Management for Scientists & Engineers

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

James G. Conley

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:

Kit Martin:  
Ph.D. – Learning Sciences

JoAnna Addy:  
Ph.D. - Physiology

Adam Pluchinsky:  
Ph.D. - Biomedical Engineering
Overview:

- The MSE Program
- MSE Goals
- 2021 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/Tuesday
June 14-August 3

Please note: The week of 4th of July will be Tuesday/Wednesday
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<td>1-2:30pm</td>
<td>Marketing (Hennessy)</td>
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<td>Economics &amp; Strategy (Brown)</td>
<td>Accounting for Decision Making (Finn)</td>
<td>Economics &amp; Strategy (Brown)</td>
<td>Crisis Management (Austen-Smith)</td>
<td>Negotiations (Finkel)</td>
<td>Leadership &amp; Teams (Thompson)</td>
<td>Finance (Matsa)</td>
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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

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 Material:

Course portal via Canvas for:

• Pre-readings
• Assignments and deliverables
• Faculty Presentation Slides
Application Requirements:

- Online Application
- Two - Word essays

1) Please describe how participating in this program will help you in advancing your career goals. In answering this question, please discuss any community involvement or service activities that you have participated in, any other types of professional development activities you have done and why you want to take the MSE course.

2) Please describe a novel business problem that you have thought about or noticed. The business problem does not have to be in your field of study, and the more creative and unique the business problem is, the better.
Application Requirements:

• **Recommendation letter from PI**
  By April 9th letter of recommendation request to Principal Investigator (PI)/Advisor

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

• Application Deadline: March 30th

• Decision By May 21st
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.
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.
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?*


0 word(s) (300 max)

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