online classes Jodi. Right? Online and in person I think. It's going to be similar. So but that includes reading, that includes preparation, that includes the time that you're going to be doing in your team work. So it's a wide variety. And, it's pretty, it's pretty standard. But, every class will be, every class will be different. But, you can sort of average that. I would probably say 5 to 10 hours on average per week outside of the classroom.

I'm going to say that's not the case with the Executive MBA program where we are running a full time program in 16, in 16 months. You can count on roughly 20 hours a week of reading and work and team work and assignments for the Executive MBA program. And, you know, it's one of those things where it really depends on the class and it depends on what you're good at. For some people it doesn't take that much work, for other people it takes more, you know, really does depend on your skill set and your strength. But, this program does require, it is a big commitment.

It's a big commitment of time. It's a lot of work. You'll feel like you've gone through the fire together at the end. What I can tell you is that nobody quits. 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?
So we have an online process, we make it as streamlined as possible. We also, one of the hot button issues is the Greg Mat. We've moved away from requiring it. So it is not required for the Executive MBA. It is optional for the MBA. We really value the holistic application and what you can bring to the table as a, you know, entire, a whole picture applicant as opposed to relying on the test as a determining factor. We basically looked at whether it predicts success in the program and found that was not a direct correlation. So I'm pleased to let you know it is optional for MBA and not required for executive. What you will do is apply via suffolk.edu/graduate-admission. You'll also get more details and communication in your email following today's event. Basically, you'll fill out the application, it's very streamlined, and you'll submit that. I mentioned that I will wave the fee. You're also required to submit transcripts. Because of the pandemic we are accepting unofficial transcripts at this time. Official would be required prior to enrolling in the program. So you have some flexibility there. In addition to the transcripts, we need you to upload a goal statement, typically one to two pages just taking us on your journey, aligning us with the Suffolk program, your goals, anything you want us to know. Upload a current and proofread resume as well as making sure that you obtain the letters of recommendation. So one or two depending on the program and your experience. We can also talk offline if you have specific questions about your candidacy. But, choose your professional and or academic references wisely. And, they're submitted right on the online application. So it's pretty standard. I know we have some students who are outside the US right now. If you are a nonnative English speaker, we do need some TOEFL or IELTS scores as evidence of English proficiency. Again, we can talk about your specific case offline. But, that's basically the materials. Again, we make decisions quickly. We also will consider all students for our generous merit scholarships and need based work scholarships for full time students. So you're automatically considered and we have a great financial aid office for other resources. You can find tuition if you just go to suffolk.edu and type tuition and fees. I know someone had that question.
We are competitive based on our partners in the area. And, so we try to make it as reasonable as possible. And, we know that grad school is a significant investment. So I won't list the tuition but you're welcome to cruise that on our website. And, as I mentioned, we do have generous scholarships that we do consider every admitted student for automatically. Jodi or Tammy do you want to explain on anything admission process? No I think you covered it. No. If you want to talk with me, feel free to set up an appointment. Ariana's got everything. So happy to talk with anybody one on one even in this time. I'm doing Zoom calls. So I'm happy to do so if you'd like to get more one on one information. Yep. If anyone wants to talk with either of Jodi or Tammy, you can definitely reach out to me and I can facilitate it as Jodi mentioned. There are definitely opportunities to connect with us virtually. We have a virtual tour that you can take yourself or you can have a guided tour on our website, suffolk.edugraduate-admission, you'll see times to sign up for guided tours. We have instant decision day. If your application is complete, you can typically get a decision on the spot on that day. So that's pretty exciting, even virtually. And, other ways to connect with us. So definitely check out our virtual events. We'll do whatever we can to connect with you during this time. And, as soon as we can get back to on campus normalcy, we will. Do you want to just speak a little bit? Go ahead Tammy. Can I, can I just, in terms of ways to connect with us, I stuck my email address in the chat. But, I also would like anyone who's interested in the Executive MBA program to know that we have a class visit coming up on May 16th. We normally do these in person, let you come in if you're interested, sit in on a class and get a sense of what it might be like to be back in the classroom and to experience what this program is like. We are going to run our first virtual class visit on May 16th. It'll be in the afternoon around 3:30. And it'll give you the opportunity to kind of hang in the Zoom room with the current cohort for an hour and see what this experience is like and hear about the kind of conversations that happen in the Executive MBA classroom. 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 in how well you did or you did not do in your undergraduate education as much as I am interested that you have interesting professional experience that you have, that you demonstrated either leadership experience or leadership potential. And, you know, my job is to put together a cohort of people that everybody is excited to work with. And, so I'm looking for curiosity and enthusiasm and drive to learn really and to take away as much as you give to the experience. So you know, we really want to make sure that when we build that small cohort of Executive MBA students that everybody in the room has something to contribute to the conversation. So I'm looking for what your unique, your unique magic that you're bringing to the table might be in terms of your professional experience and your interests. Wonderful. So if anyone has any last questions, type them in. We're here for you and also you have my email address to connect with us and some couple follow up event so you can cruise those listings. Jodi or Tammy do you have anything to add as we close? Just to say thank you all for coming. Thank you for your questions. I think what we're, what I'm so excited about is the breadth and depth of our MBA. I just, every fall when we kick off our semester it just makes me smile because I feel like, you know, it just keeps getting better. We just keep, we just keep bringing people that are phenomenal and watching and helping them fly. I love it. Yeah. And, I want to thank you as well for making time. I want to wish that you all take good care of yourselves in this strange and uncertain time. And, you know, we look, we hope and look forward to meeting you in the fall. Thank you everyone. Enjoy your day. Stay safe and happy. Thank you Tammy. Thank you Jodi. Thank you. Take care. Bye.