MBA
J.E. Cairnes School of Business & Economics
Transforming Regional Edge to Global Talent
Here at NUI Galway the mission of our MBA is:

‘To develop globally talented leaders of vision, with regional edge.’

We take pride in our heritage of 47 years of MBA provision and we are immensely proud of the achievements of our graduates over that time. Many have gone on to achieve senior leadership and CEO positions or brought their business to new highs.

This year Kevin McDonagh, a 2018 graduate, has been shortlisted for the prestigious global award of AMBA MBA Student of the Year. This achievement highlights the relevance of our curriculum, the quality of our team and the ambition of our participants.

Pursuing an MBA is about positioning yourself for further success. Critical to this, is choosing an MBA programme with a proven track record that meets the highest international standards for MBA education.

The NUI Galway MBA is an, AMBA accredited, intensive two-year part-time programme that enables participants to prepare for accelerated career progression while also applying learning in their company from the start of the programme. We distinguish our MBA by offering an integrated learning experience characterised by our distinctive focus pillars of:

- Business for Society
- Innovating Success
- Transformational Leadership

Driven by experienced, passionate and dedicated faculty, the NUI Galway MBA integrates an academically rigorous and challenging real-world business education with industry engagement and global learning. Our MBA provides you with the knowledge, transferable skills and confidence required to lead innovative success. With almost 50 years of experience in MBA provision, and accreditation from the Association of MBAs International, choosing NUI Galway is smart decision.

In the pages that follow, you can discover more about our distinctive focus and the value of an NUI Galway MBA. We outline our innovate curriculum and structure, highlight some key features and experiences, feature some of our graduates and provide information on the application process. But most importantly, we tell you how to get in touch with us. Choosing to undertake an MBA is a big decision, we understand that and we are here to help.

Finally, given the financial, academic and personal commitments required, pursuing an MBA is an important decision. Our MBA provides a proven, excellent return on investment resulting in a personal platform that will position you for accelerated career success. Developing globally talented leaders of vision, with regional edge is our mission and we deliver.

Martin Hughes
Executive MBA Programme Director
The NUI Galway MBA Difference

We define the mission of our MBA as: ‘Developing globally talented leaders of vision, with regional edge.’

Our distinctiveness is embedded in, and emanates from, combining global perspective with regional edge.

We define our MBA regional edge as: ‘The unique synergy of NUI Galway expertise, delivery and focus combined with exceptional regional business enterprise and talent.’

The foundational components of our distinctiveness is underpinned by the School’s strategic focus domains of:

- Strategy, Leadership & Change
- Business & Society
- Innovation
- Entrepreneurship & Regional Development
- Public Sector Management
The NUI Galway MBA

About NUI Galway

We rank among the top 1% of universities in the world for the quality of our teaching and research.

50+% of graduates from the Class of 2018 have already secured a significant career progression.

47 years of experience in MBA provision.

NUI Galway is ranked third in the Irish universities in the prestigious Times Higher Education World University Rankings, 2017-18.

1%
Programme Objectives

1. TO PROVIDE
   - A curriculum of immediate value through the delivery of learning that is contemporary, relevant and impact affirming with immediate applicability.
   - An excellent integrated learning experience that is highly interactive, built on the business expertise of the participants, led by domain experts and connected to exceptional regional, national and international business enterprise.
   - A vibrant executive development environment characterised by shared learning with like-minded, ambitious talented people from a diverse range of backgrounds and experiences.

2. TO ENGENDER
   values in our participants consistent with a business for society motivation inspired by sustainability, ethics and corporate social responsibility

3. TO CHALLENGE
   you to discover and implement creative solutions for innovating success in social entrepreneurship and enterprise domains.

4. TO GUIDE
   you on a transformational leadership journey characterised by discovery of self, personal growth and individual achievement.

5. TO PREPARE
   To prepare you for accelerated career progression through expanding career options and earnings potential
Integrated Learning Experience

Our three integrated learning experience pillars are complemented by our broader MBA curriculum which includes team empowerment, business negotiations, lean principles, multicultural appreciation, decision analytics, the digital enterprise and strategic management and the core functional areas of accounting, finance, management, and marketing.
Transformational Leadership is the core pillar of our MBA programme. In this pillar we have designed an integrated learning experience consisting of the combination of three leadership modules and an integrated learning activity. The modules are:

- **Leadership Development**, which provides participants with a personally reflective journey in understanding oneself as a leader.
- **International Leadership Gateway** at Fordham University, New York, which provides participants with an exceptional, experiential Global perspective on leadership.
- **Leadership & Change**, which provides participants with the skills, tools and know-how to lead change.

Participants then undertake their Applied Strategic Leadership Project which is the key integrated learning activity that solidifies the participant’s Transformational Leadership journey.
The modern MBA graduate is expected to innovate success and our programme is designed to develop the acumen to do just that. This pillar centres on fostering success by empowering people, motivating continuous innovation and driving achievement through internal and external business consulting.

The modern MBA graduate is charged with leading innovative success that will offer our region, our country and our planet a sustainable future. We believe in values consistent with a business for society motivation and this pillar centres on sustainability, ethics & governance and understanding the role of business and its leaders in the broader economic, societal and global realms.
MBA Annual Model Timetable

**YEAR 1  Leadership Development**

**SEMESTER 1**
- Accounting for Managers
- Management and Organisation
- Marketing for Executives
- Managing the Digital Enterprise

**SEMESTER 2**
- **BLOCK 1**
  - Choose 1:
    - Innovation and Entrepreneurship
    - Irish Economy in a Global Context
- **BLOCK 2-4**
  - PM, Ethics and Governance
  - Choose 1:
    - Strategic Marketing
    - Business Analytics
- **BLOCK 5**
  - Choose 1:
    - Systems for Team Empowerment
    - Digital Marketing
    - Visiting Scholar Module

**JUNE**
- International Leadership Gateway: Fordham

**YEAR 2  Applied Strategic Leadership Project**

**SEMESTER 1**
- Leadership and Change
- Strategic Management
- Business Consulting

**SEMESTER 2**
- **BLOCK 1**
  - Business Negotiations
- **BLOCK 2-4**
  - Financial Management
  - Economics and the Business Environment
- **BLOCK 5**
  - Choose 1:
    - Lean Principles
    - Human Resource Management
    - Visiting Scholar Module

Semester 2 rotates on a cyclical basis and is taught to combined year 1 and year 2 cohorts. Modules offered may also be subject to revision.
MBA Masterclass Series

In conjunction with the Alumni Association, we offer a MBA masterclass series which provides expert input from, and discussion with, leading national and international business leaders, entrepreneurs and academics. Recent speakers have included:

- Tina Roche, CEO, Business in the Community Ireland.
- Mike Hughes, Executive Vice President, Schneider Electric.
- John Power, CEO, Aerogen.
- Dr Patricia Smith, CEO Bio-Medical Research Galway.
- Mark Little, Journalist and Entrepreneur.
- Gerald Lawless, Chairman of World Travel and Trade Council and former Head of Tourism & Hospitality, Dubai Holding and CEO of Jumeirah Group.

NUI Galway MBA Symposium: The Challenge for Leadership in the Complexity of the 21st Century

This year we hosted a practical symposium on Leadership with a view to a shift in conversation on Leadership from a focus on Personality and Behaviour to a focus on Capability, Capacity, Complexity and Development.

The symposium was led by Leadership Coach Jennifer Garvey-Berger and Director of Harthill Consulting, David Rooke.

The MBA at NUI Galway has the right mix of practical and theoretical elements to the programme. The quality of the teaching within the MBA is second to none.

- Ashwin Kher
  CEO & Co-Founder, C9Health
Organisations now operate in a global environment and it is important to understand different perspectives and experiences in an international context.

Combining tuition and experiential learning in a global business context the International Leadership Gateway Experience is an intensive tailored programme currently delivered in collaboration with our academic partner Fordham University, NY. The programme pivots around your personal leadership development.

Superb in every single aspect, extremely well organised, excellent exposure to lecturers. The trip was well above my expectations – an immense experience.

– Cormac Kearns
  Managing Director, Masonite Ireland.
1) NUI Galway Graduate Shortlisted for AMBA Student of the Year Award

One of our recent graduates Kevin McDonagh has been nominated for the MBA Student of the Year Award by the Association of MBAs. Kevin is one of five shortlisted finalists for this prestigious award which received nominations from across AMBA’s global network of MBA programmes.

We wish Kevin every success at the award ceremony which will take place in London on 1st February 2019.

2) MBAAI National Strategy Competition Winners

Our second year MBA students won the MBAAI National Strategy Competition. Well done to Áine Í Chualáin, Kevin McDonagh, Alan Rowan, and Keith Doyle.

3) Flying High at Atlantic Aviation

Three members of the 2014 class went on to form the senior management team at Atlantic Aviation. This occurred when Connor Flanagan secured the CEO position and subsequently brought in his classmates.

- Connor Flanagan – Chief Executive Officer
- Shane O’Neill – Chief Operations Officer
- Edel Jordan – Director of Strategy and Marketing

Since then, Connor has moved on to become CEO at SECTO and Shane is now the CEO at Atlantic Aviation.
Student Profile

Experience Pre MBA

- 4-10 Years: 28%
- 11-15 Years: 36%
- 16-20 Years: 23%
- 21+ Years: 13%

Gender

- Male: 53%
- Female: 47%

MBA Class - Industry Examples

- Pharma/Medical
- Hospitality/Food
- Marketing/Publishing
- Financial/Accounting
- Not-for-Profit
- Public
- Education
- Manufacturing
- Engineering
- Consulting
- Construction
- Information Technology

MBA News: Hats off for MBA Scholarship winner!

30% Club Scholarship from NUI Galway to Advance Female Leadership in Business Organisations

Galway businesswoman Sandra Divilly is the winner of a scholarship worth more than €13,000 towards her participation in the MBA (Master in Business Administration) programme at NUI Galway.

Divilly is the owner of the The Galway Hat Shop in Corbett Shopping Centre and hatshop.ie. The shop stocks over 1,000 headpieces and special occasion hats, as well as accessories such as scarves, gloves, umbrellas, handbags and wraps.

NUI Galway set up the scheme in conjunction with the 30% Club, which believes that gender balance on boards and among executive leaders not only encourages better leadership and governance, but contributes to better all-round board performance, and ultimately increased corporate performance for both companies and their shareholders.

Application numbers exceeded expectations for this scholarship, with a very high calibre of strong female applicants. The MBA looks forward to working with the 30% Club in the future and welcomed Sandra to its new cycle of MBA students in 2017.
“One year into the MBA, I was promoted to a director level position. This position is the first tier of senior leadership, therefore represents a significant career advancement.”

– Áine Ní Chualáin
   Director, Research & Development Counsel at Alkermes

“I was promoted Associate Director of Sales in April 2018. Within the Organisation structure, this is a significant promotion in one of their G4 (UK/Germany/France/Italy) markets. It carries with it an expectation to contribute beyond product and revenue but also in co-creating how Actelion deliver performance across the EMEA region.”

– Kevin McDonagh
   Associate Director of Sales at Actelion

“Making good decisions requires an understanding of recent developments & prospects for the Irish economy, the euro area, & the wider global economy & the implications of these developments for businesses & policymakers.”

– Professor Alan Ahearne
   Professor of Economics & Director of the Whitaker Institute

“The Leadership & Change module requires students to engage in extensive leadership development with the use of modern interventions like 360° feedback, coaching and mentoring. Students develop their emotional intelligence & capacity to be strategic leaders.”

– Professor Alma McCarthy
   Head of the Discipline of Management & Professor in Public Sector Management
Our Graduates operate in a wide range of organisations, such as:
Are you ready to expand your world?

In September 2019, we will take approximately 20 participants on to the programme. As places are offered on a rolling basis be sure to apply early to secure your place on the programme.

Graduates
Entry to the MBA is open to graduates who have at least three years of relevant administrative or business experience. Individuals who have professional qualifications recognised by the J.E. Cairnes School of Business & Economics as being equivalent to a primary degree may also be considered for admission.

Non Graduates
Applications from non-graduates who have a minimum of five years business or administrative experience may be considered for the Postgraduate Diploma in Management, which is equivalent to the first year of the MBA programme. Candidates who successfully complete the Postgraduate Diploma programme are eligible for entry to the second year of the MBA.

Selection Process

We will announce exciting new scholarships on our webpage – go to: www.nuigalway.ie/mba/scholarships/
How do I apply?
Applications for both the MBA and Postgraduate Diploma are made online via the NUI Galway Application System.

Fees
- €13,850 per annum for EU students.
- The MBA at NUI Galway is an approved programme for the tuition fees tax relief scheme where eligible applicants can claim 20% tax relief capped at a value of €1,000. Please contact your financial adviser for further information.

3-Day Block Release
The programme is part-time and delivered by intensive block teaching over 21 months. Blocks will be of 2 or 3 days duration and generally occur at intervals of every 3 weeks during the semester. With the exception of the International Leadership Gateway programme, which typically takes place in early June, all other activity takes place within the semester.
Have Any Questions?

Martin Hughes
MBA Director
J.E. Cairnes School of Business & Economics
National University of Ireland, Galway
T: +353 (0)91 493 814
E: martin.hughes@nuigalway.ie

Mairead McKeon
MBA Administrator
J.E Cairnes School of Business & Economics
National University of Ireland, Galway
T: +353 (0)91 495 066
E: mba@nuigalway.ie