MAXIMIZE YOUR IMPACT

As an executive-level professional, we know your career is already full of significant accomplishments. Our top-tier Executive MBA Program will give your career room to grow in a setting that enhances your leadership so you can uncover new opportunities and seize them with confidence.

Here in the company of the world’s most prominent leaders, you will develop new frameworks for solving tough business problems while broadening your global network.

Securing a spot in our program is one of the best investments you can make for your future.

UNLOCK YOUR FULL POTENTIAL AT KELLOGG.
THE KELLOGG DIFFERENCE

YOU’RE READY TO REACH YOUR FULL POTENTIAL.
Kellogg accelerates the development of leaders around the world.

Expansive global footprint
WHAT WE DELIVER: The largest integrated global network with the broadest array of global opportunities.
WHAT YOU GET: Access to the immersive Kellogg Executive MBA Global Network that includes five partner schools around the world.

Distinctive culture
WHAT WE DELIVER: A courageous and driven community of high-caliber executive peers and prominent alumni.
WHAT YOU GET: An opportunity to practice collaboration and risk-taking among peers who are as supportive as they are ambitious.

Unique thought leadership
WHAT WE DELIVER: Learning designed for the experienced professional, with a distinctive approach to business thought leadership that spans departments and integrates initiatives that cut across disciplines.
WHAT YOU GET: A balanced and dynamic skill set that you’ll immediately apply to your career. You’ll learn to tackle the toughest questions, solve complex problems and lead across all aspects of your organization.
At last count, more than 1,000 Kellogg graduates held chief executive officer roles in a wide variety of leading organizations.

One of those leaders is 7-Eleven, Inc. President and CEO Joseph DePinto ’99, who says his Kellogg education “reinforced my view about the power of teams and working together to solve complex business problems.”

DePinto says Kellogg’s balanced strengths across disciplines, particularly in finance and marketing, produced knowledge that endures. “Many of the principles taught,” he says, “I use every day.”

“Our vision is to be the best retailer of convenience. I lead by example and the Kellogg team-based approach informs my leadership style to this day.”

Joe DePinto ’99
President and CEO, 7-Eleven, Inc.

Executive MBA Program
EXECUTIVE MBA
GLOBAL NETWORK

Toronto, Canada
Schulich School of Business
- Featured electives: mergers and acquisitions • information technology management

Vallendar/Düsseldorf, Germany
WHU - Otto Beisheim School of Management
- Featured electives: European business • luxury brand management

Kellogg School of Management
Evanston, IL & Miami, FL
- Featured electives: human machine intelligence • advertising strategy
To succeed in today’s marketplace, you need a global perspective that can be developed with the RIGHT ACCESS, CONNECTIONS AND EXPERIENCES.

With two U.S. campuses and five partner institutions, the Kellogg Executive MBA Global Network is the largest, most immersive network of its kind with unparalleled access to a broad range of global opportunities. Unlike other executive MBA programs, Kellogg’s approach to global learning leverages the expertise of leading faculty at our partner schools. Experience complete immersion in global markets, connect with business leaders from around the world and develop the global expertise that ignites global leadership.
WHERE GLOBAL EXPERTISE IGNITES GLOBAL LEADERSHIP

3 WAYS TO GAIN a global perspective

1. **Learn from local experts**
   
   Take global electives at all seven campuses in the Kellogg Executive MBA Global Network that are taught by experienced faculty with unparalleled expertise in their regions. Through study and immersion in these local markets, you will broaden your global leadership perspective, hone expertise in specific industries and develop a rich understanding of different markets. These weeklong trips typically include two electives as well as cultural experiences and are taken in your second year.

2. **Practice leadership on a global scale**
   
   Experience the power of the global classroom during Global Network Week, which draws executive peers from the entire network to the Evanston, Illinois, campus. Take *Negotiations* and *Strategic Crisis Management* courses with students from around the world. This highly interactive environment provides an opportunity to learn more about cultural norms and encourages close collaboration and meaningful conversation both in and out of the classroom.

3. **Engage in emerging markets**
   
   Study developing economies on a deeper level, examining key trends and topical issues relevant to specific industries and countries. For instance, *Social Impact: Africa* examines the unique challenges of designing business models that create positive societal or environmental impact. Students work on a consulting project with a nonprofit organization, and travel to Africa to conduct field research and meet leading social impact organizations.
Minerva Capital Group Founder and CEO Jocelyn Cortez-Young ‘07 understands what it takes to drive a market. Cortez-Young focuses on investments that serve a dual purpose: to activate social change in Latin America and to turn a profit.

While studying at Kellogg, Cortez-Young had ample opportunity to broaden her network and experience other cultures. Taking courses in the Kellogg Executive MBA Global Network allowed her to better understand some of the markets where she would later invest, as well as make connections with peers from across the world. After Kellogg, she left her position as a vice president at Citibank and drew upon her global experiences to launch Minerva Capital.

“No other business school offers the same immersive global opportunities. At Kellogg, I lived the principle of ‘think global, act local,’ and was able to tap into the network to connect professionally and personally.”

Jocelyn Cortez-Young ‘07
Founder and CEO, Minerva Capital Group
Executive MBA Program
The Kellogg culture encourages you to take intelligent risks among **PEERS WHO ARE AS SUPPORTIVE AS THEY ARE AMBITIOUS.**

In the Executive MBA Program, you’ll be surrounded by high-caliber classmates with a diversity of experience and vast global expertise. You will learn with — and from — today’s global leaders, senior executives, entrepreneurs and experts, who will provide invaluable perspectives on universal challenges.

Collaboration is integral to who we are and what we do. As a student, you will see how a team-based approach to learning elevates your leadership development and enhances your professional skill set. It cultivates the type of leader who can inspire others to create value in the world.

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**CLASS PROFILE**

You’ll find an engaging diversity of experience, culture and background to broaden your global perspective.

- **38** AVERAGE AGE
- **26%** FEMALE STUDENTS
- **38%** MINORITY STUDENTS
- **18%** INTERNATIONAL STUDENTS

**GEOGRAPHIC REPRESENTATION**

Kellogg Executive MBA students are drawn from every part of the world, creating a rich environment for global collaboration.

- **73%** NORTH AMERICA
- **12%** LATIN & SOUTH AMERICA
- **9.5%** ASIA
- **4.5%** EUROPE
- **1%** MIDDLE EAST
- **7%** MID ATLANTIC
- **58%** MIDWEST
- **4%** NORTHEAST
- **20%** SOUTH
- **4%** SOUTHWEST
- **7%** WEST

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Data from the Executive MBA Class of 2017. Learn more at [kell.gy/EMBAstats](kell.gy/EMBAstats)
Candidates are highly experienced senior leaders who bring a depth of knowledge and skill to the classroom.

14 YEARS AVERAGE WORK EXPERIENCE / 66% HOLD SENIOR-LEVEL POSITIONS

C-LEVEL 15%  VP 16%  DIRECTOR 35%  MANAGER 23%  OTHER 11%

INDUSTRY

FINANCIAL SERVICES 19%  TECHNOLOGY/MEDIA 12%
NONPROFIT/GOVT 4%  OTHER 8%
TRANSPORTATION/CONSTRUCTION 5%
CONSULTING SERVICES 8%
CONSUMER PRODUCTS 10%

FUNCTION

GENERAL MANAGEMENT 17%  FINANCE/ACCOUNTING 15%
CONSULTING 3%  BUSINESS DEVELOPMENT/STRATEGY 15%
OPERATIONS 7%
IT 9%
ENTREPRENEURSHIP 7%
MARKETING/SALES 17%
HEALTHCARE ADMINISTRATOR/M.D. 6%
THE IMPACT OF A TEAM-ORIENTED APPROACH

Throughout your two years in the Executive MBA Program, you will work in a study group made up of five to six students with an intentional balance of skills and experiences. This will allow you to build deep relationships with peers and expand your connections in the Kellogg network while achieving your educational goals.

“Each of my teammates has pushed me to be a better leader.”
Elspeth Campbell Moffatt ’18
Program Administrator, Community Services Group

“Some of us are better at finance, while others are stronger in marketing. That diversity has helped us succeed.”
Paras Vikram Shah ’18
Director, Hubot Chemical Company
“I learn from my study group just as much as I learn from the professors.”

Dylan M. Ross ’18
Regional Vice President, McKesson Corporation

“We can go to one another for support. Parus and I went from focusing solely on our regular course work and careers to branching out and starting new ventures.”

Enna Weng ’18
Vice President, Wells Fargo Securities

“Our team is grounded in the power of motivation, the power of courage and the power of trust.”

Travis Patrick Tubbs ’18
National Sales Director, Jenn-Air, Whirlpool Corporation
A POWERFUL AND RESPONSIVE NETWORK

Join a robust network of HIGH-IMPACT, LOW-EGO LEADERS ACROSS THE GLOBE.

Our alumni hold top positions at some of the world’s most respected organizations. Put that power to work for you from the start. Despite their busy lives, Kellogg alumni are renowned for their willingness to help students and fellow alumni by generously sharing their wisdom, experience and connections.
60,000+
ALUMNI ACROSS 120+ COUNTRIES
The Kellogg Executive MBA Program is designed specifically for experienced professionals. Our robust curriculum builds upon your expertise by strengthening your business acumen across all areas of an organization so you can become a more strategic thinker and a better leader.
From the moment you begin the Kellogg Executive MBA Program, you’ll immerse yourself in study that addresses the complex problems facing leaders today. Taught by Kellogg faculty and customized for the executive level, our curriculum will strengthen your business foundation and help you lead an organization more confidently.

In your second year of study, you will hone management techniques and apply strategies to larger challenges. Customize your experience by choosing electives that fit your career goals, or discover new interests. You’ll complete your experience with Growth Strategy Practicum, a capstone course that synthesizes class lessons from across the program.

GLOBAL NETWORK WEEK
Expand your horizons and learn in a truly international setting during Global Network Week, held on the Evanston, Illinois, campus.

ELECTIVES
Choose from more than 40 elective courses. These intensive courses cover a rich array of topics, markets and industries. Students will take electives domestically and internationally at the global network schools.

GLOBAL ELECTIVES
Study in local markets and sharpen your global acuity. All students are required to travel outside the United States for at least one elective set (two courses). Accommodations are covered as part of your tuition for one overseas trip.

GROWTH STRATEGY PRACTICUM
Integrate learnings from the past two years in a hands-on business problem. In class, you’ll hear from CEOs while working in teams to build growth strategies for real businesses.
TechVenture India lets students experience an emerging market firsthand.

As Professor Mohan Sawhney notes, “Knowing what’s happening in India is vital for any MBA student.” That’s the concept driving one of the Executive MBA Program’s cutting-edge courses, TechVenture India, taught by Professor Sawhney. Through in-field research, guest talks and lectures, students will study the intersection between technology and emerging markets, using India as a case study for global market issues.

Professor Sawhney and Kevin Rasch ’15, one of the course participants, share their perspectives and main takeaways from the course.

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<tr>
<th>MOHAN SAWHNEY</th>
<th>KEVIN RASCH ’15</th>
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<tr>
<td>McCormick Tribune Professor of Technology; Director, Center for Research in Technology &amp; Innovation at Kellogg</td>
<td>Vice President and Assistant General Counsel, MassMutual Financial Group</td>
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**Why India?**

India is home to 1.25 billion people. It is the most important emerging market in the world for technology companies. India has become a hotbed for entrepreneurial activity and is at an inflection point in its adoption of technology products.

The Indian economy is one of the 10 largest in the world and the third largest by purchasing power. India is a coiled spring ready to catapult forward. I wanted to understand that dynamic better.

**What were your goals?**

The goals of the course are to provide students with an in-depth understanding of key technology developments in the world of “SMAC” (Social, Mobile, Analytics and Cloud) and give them firsthand exposure to companies bringing these technologies to emerging markets.

I’ve seen unexpected services like legal research outsourced to Indian companies who use technology to become more efficient. I wanted to know: Why is India so well positioned for the technology sector and what implication does that have for U.S. commerce?

**What did you learn?**

We learned that a number of technology and e-commerce startups are adapting U.S.-based models to India. We were also surprised by the rate of adoption of mobile in India. Reliance Jio, for instance, acquired 100 million mobile subscribers in its first 170 days. The sheer scale of the Indian market is mind-boggling.

My experience made me realize how vulnerable all industries, including financial services and life insurance, are to disruptive technology. I’ve learned to look beyond Silicon Valley for the next investment or acquisition.
ENGAGE WITH
LEADING MANAGEMENT EXPERTS

Dynamic, accessible and passionate about teaching and learning, Kellogg faculty respect the rich experience you and your top-caliber executive peers bring to the classroom.

MARKETING
Alexander Chernev
Academic Trustee, Marketing Science Institute; Area Editor, Journal of Marketing; Author, Strategic Marketing Management

ENTREPRENEURSHIP
Linda Darragh
Board member, digital startup incubator 1871; Executive Director, Kellogg Innovation and Entrepreneurship Initiative (KIEI)

STRATEGY
Harry Kraemer
Former Chairman and CEO, Baxter International Inc.; Executive Partner, private equity firm Madison Dearborn Partners

MANAGEMENT AND ORGANIZATIONS
Leigh Thompson
Negotiations expert; Author of The Mind and Heart of the Negotiator

FINANCE
Sergio Rebelo
Consultant to the World Bank, International Monetary Fund and Federal Reserve System
Joel Kingsbury '15 was enjoying a successful marketing career at a Fortune 500 technology company. But he knew that to grow into executive-level leadership, he needed the cross-functional knowledge and experience an MBA from Kellogg would provide.

Kingsbury joined the Kellogg Executive MBA Program in 2013, when he was global marketing lead for Motorola. By the time he graduated in 2015, he had gained the skills and experiences necessary to be promoted to his current role heading Motorola’s North America division.

“It’s incredible to see the confidence that Kellogg gave me, transitioning into this new role. I got to put into practice exactly what I learned.”
AT WORK
Analyzes net present value for resource allocation

AT WORK
Evaluates future job opportunities to meet his individual criteria

AT WORK
Promoted to lead North America division

AT KELLOGG
Takes core courses Managerial Finance and Managerial Economics

AT KELLOGG
One-on-one sessions with Career Management Center

GRADUATES FROM KELLOGG

Joel Kingsbury ’15
Senior Marketing Director, North America Marketing, Motorola

Executive MBA Program
MAXIMIZE YOUR LEADERSHIP

Give your career room to grow by PARTNERING WITH OUR DEDICATED CAREER COACHES, all of whom are also business leaders with a history of mentoring executives.

Develop a long-term career plan by gaining deeper insights into your talents and leadership style so you can realize your full potential.

Our best-in-class Career Management Center is dedicated to supporting your growth — whether that means transitioning careers, advancing within your industry or launching a business.

A LIFETIME OF CAREER BENEFITS

- Take advantage of one-on-one coaching from executive career experts
- Explore exclusive networking opportunities, thought-leadership events, career workshops and webinars
- Access Kellogg’s vast job board for personal career growth or to find talent for your organization
- Enhance your perspective through senior-leader workshops and classes featuring executive speakers
- Refresh your business acumen as a Kellogg alum by auditing electives on the Evanston or Miami campuses

94% OF STUDENTS ADVANCED OR CHANGED CAREERS
NEARLY 80% REPORTED HEIGHTENED JOB SATISFACTION
Today it’s common to see fresh fruit on McDonald’s menu, but that wasn’t the case before Vicky Free ’04 made it happen. Free was midway through the Kellogg Executive MBA Program when, as a marketing executive for McDonald’s, she was put in charge of launching the company’s first-ever product featuring fresh fruit.

She found that her operations and supply chain courses immediately paid off in leading the initiative — from working with the supply chain team to identify sources for fruit, to packaging and supply chain flow. Her ability to leverage insights across business disciplines positioned her to take on greater leadership opportunities, including her current role as senior vice president of marketing at Disney/ABC Home Entertainment.

“Kellogg has a highly interactive and integrative curriculum that helped me become the leader I am today. You have to be able to quickly fit into whatever role you’re playing, know your strengths and coach others to achieve the desired outcome. I came out of Kellogg understanding how to do that.”

EXPANDING THE LEADERSHIP MINDSET
OPTIONS TO SUIT YOUR LIFESTYLE

Earn your MBA in a format that aligns with your work schedule and geographic location. Whether you choose the Evanston or Miami campus, you benefit from the same stellar faculty, curriculum and network that define the Kellogg experience.

BIMONTHLY IN EVANSTON, IL

FRIDAY THROUGH SATURDAY

Just 30 minutes from downtown Chicago, Evanston students live and learn at the James L. Allen Center, a center that supports the educational needs of executive students while providing hotel amenities. Here, you’ll have space to work on group assignments, make lasting connections with your peers and enjoy the tranquil Northwestern campus. Students study Friday through Saturday and the occasional Sunday.

January or September start / Live-In Weeks: 4 / 2 years to complete
The Miami campus combines the resources of a world-class business school with the convenience of its Coral Gables, Florida, location, which serves as a gateway to Latin American markets. Students learn in a space modeled after the James L. Allen Center in Evanston, with amenities such as tiered classrooms, study group rooms, on-campus snacks and beverages and more. While here, you’ll stay in the comfort of a five-star hotel within steps of the campus.

January or September start / Live-In Weeks: 3 / 2 years to complete
A Kellogg MBA is one of the best investments you can make in your future. Get started today to find out if Kellogg is the right fit for you.

Visit kellogg.northwestern.edu/emba to:
- Request a résumé review
- Visit a class
- Attend an event
- Start your application

Or contact emba-admissions@kellogg.northwestern.edu to connect with an admissions officer.
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