

Management for Scientists & Engineers

- <http://www.kellogg.northwestern.edu/mgmtse>

Program Representatives:

- **Mearah Quinn-Brauner, PhD**, Associate Director, Graduate and Postdoctoral Professional Development, TGS
- **James Conley, PhD**, Academic Director, Faculty Kellogg School of Management, McCormick School
- **Julie Gertz**, Kellogg Staff, Program Development Manager

Overview:





The MSE Program:

Doctoral students in science, engineering and quantitative social science are seldom provided **TRAINING** to prepare them to:

- Manage and lead teams and budgets
- Communicate with business-oriented colleagues
- Transition from scientific to commercialized research

TGS responds with a unique training opportunity:

An **EIGHT-WEEK SUMMER CERTIFICATE PROGRAM** for scientists and engineers – sponsored by TGS and taught by Kellogg School of Management faculty – equips promising students with the necessary business and leadership skills.

MSE Goals:

Raise awareness
of the business
of science

Apply learned skills
immediately
in the lab

Provide skills
to prepare science and
engineering doctoral
students for a variety
of careers

Build connections
with students
outside of their
disciplines

Enhance the student
experience

Course Content:

- Accounting for Decision Making
- Finance
- Risk and Uncertainty
- Business Economics & Strategy
- Marketing
- Marketing & Analytics
- Leadership & Teams
- Negotiations
- Management of Intellectual Property
- Crisis Management
- Operations Management
- Entrepreneurship & Innovation

Class Schedule:

Classes every Monday*

June 19-August 7

8:30am-6pm

*Class will meet Wednesday 7/5 due to the holiday on Tuesday 7/4

Class Matrix:

				Management for Scientists & Engineers 2017				
Academic Director: James Conley								Program Manager: Julie Gertz
	19-Jun	26-Jun	5-Jul	10-Jul	17-Jul	24-Jul	31-Jul	7-Aug
8:30-10am	Marketing (Hennessy)	Economics & Strategy (Brown)	Economics & Strategy (Brown)	Negotiations (Finkel)	Finance (Matsa)	Finance (Matsa)	Crisis Management (Austen- Smith)	Marketing Analytics (Anderson)
10:15-11:45am	Marketing (Hennessy)	Economics & Strategy (Brown)	Economics & Strategy (Brown)	Negotiations (Finkel)	Finance (Matsa)	Finance (Matsa)	Crisis Management (Austen- Smith)	Marketing Analytics (Anderson)
1-2:30pm	Marketing (Hennessy)	Economics & Strategy (Brown)	Accounting for Decision Making (Sridharan)	Negotiations (Finkel)	Finance (Matsa)	Operations Management (Bassamboo)	IP Management (Conley)	Marketing Analytics (Anderson)
2:45-4:15pm	Leadership & Teams (Rivera)	Accounting for Decision Making (Sridharan)	Accounting for Decision Making (Sridharan)	Risk & Uncertainty (Al-Najjar)	Risk & Uncertainty (Al-Najjar)	Operations Management (Bassamboo)	IP Management (Conley)	Entrepreneurship & Innovation (Schonthal)
4:30-6pm	Leadership & Teams (Rivera)	Accounting for Decision Making (Sridharan)	Accounting for Decision Making (Sridharan)	Risk & Uncertainty (Al-Najjar)	Risk & Uncertainty (Al-Najjar)	Operations Management (Bassamboo)	IP Management (Conley)	Entrepreneurship & Innovation (Schonthal)

Kellogg Faculty:



James Conley
Clinical Professor of
Technology



Jennifer Brown
Associate Professor of
Strategy



Swaminathan Sridharan
John & Norma Darling
Distinguished Professor in
Financial Accounting



Nabil Al-Najjar
John L. and Helen Kellogg
Professor of Managerial
Economics & Decision
Sciences



Julie Hennessy
Clinical Professor of
Marketing



Eli Finkel
Professor of Management &
Organizations



Eric Anderson
Hartmarx Professor of
Marketing



Lauren Rivera
Associate Professor
of Management &
Organizations



David Schonthal
Clinical Associate Professor
of Innovation &
Entrepreneurship



David Matsa
Associate Professor of
Finance



David Austen-Smith
Professor of Managerial
Economics & Decision
Sciences



**Achal
Bassamboo**
Professor of
Operations

Course Material:

Course portal via Canvas for:

- Pre-readings
- Assignments and deliverables
- Faculty Presentation Slides

Application Requirements:

- Online Application
- Two 200- Word essays
 - 1) Describe a business problem that interests you? (max. 300 words)
 - 2) How does the program relate to your career goals? (max. 200 words)

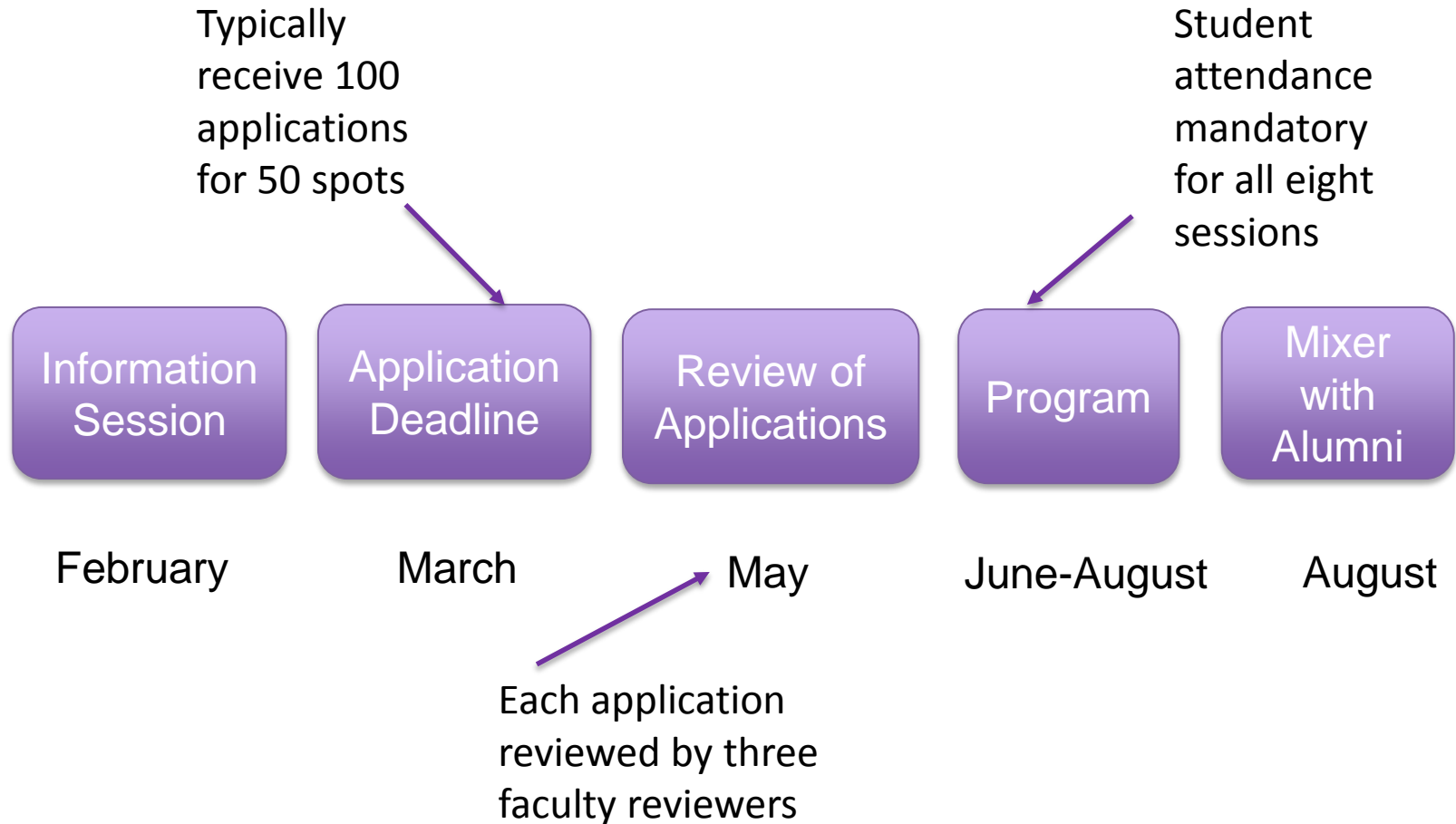
Application Requirements:

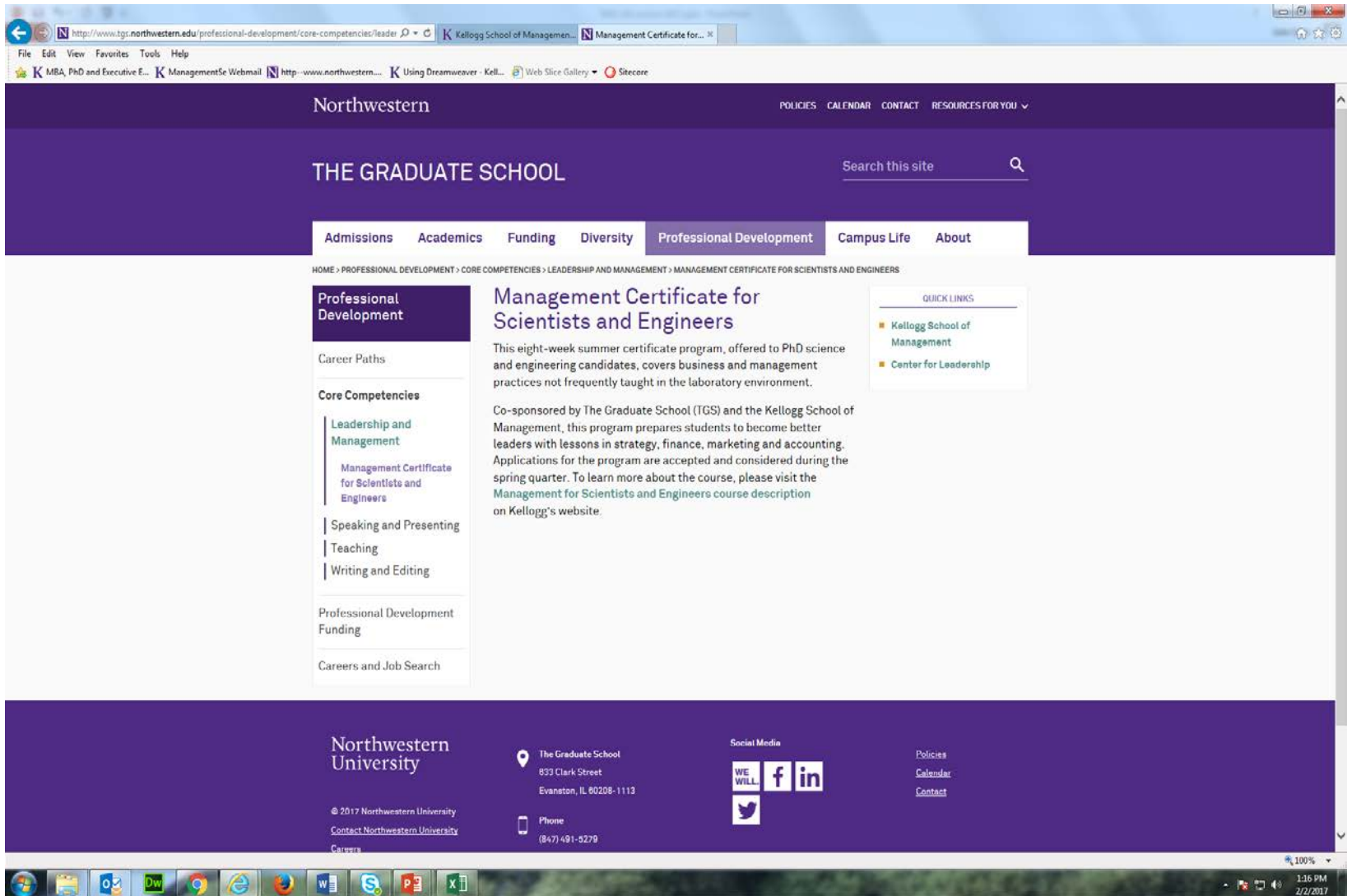
- Recommendation letter from PI
 - By March 31st, letter of recommendation request to Principal Investigator (PI)/Advisor
- Curriculum Vitae
 - Upload as PDF file

Important Dates:

- Application Deadline: March 31st
- Decision By May 22nd

Annual Timeline:






http://www.kellogg.northwestern.edu/mgmtsc/ Kellogg School of Management Management Certificate for Scientists and Engineers

Kellogg Northwestern THE GRADUATE SCHOOL MANAGEMENT FOR SCIENTISTS AND ENGINEERS

COURSE TOPICS FACILITY APPLY FAQS RELATED LINKS CURRENT STUDENT INFORMATION



Dr. John Capala, Executive Vice President, Medical Devices at Abbott Labs spoke on leadership and the importance of a management training - Photo © Nathan Mandell

Successful researchers in engineering and the life and physical sciences face daily challenges managing and leading teams, communicating with business-oriented colleagues, and surmounting the hurdles associated with the commercialization of research. But doctoral students in these fields are seldom exposed to these situations before entering academia or industry. To address this gap, The Graduate School is partnering with Kellogg School of Management to offer a certificate program taught by Kellogg faculty that will equip promising post-candidacy doctoral students with the necessary business and leadership skills.

Classes will be held Mondays during eight weeks of the Summer 2016 quarter, beginning June 20th and ending August 8th. Students will be introduced to business concepts and specific frameworks for effective management relevant to both for-profit and nonprofit sectors. They will also gain a basic understanding of strategy, finance, risk and uncertainty, marketing, accounting and leadership.

Please contact [Julie Gertz](#) with any questions.

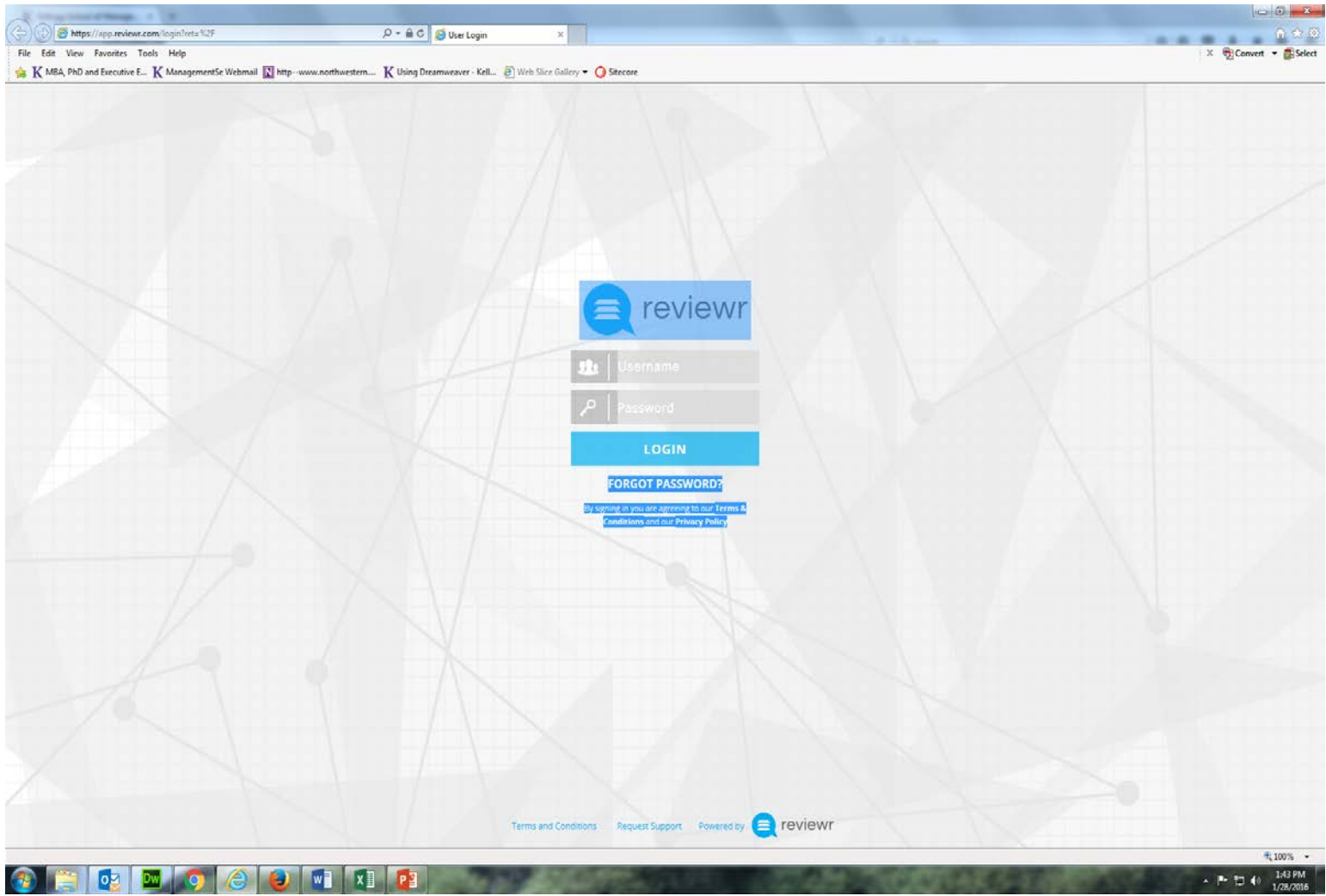
What past participants have to say:

“This compact program gives a **nice overview** of what managers do and is taught by **the world's experts in management education**. Apart from the core management concepts, the program touches on many aspects that are **relevant to scientists and engineers**. I **recommend this course** to every PhD student.”

PRATEEK JHA, PhD Candidate
Chemical and Biological Engineering
McCormick School of Engineering and Applied Science

Kellogg School of Management, The Graduate School Kellogg School of Management The Graduate School

1:17 PM 2/2/2017



Management for Scientists & Engineers

QUESTIONS

Future questions, contact Julie Gertz

j-gertz@kellogg.northwestern.edu or 847-467-1453