



NUI Galway
OÉ Gaillimh



EXECUTIVE MBA

J.E. Cairnes School of Business & Economics



Accelerate your Leadership Potential

2017 INTAKE



Welcome

An MBA is one of the world's most recognised and respected business and management qualifications. 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 Executive MBA is an AMBA accredited, intensive, two year programme that enables participants to prepare for accelerated career progression while also applying learning in their company from the start of the programme.

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 for innovative and effective management and leadership. With over 45 years of experience in MBA provision, and accreditation from the international Association of MBAs, choosing NUI Galway is a smart decision.



In the pages that follow, you can discover the value of an NUI Galway MBA, some of its key features, the curriculum and structure of the programme, graduates profiles and information on the application process.

Given the financial, academic and personal commitments required, pursuing an MBA is a very important decision. Our Executive MBA provides a proven, excellent return on investment resulting in a personal platform that will position you for an accelerated career success.

Martin Hughes
Executive MBA Programme Director



A photograph of a modern building with a curved glass facade and red slatted balconies. The building is reflected in the glass. A red banner with white text is overlaid on the image.

Your Guided Expedition to Excellence

Contents

About NUI Galway	5	Meet the Lecturers	14
Professional Development	6	Meet our Graduates	15
Executive MBA: Key Features	8	Where to find Our Graduates	16
MBA Masterclass Series	10	Selection Process	17
International Leadership Gateway: Fordham	11	Application & Fees	18
EMBA Annual Model Timetable	12	Have Any Questions?	19
Student Profile	13		



About NUI Galway

2%

We rank among the top 2% of universities in the world for the quality of our teaching and research.

3000

international students from over 115 countries.

45
years

of experience in MBA provision.

3rd

NUI Galway is ranked third in the Irish universities in the prestigious Times Higher Education World University Rankings, 2015-16.



ASSOCIATION
OF
AMBA
ACCREDITED



Gaillimh
2020
Galway



Professional Development

Knowledge

Our graduates have the ability to derive and apply solutions in Business and Management domains from a broad knowledge of Ethics & Governance, Management, Finance, Economics, Information Systems, Operations, Human Resource Management, Marketing and Leadership. Our students combine formal instruction and professional experience to draw meaning outside any specific context of application or practice to the general practice of management and leadership.

Know-How and Skill

Develop leadership aptitude in resource management, change initiatives and strategic performance. Our graduates are empowered with an expertise in negotiating timely and effective solutions in complex, dynamic and confrontational situations and the ability to perform insightful data analysis, decision making, critical thinking and problem solving in conditions of uncertainty, urgency and complexity.

Competence

Equip yourself with the competence to act effectively and autonomously in complex, ill-defined and unpredictable situations that are subject to external and global influences. Our graduates have the proficiency in effecting bespoke local solutions derived from global best practice and the ability to gain new insight by using new experiences to reframe and contextualise prior learning.

The Executive MBA at NUI Galway aims to prepare you for accelerated career progression through the acquisition of knowledge, skills and confidence necessary for success in strategic management and senior leadership roles.

This course will provide immediate value for you through the delivery of learning that is contemporary, relevant and impact affirming with immediate applicability to your work and business context. You will be empowered by a vibrant executive development environment characterised by shared learning with like-minded, ambitious people from a broad range of backgrounds and experiences. This course challenges you to think differently!



1) Personal Development

Future leaders cannot simply be specialists in operations, management, strategy, finance or marketing. They need to have personal capabilities that bridge functional expertise, displaying an in-depth understanding of all key areas and a capacity to work harmoniously across different functions within organisations.



2) Global Perspective

Today's fast-paced, internet-driven business environment calls for more than just a local perspective of management. Highly effective managers need to see things based on how their company functions in the big picture of the globalised economy.



3) Leaders of Tomorrow

MBA students on AMBA-accredited programmes are required to have at least 3 years prior management experience, making for quality networks and applied learning.



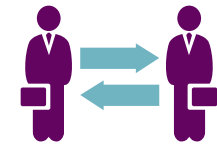


Executive MBA: Key Features



Impact Affirming Curriculum

The NUI Galway MBA curriculum integrates learning across all functional areas of business including finance, management, marketing, accounting, operations, and business information systems.



Delivered by Experts

The core and elective modules are delivered by experienced, passionate and dedicated faculty who are experts in their field and who engage in high quality research-led teaching.

The Executive 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

The MBA programme arms you with the multidisciplinary tools of the broader organisation. It is particularly beneficial for people in disciplines which do not get the exposure to report on the total business.

– Lorraine McDermott
Financial Controller of Hollister ULC and Liberty Medical Services

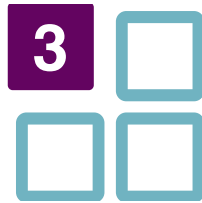


Business Negotiations

Drawing on Harvard University's Program on Negotiation, this module employs an experiential approach to advance candidates' negotiation proficiency towards finding mutually satisfactory solutions. Negotiation is a valuable leadership and management skill which is employed in a wide range of business contexts such as contracts, deal-making, employment discussions, team building, and disputes.

Negotiation is critical to success in any business. The Business Negotiations module has increased my confidence in negotiating with others.

– Paul Cadden
*Business Manager (BMW),
Rentokil Pest Control*



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.



Leadership

Organisations operate in a global context and whether your organisation is operating nationally or internationally it faces global competition. Accordingly, today's leaders are required to possess a deep understanding of international influences and best practices. The MBA will provide the foundational development that will enable you to provide effective leadership in a volatile, uncertain, complex and ambiguous world.



When Opportunity Knocks

Be it during the programme, or any time after graduation when opportunity knocks, if you need us, we'll be there. As an Executive MBA participant or graduate you can avail of support from us. On receipt of your query the programme director and the director of the Career Development Centre will assess your specific needs and propose a powerful blend of professional services.

Throughout the programme, career coaches and mentors will be available to work one-to-one with students assisting them with their personal and professional development.



MBA Masterclass Series

The MBA Masterclass series 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.

The Masterclass provides for open debate and conversation and develops and integrated learning and networking experience. An excellent initiative, I highly recommend it.

– Hazel Hendy
CEO, Gate Dental Services Ltd.





International Leadership Gateway: Fordham

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.





EMBA Annual Model Timetable

YEAR 1 Leadership Development

SEMESTER 1	Accounting for Managers	SEMESTER 2	BLOCK 1	BLOCK 2-4	BLOCK 5	JUNE	International
	Management and Organisation		Business Negotiations	Financial Management and Human Resource Management	Choose 1:		Leadership
	Marketing for Executives				Lean Principles		Gateway:
	Managing the Digital Enterprise				Business Consulting		Fordham
					Visiting Scholar Module		

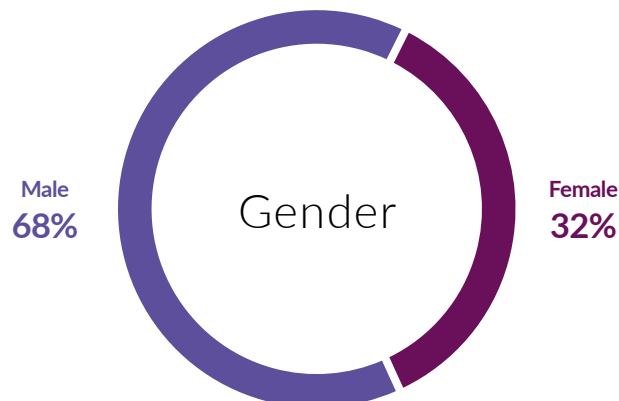
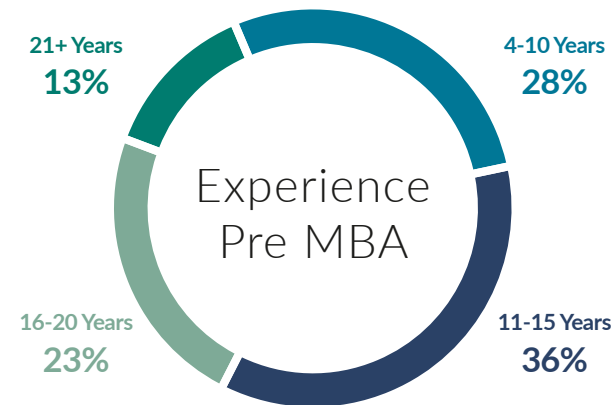
YEAR 2 Applied Strategic Leadership Project

SEMESTER 1	Leadership and Change	SEMESTER 2	BLOCK 1	BLOCK 2-4	BLOCK 5		
	Strategic Management		Choose 1:				
	Economics and the Business Environment		Innovation and Entrepreneurs				
			Irish Economy in a Global Context				
				PM, Ethics and Governance Choose 1: Strategic Marketing Business Analytics	Choose 1: Systems for Team Empowerment Digital Marketing Visiting Scholar Module		

The structure is indicative; 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.



Student Profile



Prior Area of Study *Based on the 2012/14- 2014/16 Cohorts





Meet the Lecturers

Access to the Highest Quality Experts

Our outstanding faculty are recognised as experts in their field by practitioners and by other academics. They contribute to society, industry and academia through quality engagement and research.



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

– **Professor Alan Ahearne**
*Professor of Economics and
Director of the Whitaker Institute*



The Leadership and 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 and capacity to be strategic leaders.”

– **Dr Alma McCarthy**
*Head of the Discipline of Management and
Senior Lecturer in Management*



Meet our Graduates

Eileen Sweeney

Marketing Manager,
Americas with Aerogen,
Chicago, USA

Executive MBA Graduate 2014



Eileen Sweeney worked as a brand manager for medical device company Aerogen, Galway. In 2012, she decided to do an MBA at NUI Galway. The NUI Galway MBA is a versatile programme with a broad learning base that provides an acknowledged career stepping stone. The MBA has helped Eileen broaden her skills set by providing a flavour of other aspects and disciplines within business. As such it offers a greater opportunity to develop a leadership role.

Since completing the NUI Galway Executive MBA Eileen has taken up the role of Marketing Manager, Americas with Aerogen, based out of the Chicago office. *"I continue to use my MBA as a reference point when developing and executing company strategy. For me the MBA acted as a springboard for my career. It consolidated my work experience into a recognizable entity."*

Mike Parkinson

Operational Excellence Lead,
Transitions Optical Asia

Executive MBA Graduate 2012



In 2013 Mike Parkinson took an expatriate promotion as Operations Manager moving from Transitions Optical in Tuam to one of their global sites in Manila in the Philippines within one year of completing the NUI Galway MBA in 2012. Before taking the promotion, Mike was a senior manager on the Transition Optical Tuam leadership team, with over 20 years' experience across operations, engineering and logistics. He manages over 300 staff in the Philippines with responsibility for imbibed operations, line engineering, technology engineering and total site packaging operations. In mid-2015 he took on a new role taking responsibility for rolling out Operational Excellence in Transitions

facilities in Asia, dividing his time between Philippines and Thailand. *"Initially it took a few months for my family to adapt to the ex-pat life here in Manila, but we are all well settled in now. It's a great opportunity and it's one that was made all the more possible by having an MBA".*

As Mike sees it, an MBA gives you the edge when it comes to an interview for a promotion. *"Most organisations see it as an advantage. The knowledge you build as part of the learning process not only influences others and makes you more effective, but it also gives you more confidence and helps set yourself apart from the crowd."*



Where to find Our Graduates





Are you ready to expand your world?

In September 2017, we will take approximately 20 students on to the programme. As places are offered on a rolling basis be sure to apply early to secure your spot on the programme.



Selection Process

Graduates

Entry to the Executive 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 Executive MBA programme. Candidates who successfully complete 50 ECTS of the Postgraduate Diploma programme are eligible for entry to the second year of the Executive MBA.



Executive MBA - (GYC16)

Postgraduate Diploma in Management - (GYC17)



How do I apply?

Applications for both the Executive MBA and Postgraduate Diploma are made online via the Postgraduate Applications Centre (www.pac.ie)



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.

Fees may be subject to annual revision



Application Checklist:

Application form
(Including references and education history)

Personal statement outlining how the Executive MBA fits into your career objectives

CV (Maximum 3 pages)

Other supporting documentation including, but not limited to, university transcripts and birth certificate



Have Any Questions?

Martin Hughes

Executive MBA Programme Director

J.E. Cairnes School of Business and Economics

National University of Ireland, Galway

T: +353 (0)91 493 814

E: martin.hughes@nuigalway.ie

Mairead McKeon

Executive MBA Programme Administrator

J.E Cairnes School of Business and Economics

National University of Ireland, Galway

T: +353 (0)91 495 066

E: mairead.mckeon@nuigalway.ie