

<http://management.njit.edu>

# *Executive* MBA



**NJIT's  
Accelerated  
18-Month  
MBA Program  
for Professionals**

**NJIT**<sup>™</sup>

New Jersey's Science &  
Technology University

## ***“Crush the Box”***

*“NJIT’s Executive MBA Program does a lot more than churn out analysts. It teaches you to stay ahead of the curve. Now I don’t settle for thinking outside the box – I crush the box.”*

**Heather Martin**

*Vice President of Sales,  
EAI, Inc.  
NJIT School of  
Management  
EMBA Class of 2007*

*Invest 18 months to learn*

# Leadership Skills that Last a Lifetime

**The NJIT EMBA: Intense, intimate learning, peer-to-peer.**

## **Distinctive**

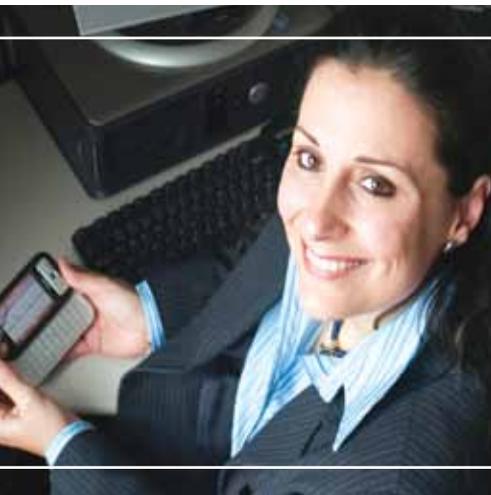
The accredited Executive MBA degree from NJIT prepares students with leading-edge tools and strategies to manage business in this rapid-paced global economy. Renowned as a leader in technology education, NJIT equips MBA candidates with the added capacity to manage technology – a competitive advantage in today's high-tech business environment.

## **Accelerated**

Our 18-month 48-credit blended learning program is tailored to the demanding schedules of working professionals. Classes are conducted on Saturdays and are held on campus, or in alternate extension sites and online. Students are also assigned independent projects to complete within flexible timetables. Practical and results-oriented, the NJIT EMBA is designed to quickly and comprehensively prepare executives for career advancement.

## **Progressive**

NJIT's Business School's innovative curriculum is based on the progressive teaching methods of blended learning and directed study. The emphasis is on putting innovative management strategies to work in traditional corporate settings. Our solution-focused program consists of 10-week learning modules, followed by a faculty-led team challenge that puts students' new-found knowledge and skills to the test in real-world business situations.



## **Katia Passerini, Ph.D.**

Assistant Professor of Management Information Systems and Hurlburt Chair  
NJIT School of Management

Katia Passerini literally brings a world of experience to her courses in IT Strategy, Knowledge Management and MIS. Lauded for the depth of her expertise, Dr. Passerini has published in many distinguished industry journals, and has played a critical role in high level multi-industry projects for Booz Allen Hamilton in Europe, and information technology projects for the World Bank in Europe, North America and the South Pacific.

# Accredited and Held in High Regard

## AACSB Accredited

Less than 10% of the world's business schools have achieved the honor of business accreditation from the *Association to Advance Collegiate*



*Schools of Business (AACSB).*

To become part of this elite group, a school must complete a seven-year process of meticulous review, evaluation and internal adjustments. Twenty-one separate standards must be met, including a high quality faculty, a commitment to

constant improvement, and a dynamic curriculum that responds to the needs of business. The AACSB designation insures NJIT's business school students the highest standards and best practices in advanced degree education.

***"...One of the best institutions to earn an MBA."***

Robert Franek  
Vice President, Publishing  
*The Princeton Review*



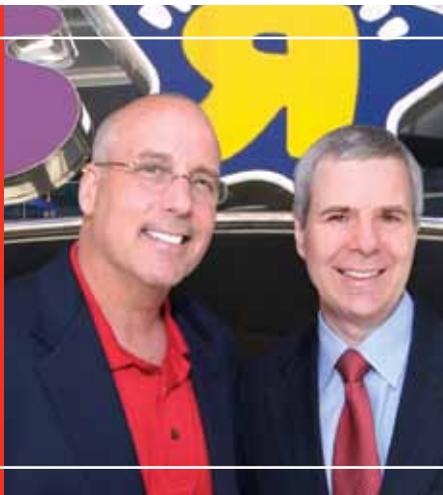
## Ranked Among the "Best Business Schools" by *The Princeton Review*

*The Princeton Review's* 2007 edition of "Best 282 Business Schools" features the NJIT School of Management in its highly-respected publication. In the profile on NJIT, *The Princeton Review* editors describe the school as offering an "affordable, convenient" program, "interesting curriculum based on practical knowledge", and "a good blend of business and technology management" supplemented by "first rate facilities."

## Glenn Album

VP - Human Resources  
Toys "R" Us U.S. & Talent Acquisition  
Adjunct Professor of Human Resource  
Management, NJIT School of Management

A former public school teacher, Mr. Album shares his more than 15 years of corporate human resources expertise with NJIT's business school. Mr. Album held prior HR positions with Kraft Foods and Merck.



## Mark Somers, Ph.D.

Professor of Management  
NJIT School of Management

A former strategic marketer for DDB and Citibank, Dr. Somers is widely published and recognized as an expert in the areas of employee socialization, performance management, career management and nonlinear modeling.

# *“Open a Door into Leadership”*

*“My NJIT EMBA looks impressive on my résumé and has opened a door into leadership advancement that otherwise would not have been opened.”*

**Tennille Miller**  
District Manager,  
Northeast Operations  
Chamberlin Edmonds  
NJIT School of  
Management  
EMBA Class of 2007



## **Willy W. Lee, Ph.D.**

EMBA Class of 2008

Associate Director, New Technology & Product Innovation, OTC R&D  
Novartis Consumer Health, Inc., Parsippany, N.J.

## **Gil J. Carrara Jr., M.D.**

Partner-In-Charge, Life Sciences, Battalia Winston International

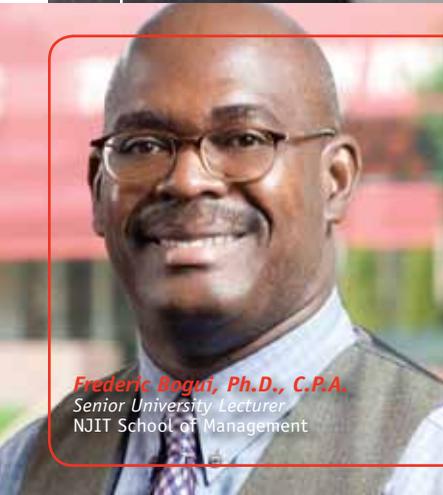
Serving as Special Advisor to the Dean and consultant to NJIT, Dr. Carrara works with the world's leading pharmaceutical and biotech companies to increase awareness of the NJIT management program.

# *“A Renewed Sense of Confidence”*



*“I approach business issues with a renewed sense of confidence and perspective. I regularly draw on the skills and knowledge I gained with my NJIT EMBA.”*

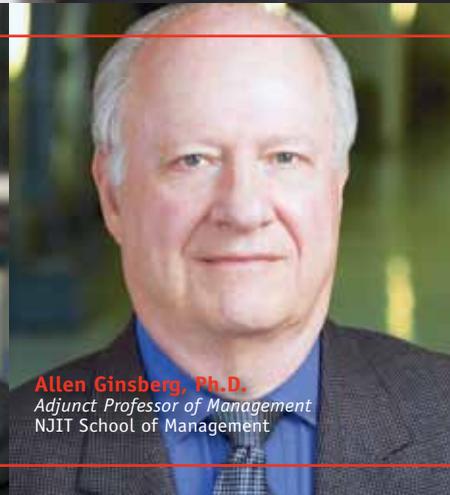
**Charles S. Aaron Jr.**  
*Senior Customer Support Manager  
and Business IT Manager  
National Starch & Chemical  
NJIT School of Management  
EMBA Class of 2007*



**Frederic Bogui, Ph.D., C.P.A.**  
*Senior University Lecturer  
NJIT School of Management*



**Shanthi Gopalakrishnan**  
*Associate Professor of Management and  
Associate Dean for Academic Affairs  
NJIT School of Management*



**Allen Ginsberg, Ph.D.**  
*Adjunct Professor of Management  
NJIT School of Management*

## A Project-Oriented Program for Working Professionals

NJIT's EMBA candidates are a microcosm of America's business and ethnic diversity, providing the perfect laboratory for cross-industry collaboration and peer-to-peer networking.

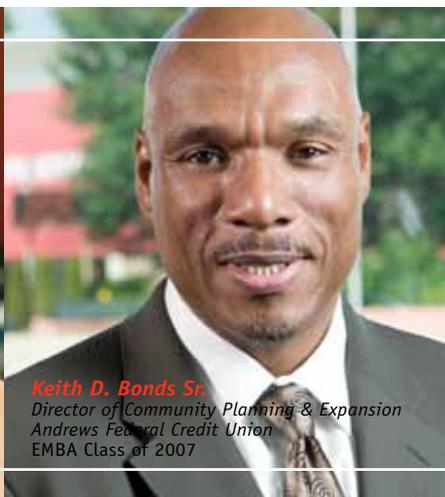
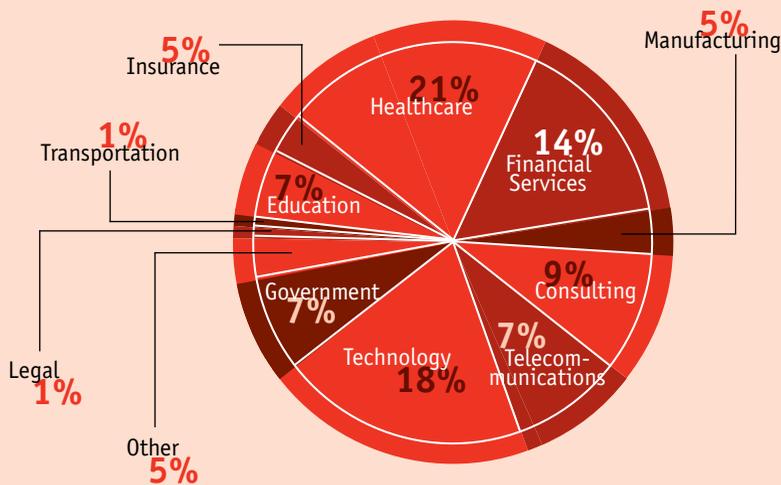
Our classes represent a dynamic mix of corporate managers from Fortune 1000 companies, entrepreneurs, and professionals from government agencies and non-profits.

## Student Profile\*

Average Age	35 (Range: 29-50)
Advanced degrees	15%
Minority Students	23%

\*based on Class of 2006

### Areas of experience and study



## *Study Tours:*

# International Business and National Public Policy

## Understanding East Asia's Role in the Changing Macro Economy

*"The study tour of Beijing, Shanghai and Hong Kong forced us all to reevaluate our preconceived notions of China. We realized that China's growth is not driven solely by its abundant and cheap labor but rather by the industry, entrepreneurial spirit and business acumen of its people. That simple but critical insight is something we would never have learned in any classroom or textbook."*

James Schworn

Director of Purchasing, NJ TRANSIT

NJIT School of Management

EMBA Class of 2007

## Focus on Washington, D.C.- How Government Defines Business Success

NJIT's Executive MBA students travel to Washington, D.C. for an immersion program on the intersection of business and government. Presented by the Washington Campus, a consortium established in 1978 comprising 16 U.S. Business schools, the course provides a public policy context for business decisions. Led by high-level, experienced practitioners of the public policy process, sessions are held in the heart of Washington, D.C., including Capitol Hill and the Federal Reserve.

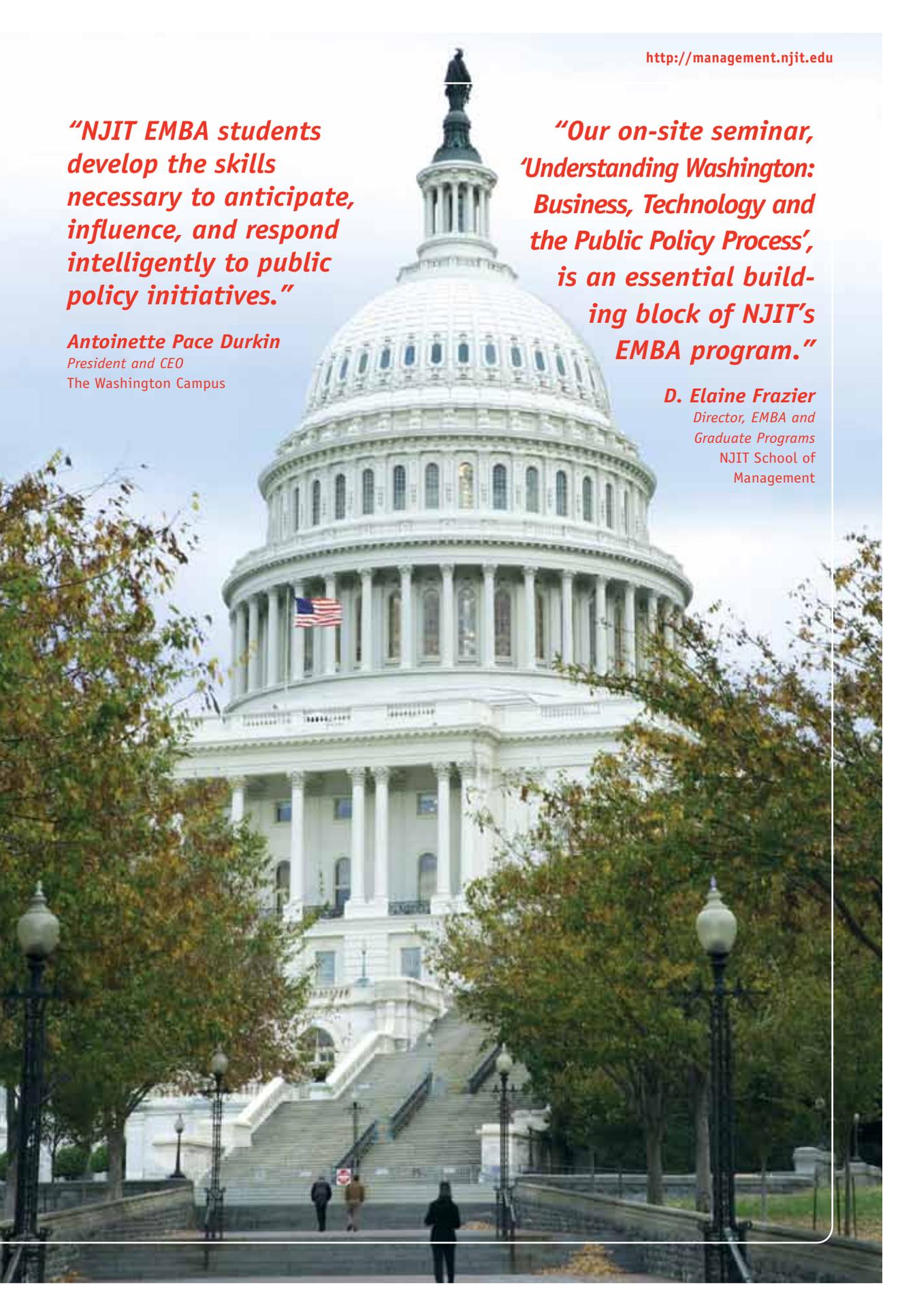


***“NJIT EMBA students develop the skills necessary to anticipate, influence, and respond intelligently to public policy initiatives.”***

***Antoinette Pace Durkin***  
*President and CEO*  
*The Washington Campus*

***“Our on-site seminar, ‘Understanding Washington: Business, Technology and the Public Policy Process’, is an essential building block of NJIT’s EMBA program.”***

***D. Elaine Frazier***  
*Director, EMBA and*  
*Graduate Programs*  
*NJIT School of*  
*Management*



# The Edge in Knowledge for Career Advancement

## A Laboratory for Entrepreneurs and Corporate Managers

NJIT's EMBA program emphasizes critical thinking using high-level role play. Every 10 weeks at the conclusion of each course module, our EMBA student teams join with our award-winning faculty to enact the course's core business concepts as a living, breathing case study. Students put what they learn to work, course by course.

## Strategic Mentoring

Our adjunct professors, all successful business leaders, give seminars and serve as advisors; alerting students and faculty to the new challenges and opportunities created by an interdependent world marketplace. Be prepared to sidestep overused business concepts and discover a new perspective on the interplay of industry, government and finance.

# Our Program Format and Course Sequencing

## A Commitment to Excellence

NJIT's Executive EMBA candidates are chosen with great care. Our EMBA classes represent a high-achieving group of professionals from diverse industries and job functions. The level of peer-to-peer and student-professor interaction our program demands, requires that we accept only those students whose contribution will ensure the most enriching experience possible for both their fellow students and our distinguished faculty.

## Course Sequencing

The accelerated NJIT EMBA is based on an 18-month blended-learning format. The program is delivered in 10-week modules by running two concurrent half-day courses over 10 consecutive Saturdays. Three of the course sessions are given online. In online learning sessions, students will work on projects tied to their professions, engage in virtual discussion, and obtain feedback from their peers and professors.

## Organizations that sponsor NJIT EMBA students include:

Andrews Federal Credit Union

Bank of New York

Booz Allen Hamilton

Carbone of America (LCL) Ltd.

Deutsche Bank

ETS

Genzyme

International Technology Group

JP Morgan Chase

McGraw-Hill

New Jersey Transit

Novartis

Novo Nordisk

Picatinny Arsenal

Prudential

Sam Schwartz PLLC

Shearman and Sterling LLP

Stryker Corporation

STV, Inc.

Swedbank

Toys "R" Us

UMDNJ

United States Army

# Apply today!

## *Application materials to be submitted include:*

1. Official transcripts from all previous undergraduate and graduate institutions. Transcripts must be sent directly to NJIT from the institutions. Candidates with degrees from institutions outside the U.S., who are unable to get originals sent from their universities, may submit notarized copies of transcripts.
2. One letter of recommendation from an individual who can comment on your management potential.
3. An acceptable GMAT test score submission from those applicants who do not have a masters or doctorate degree (in any field) from an accredited U.S. or Canadian program.
4. A completed application with a non-refundable \$100 application fee.

All materials should be addressed to the attention of the director of the Executive MBA program and mailed to:

Director, EMBA Program  
New Jersey Institute of Technology  
School of Management  
University Heights  
Newark NJ 07102-9938

Once all supporting materials have been received, applicants will be contacted to schedule a personal interview.

**[emba@njit.edu](mailto:emba@njit.edu)**

Tel 973 596 6378

Fax 973 596 3074

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