Management for Scientists & Engineers

https://www.kellogg.northwestern.edu/programs/management-scientists-engineers.aspx

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Clinical Professor
Kellogg Center for Research in Technology & Innovation
Kellogg School MEDS, McCormick ME, Northwestern University

Visiting Professor
Otto Beisheim School of Management, WHU, Vallendar, GERMANY
Program Representatives:

- **Elizabeth Stein, PhD**, Director, Graduate and Postdoctoral Training and Development, TGS

- **James Conley, PhD**, Academic Director, Faculty Kellogg School of Management, McCormick School

- **Julie Gertz**, Kellogg Staff, Program Development Manager
MSE Alumni Representatives:

Andrew Hall:
Ph.D. - Psychology

David Delgado:
Ph.D. - Materials Science & Engineering
Overview:

- The MSE Program
- MSE Goals
- 2020 Curriculum
- Annual Timeline
- Past participants
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
- Build connections with students outside of their disciplines
- Enhance the student experience

Provide skills to prepare science and engineering doctoral students for a variety of careers
The MSE Program:

- 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 15-August 3
8:30am-6pm
<table>
<thead>
<tr>
<th>Time</th>
<th>8:30-10am</th>
<th>10:15-11:45am</th>
<th>1-2:30pm</th>
<th>2:45-4:15pm</th>
<th>4:30-6pm</th>
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Class Matrix:

James Conley
Clinical Professor of Technology

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

Eric Anderson
Hartmarx Professor of Marketing

David Matsa
Associate Professor of Finance

Jennifer Brown
Associate Professor of Strategy

Julie Hennessy
Clinical Professor of Marketing

Leigh Thompson
J. Jay Gerber Professor of Dispute Resolution & Organizations

David Austen-Smith
Professor of Managerial Economics & Decision Sciences

David Matsa
Associate Professor of Finance

Mark Finn
Clinical Professor of Accounting Information & Management

Eli Finkel
Professor of Management & Organizations

David Schonthal
Clinical Associate Professor of Innovation & Entrepreneurship

Achal Bassamboo
Professor of Operations
Course portal via Canvas for:
• Pre-readings
• Assignments and deliverables
• Faculty Presentation Slides
Application Requirements:

• Online Application

• Two - 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 30th letter of recommendation request to Principal Investigator (PI)/Advisor

• **Curriculum Vitae**
  Upload as PDF file
Important Dates:

• Application Deadline: March 30th

• Decision By May 22nd
Annual Timeline:

- Information Session
  - February
- Application Deadline
  - March
- Review of Applications
  - May
- Program
  - June-August
- Mixer with Alumni
  - August

Typically receive 100 applications for 50 spots.

Student attendance mandatory for all eight sessions.

Each application reviewed by three faculty reviewers.
Management for Scientists and Engineers

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 quarter. 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.

Application Dates
Application Open
March 1, 2018
Application Due
March 30, 2018 at 5:00 p.m.
PI/Advisor Letter Due
April 13, 2018 at 11:59 p.m.
Decisions Released by
May 22, 2018
Apply for the Management for Scientists and Engineers Program

Instructions
The 2019 application period will open on Thursday, March 1 and close on Friday, March 30th at 5PM (CST). Northwestern PhD students interested in applying should submit ALL application materials through this online application system. Please see the Management for Scientists and Engineers Certificate Program webpage for complete instructions and eligibility guidelines.

Lindsey Martin - Management for Scientists and Engineers Application

Statement of Purpose

How will participation in this program help you advance toward your career goals?*

Business Problem

Describe a business problem that interests you.*
Management for Scientists & Engineers

Questions

Liz Stein, elizabeth.stein@northwestern.edu
Julie Gertz, j-gertz@kellogg.northwestern.edu