

LAUNCH YOUR CAREER TRANSFORMATION



KELLEY
SCHOOL OF BUSINESS
MBA Program

COMING HERE
has been a
LAUNCHING PAD
to a life
I NEVER THOUGHT
I'D HAVE.

Erica Smith, MBA'17





KYLE CATTANI

*Chair of the Full-Time MBA Program
Associate Professor of Operations Management
E-II Faculty Fellow
Kelley School of Business*



GO FROM MOMENT TO MOMENTUM IN YOUR CAREER

“At Kelley, we empower you to discover what career opportunities fit you best and provide you with the direct feedback and one-on-one coaching you need to achieve the goals you set. Our collaborative culture and rigorous curriculum will prepare you for the challenges you will face in your career, and our innovative Academies will give you the real-world experience top employers want and expect. You will leave here a confident leader with the ability to turn defining moments into lasting career momentum.”



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To prepare for a meaningful career change, you'll need personal support from people who know what it takes. The Kelley School of Business provides that support for every student, at every level, in every moment. From expert faculty to dedicated advisors, from encouraging peers to connected alumni, everyone at Kelley is committed to your success—now and for the rest of your life.

If you're ready to make a bold move, Kelley is where you belong. We'll give you the tools to transform your career.

ARE YOU READY FOR SUCCESS?

You're considering an MBA because you want to grow professionally and make an impact. You have talent and drive.

You have the capacity to change and achieve success. You need an MBA program that's as innovative and invested in helping you make that transition as you are. At the Kelley School of Business, we take learning beyond the classroom to give you the skills to build your future.

Your Kelley MBA starts prior to your first semester with Me, Inc., a two-week intensive program in team-building and career development that sets you up for success over the next two years. If you don't have a business background, you might also want to do Jump Start, a week-long accelerated introduction to core business concepts. From day one, you can take advantage of Kelley's Graduate Career Services to help you find the major, career path, and companies that are the best fit for you.

Once you've chosen your major, select an Academy to test your skills and shop your ideas with faculty, industry professionals, and student mentors in your field of choice. Kelley's one-of-a-kind Academy program lets you apply your classroom learning to real-world problems in business. You'll develop confidence and

expertise in a setting that gives you the freedom to be creative and the support to be effective.

You won't need to put your life on hold to earn a graduate degree in Bloomington. From its vibrant arts and music scene, to its hundreds of great restaurants, to its businesses that make waves around the country, Bloomington is a small city with the soul of a metropolis. Plant the seeds of your ideas here as a student, and then take them with you wherever you go next.

An MBA is an investment in the rest of your life, and Kelley will be there for you at every stage in your career. The mentorship you find here will continue long after graduation. Your classroom contacts will become your business contacts, and our worldwide alumni network will become your network of professional resources and opportunities. You'll also have permanent—yes, permanent—access to Kelley's Graduate Career Services office.

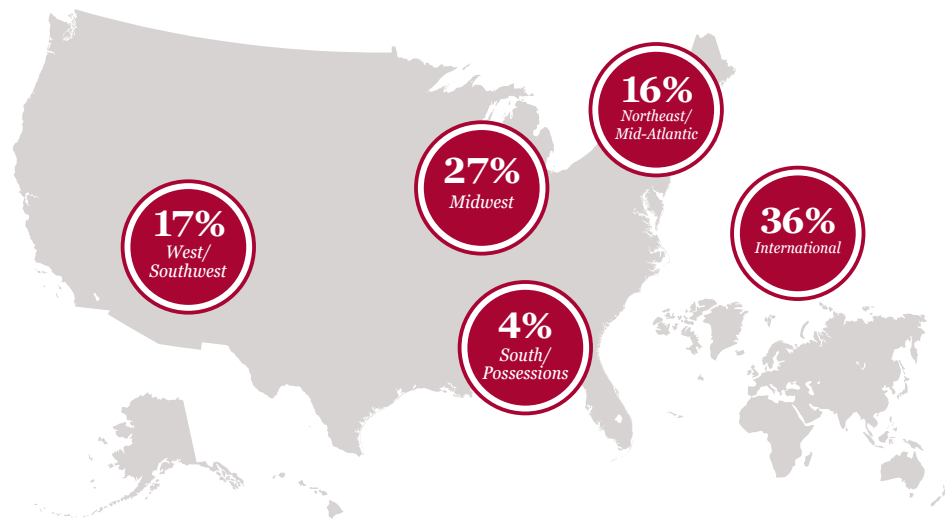
Kelley's MBA program is globally ranked #1 for the quality of its professors (*Princeton Review Best Business Schools*, 2017), #2 for its career services (*Financial Times*, 2017), and #8 for its alumni network (*The Economist*, 2017).



KELLEY AT A GLANCE | 2018 class profile



- 30% WOMEN
- 14% MINORITIES
- 36% INTERNATIONAL



AVERAGE AGE
28

AGE RANGE
23-36

AVERAGE YEARS OF FULL-TIME WORK EXPERIENCE

5

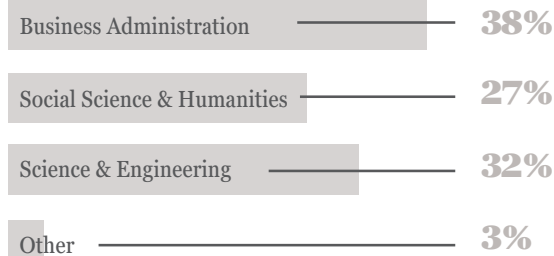
PERCENT WITH FULL-TIME WORK EXPERIENCE

98%

AVERAGE GPA
3.34

AVERAGE GMAT SCORE
670

UNDERGRADUATE MAJORS



“THE VALUE OF KELLEY IS IN THE RELATIONSHIPS—YOU’RE BUILDING LASTING BONDS WITH PEOPLE WHO WANT TO SEE YOU SUCCEED.”

— Danielle Hunt, MBA’18

Caroline Jansen, MBA'17

SENIOR CONSULTANT, EY

“

In two years, I've become a different person, both personally and professionally. When I started at Kelley, I didn't have a clear path. I learned to let myself be vulnerable and open up to new possibilities. You have to be honest with yourself before you can lead other people—Kelley helped me see that.

”

Hometown: Novi, Michigan
Major: Finance
Academy: Strategic Finance

Caroline came to Kelley to transition from finance to marketing—or so she thought. Her Core classes helped her realize that finance was still her passion; she just craved a different role. She found her fit as a financial consultant.

The Jordan Hall Greenhouse, adjacent to the IU Department of Biology, houses nearly 1,000 exotic plant species from various climates.



GET STARTED AT KELLEY

SUMMER PRE-WORK

Before you arrive in Bloomington, it is helpful to reflect on the experiences that have led you here. Over the summer, you'll complete a series of online exercises that help you better understand where you've been, where you want to go, and how you will get there. These exercises will help you build the foundation necessary to hit the ground running—before you've even taken your first class.



JUMP START

You don't have to come from a business background to be a successful MBA. Every summer, Kelley's Core professors teach Jump Start, an optional week-long intensive introduction to business fundamentals. Take it, and feel confident that you can start strong in the fall.

ME, INC.

Your Kelley education formally kicks off with our award-winning Me, Inc., a two-week orientation program filled with intense career development and team-building activities. You'll work with our career coaches to build a strong resume and develop a personal brand that will set you apart when it counts. As you progress through Me, Inc., you'll take a scientific approach to gain a deeper insight into yourself and use that to better identify the right professional fit for your skills and personality. You'll start your MBA knowing who you are, what you want to accomplish, and what opportunities await you.

CURRICULUM OVERVIEW

1ST SEMESTER

JUMP START

ME, INC.

Integrated Core

- Business Communication
- Critical Thinking
- Economic Foundations
- Finance
- Financial Accounting
- Marketing
- Operations Strategy
- Quantitative Analysis for Business Decisions
- Strategic Management

Professional and Career Development

Academy Fridays

ACADEMY WEEK #1



2ND SEMESTER

ACADEMY WEEK #2

GLOBASE INTERNATIONAL TRIP (optional)

Strategic Cost Analysis and Control

Elective #1

Elective #2

Elective #3



3RD SEMESTER

2ND-YEAR ACADEMY WEEK (optional)

Elective #7

Elective #8

Elective #9

Elective #10

Elective #11

Elective #12

Elective #13

Elective #14



4TH SEMESTER

MBA SPRING INTENSIVES

GLOBASE INTERNATIONAL TRIP (optional)

Elective #15

Elective #16

Elective #17

Elective #18

Elective #19

Elective #20

Elective #21

Elective #22



Aaron Millicans, MBA'17

MBA FINANCE ASSOCIATE, DELTA AIR LINES

“

My favorite thing about Bloomington is the access to nature. The lakes and hiking trails provide a great opportunity to check in with yourself and remember why you started this journey.

”



Hometown: Atlanta, Georgia
Major: Finance
Academy: Strategic Finance

Aaron came to Kelley with a passion for transportation. His summer internship in the airline industry opened the door to several full-time offers, including his dream opportunity at Delta.

Yellowwood State Forest is located 10 miles east of Bloomington. Aaron likes to hike there with his girlfriend, Reem Odeh, MBA'17, and their dog, Boots.

PROGRAM STRUCTURE & OPTIONS

No two Kelley MBAs are identical. As you plan your education, we'll work with you to help you choose the coursework that fits your career goals.

1

CHOOSE A MAJOR

In order to graduate, you will be required to complete 54 credit hours of coursework. Your major accounts for 15 of those credit hours (usually 10 courses). Your major options are:

- Business Analytics
- Entrepreneurship and Corporate Innovation
- Finance
- Management
- Marketing
- Strategic Analysis of Accounting Information
- Supply Chain and Operations
- Self-designed major

2

SELECT AN ACADEMY

Academies provide hands-on learning, career mentorship, and access to a network of individuals in your chosen career path. Just like you choose your major, you choose the Academy that matches your goals. Here are the options:

FIRST-YEAR ACADEMIES (Required)

- Business Marketing
- Capital Markets
- Consulting
- Consumer Marketing
- Strategic Finance
- Supply Chain

SECOND-YEAR ACADEMIES (Optional)

- Entrepreneurial Innovation
- Leadership

ACADEMY PLUS LIFE SCIENCES (Optional)

3

CUSTOMIZE YOUR EXPERIENCE with a minor, certificate program, professional certification, or joint degree program

Minors are available in each of our major fields to expand your areas of business acumen.

Certificates in Social Entrepreneurship or Global Business Achievement harness the strengths of other schools at Indiana University to prepare you to solve global problems.

As a program partner of the Chartered Financial Analyst (CFA) Institute, our MBAs may qualify for scholarships that cover testing fees and study materials. Our finance curriculum also prepares you for the exam by providing close overlap with CFA requirements.

Pursue a joint degree with another IU school. Choose a joint JD/MBA from IU's highly ranked Maurer School of Law or a globally focused MBA/MA, which combines business expertise with cultural perspectives in any one of a variety of regions of the world.

LAY THE FOUNDATION OF YOUR BUSINESS EDUCATION

The Core is like boot camp – it makes you stronger, fast.



You'll take the Integrated Core courses during your first semester at Kelley. The Core is an intensive, multidisciplinary program led by eight of Kelley's best professors. They plan the curriculum together, then lead you through a semester-long discussion that moves seamlessly from discipline to discipline and professor to professor. Along the way, you'll take part in simulations, experiential learning, and computer-based assignments. You'll also be assigned to a four- or five-member team of students from a diverse range of professional and cultural backgrounds. You'll work with that team on group projects for the duration of the Core—and often build close friendships along the way.

Simply put, 15 weeks in the Core will change the way you think about business. It will make you a better manager and a stronger collaborator. It will also give you a more global perspective on how business is done.

The Core includes the following disciplines:

- Business Communication
- Marketing
- Critical Thinking
- Operations Strategy
- Economic Foundations
- Quantitative Analysis for Business Decisions
- Finance
- Strategic Management
- Financial Accounting

Alexandra Aghajanian, MBA'17

SENIOR ASSOCIATE, PwC

“I knew I wanted to work in the life sciences, but I didn't know if my engineering background would resonate with recruiters. Graduate Career Services helped me tell my story in a way that made sense. I ended up finding a job that spoke to everything I wanted—and even takes me back home to California. Finding that fit for my passions was amazing.”

”

Hometown: Laguna Niguel, California
Major: Supply Chain and Operations
Academies: Supply Chain, Academy Plus Life Sciences, Leadership

A former engineer, Alex knows what it's like to be a woman in a male-dominated field. As a member of the Kelley Association of Women MBAs, she connected with other businesswomen, participated in a gender equality panel, and learned to overcome biases.

The William J. Godfrey Graduate & Executive Education Center is the home of Kelley's Full-Time MBA Program.



**CHOOSE YOUR ACADEMY TO GAIN
EXPERIENCE AND GET AN EDGE**

The Academies will build your momentum through hands-on experience.

Kelley's one-of-a-kind Academy program is an experience-based, mentorship-driven bridge between what you learn in your MBA coursework and how you'll use that expertise in your post-MBA career.

Your Academy provides a supportive but challenging environment for intense professional development. Work with career coaches, faculty mentors, and peer coaches to learn how to network effectively, interview professionally, and put your MBA skills to work. Go on site visits in major cities around the United States to learn from professionals in action. And get to know representatives from Fortune 500 companies—many of whom are Kelley MBA alumni—when they come to meet with your Academy on campus.

Choose your Academy just like you choose your major, and put the two together to strengthen your skills. You can deepen your expertise in an Academy that aligns closely with your major, or broaden your skill set in an Academy with a different focus.

YOUR ACADEMY TEAM

Academy directors are experts in your field. And because you'll meet regularly with them to discuss your progress and goals, they'll become your mentors.

Career coaches dedicated to your Academy have experience working in the top companies in your field. They understand recruitment processes, teach you

how to interview, and help you find an internship that matches your goals.

Peer coaches are second-year MBA students who share your goals and have been in your shoes. When you're in your first year, your peer coach can share tactics to avoid common mistakes. When you're in your second year, you can become a peer coach yourself to gain experience nurturing new talent.

YOUR ACADEMY ACTIVITIES

- **ACADEMY WEEK** happens once in your first semester and once in your second. Spend your time focused exclusively on the professional development your Academy offers.
- **ACADEMY FRIDAYS** take place during your first semester. Every Academy gathers to meet speakers and Kelley alumni from multinational corporations to discuss everything from career development to specialized casework.
- **COMPANY VISITS** to cities like Chicago, San Francisco, and New York.
- **...AND MORE**, including advanced coursework, industry speakers, networking opportunities, special research projects, and real-life company-based consulting projects designed to set you up for success in your internship.



Matt Hartzell, MBA'17

INVESTMENT BANKING ASSOCIATE,
BANK OF AMERICA MERRILL LYNCH

“

Coming to Kelley as a scientist, I was worried I would be behind students with more business experience. But being surrounded by future business leaders has given me more confidence. We work together to gain new skills and learn by doing. Now I'm willing to take initiative and try new things.

”

Hometown: Portland, Oregon

Major: Strategic Investments and Asset Valuation
(self-designed)

Academy: Capital Markets

While managing a molecular biology lab, Matt discovered the commercial dimension of medical research. Now he applies a scientific approach to market analysis in his investment banking role.

Cardinal Spirits is a craft distillery and cocktail bar located just off Bloomington's B-Line pedestrian trail.



KELLEY ACADEMIES

KELLEY ACADEMIES: FIRST YEAR

All students participate in first-year Academies; second-year Academies are optional.

BUSINESS MARKETING

How do companies market their products and services to other organizations? How are the marketing tools, processes, and relationships different from those used in consumer marketing? In the Business Marketing Academy, you'll explore how these large-value, high-volume, highly technical relationships are cultivated. You'll learn about product management, sales, technical marketing, and general management as we examine the technology, manufacturing, and healthcare fields with companies such as 3M, Eli Lilly, General Electric, Johnson & Johnson, Epson, Amazon, and many others.

CAPITAL MARKETS

In the Capital Markets Academy, you can launch a career in investment management, investment banking, or private wealth management. You'll learn how the macroeconomic environment influences investment decisions and corporate capital-raising activities, and you'll receive an accelerated education in investment research, portfolio analysis, and financial analysis through live-money classes. Members of the Capital Markets Academy meet with IU alumni from all types of financial firms and investment banks, and do valuable networking on trips to visit major firms in Chicago and New York.

CONSULTING

As a consultant, companies will look to you for answers: you need to recognize opportunities and hazards that others have missed, and convince company leaders that your solutions are the right ones. In the Consulting Academy, you'll learn about the wide variety of opportunities available to prospective consultants. You'll take part in company visits and networking opportunities with Kelley alumni at top consulting firms, and you'll prove yourself through real-world consulting projects.

CONSUMER MARKETING

Do you ever wonder why consumers behave the way they do? Are you fascinated by the decisions that consumer products and services companies and retailers make about new product innovation, packaging, advertising, social media, and more? If so, the Consumer Marketing Academy is for you. You'll visit and network with a wide range of companies and learn key frameworks that will set you up for success in internship interviews. Then, working with companies like Procter & Gamble, Nestlé, E. & J. Gallo, Delta Air Lines, and Scotts Miracle-Gro, you'll tackle real-world problems and present your solutions to key decision makers. By the time you begin your internship, you'll be prepared to add value from day one.

STRATEGIC FINANCE

When you understand the stories that numbers tell, you can go anywhere and work for anyone. In the Strategic Finance Academy, you'll explore business development and analysis, sales and marketing finance, planning and forecasting, and treasury options to prepare for a career in any industry. You'll travel to places like Silicon Valley and Minneapolis to see how financial professionals play a strategic role in Fortune 500 firms.

SUPPLY CHAIN

An effective supply chain delivers products and services in a way that creates the greatest sustainable value for a business. In the Supply Chain Academy, you'll learn how to tackle that challenge with an understanding of the complex issues that influence it, from globalization and risk management to big data supply chains. You'll apply the methods, models, and analytical tools of supply chain management to corporate-sponsored projects, and determine a path to earn industry-recognized certification in an area of your choosing.

KELLEY ACADEMIES: SECOND YEAR

All students participate in first-year Academies; second-year Academies are optional.

ENTREPRENEURIAL INNOVATION

Whether you want to start your own venture, help a small company grow, or join the expanding field of corporate innovation, the Entrepreneurial Innovation Academy will show you why *Fortune* ranks the Kelley School of Business as a top entrepreneurship program in the United States. As a member, you'll learn how to raise capital and perform due diligence in analyzing companies or industry gaps, you'll attend the Velocity Conference on entrepreneurial careers, and you'll network with successful entrepreneurs from around the country.

LEADERSHIP

The Leadership Academy enhances the leadership tenets that form the backbone of the Kelley MBA program. Through hands-on experience, you'll learn to effectively coach others, set an organizational vision, and create strategies for success. You can choose one or both Leadership Academy tracks: 1) Coaching and Development, and 2) GLOBASE Strategic Visioning and Planning. In the first, you'll serve as a peer coach and mentor to two groups of first-year MBA students. In the second, you'll lead a team abroad with the Global Business and Social Enterprise Program (GLOBASE).

ACADEMY PLUS LIFE SCIENCES

To prepare for a career in healthcare, pharmaceuticals, or life sciences, supplement your Academy experience with our PLUS Life Sciences Program, an Academy that is open to both first- and second-year students. As a member, you'll take a two-course program in the Business of Life Sciences, study industry trends, and meet policymakers who are shaping the future of the industry. Outside the classroom, you'll meet executives from leading companies such as Abbott Labs, Cook, Eli Lilly, and Johnson & Johnson.

George Telthorst, Director, Center for the Business of Life Sciences



Guillermo Kalen, MBA'17

PROCESS AND PROJECT MANAGER, GOOGLE

“

The experiential learning in the Academies directly translates to my job responsibilities. In my first year, I worked on a project for EcoLab, applying my consulting skills to create a go-to-market strategy for an existing product. That experience prepared me to perform in my internship at Luxottica that summer—and it will help me in my position at Google.

”

Hometown: Caracas, Venezuela

Major: Strategic Analytics (self-designed)

Academies: Business Marketing, Leadership

When Guillermo met fellow foodies in the Kelley MBA program, he decided to start the Kelley Food Club. The members organize potlucks, cook-offs, and restaurant tours in Bloomington and Indianapolis.

Located right on the square in downtown Bloomington, NOCO serves local, seasonal fare and fresh seafood.



MEET A FEW OF YOUR FACULTY MEMBERS

GREG FISHER

Assistant Professor of Entrepreneurship and John and Donna Shoemaker Faculty Fellow in Entrepreneurship PhD, Strategy and Entrepreneurship, University of Washington, 2012

Greg brings his passion, energy, and expertise for entrepreneurship and innovation every day to class. When he's not teaching or contributing articles to *Entrepreneur* magazine, he's running marathons (50 so far). And as a father of two, he still has energy to chase after and keep up with his little ones.



JONLEE ANDREWS

Nestlé Faculty Fellow, Clinical Professor of Marketing, and Director of the Center for Brand Leadership PhD, University of Wisconsin, 1992

Jonlee prepares MBA students for the challenges they will face in their future careers.

"It's tough to get feedback. What we're doing is providing real-world, applicable coaching." Jonlee and her husband enjoy cooking for friends. She says, "Our favorite thing is to go to the farmers' market on Saturday morning, get fresh ingredients, and have people over later and cook for them. That's our idea of a perfect evening."



CAROLYN GOERNER

Clinical Professor of Management PhD, The Ohio State University, Management and Human Resources, 2001

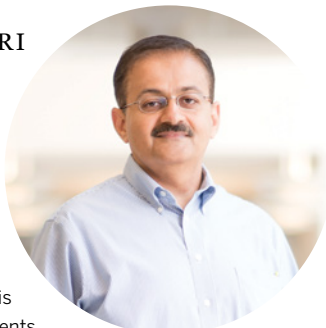
Carolyn brings professional experience in human resources consulting and research expertise in diversity and teams. She is passionate about increasing women and diversity in the workplace. Early in her career, she was told she had to act like a man in order to succeed. But that didn't feel right—and it didn't work. Now she tells students, "Don't try to be something else. Be yourself, because your perspective matters." When she's not teaching or conducting research, she enjoys watching college football and professional hockey.



VIJAY KHATRI

Associate Professor of Information Systems, Arthur M. Weimer Faculty Fellow, Chair of Operations & Decision Technologies, and Co-director of Kelley Institute for Business Analytics PhD, University of Arizona, 2002

For Vijay, data analysis is all about storytelling. He teaches students to discover the stories embedded within data sets and then communicate those stories through well-chosen graphics. Using relatable examples and hands-on exercises, Vijay enables students to connect with quantitative concepts that would otherwise seem dry. His favorite part? Sharing a process that students can implement in their careers. "Students come back and tell me they are using these skills at work," Vijay says. "That's really satisfying."



NEIL MORGAN

Professor of Marketing and PetSmart, Inc. Distinguished Professor of Marketing Chair PhD, University of Wales, 1995

Neil is interested in figuring out why some firms outperform others over time, and what marketing has to do with that story. He has been published widely on strategic marketing and management topics and has consulted for firms in a variety of industries worldwide. His students enjoy his storytelling about business strategy in the classroom. In a blog post salute titled "To Professor Neil Morgan," a student recently wrote, "The most entertaining and engaging moments occur during what you call 'rant time.' You use real data with empirical evidence to show how stupid choices have huge costs to firms."



OWEN WU

Associate Professor of Operations Management PhD, Management Science, University of British Columbia, 2006

To Owen, there's nothing more exciting than the opportunity to help shape the next generation of business leaders. At Kelley, he not only imparts his wisdom of operations strategy, but also shares his extensive knowledge of conventional and renewable energy supply chains and their interfaces with energy markets. Owen's talents spread far beyond sustainability and energy research—he's a practiced food artist and mixed media enthusiast.



MERIH SEVILIR

Associate Professor of Finance PhD, INSEAD, 2003

Merih's professional and teaching interests are in the areas of corporate finance, mergers and acquisitions, corporate governance, venture capital, and entrepreneurship and innovation. She is known for working with her students to teach them to think about finance intuitively. A recent student shared: "Merih's Turkish-English accent is quite musical and she always makes time to answer any and all student questions."



ARLEN LANGVARDT

Professor of Business Law, Graf Family Professor, and Chair of Business Law and Ethics, Associate Dean of Academics JD, Law, University of Nebraska, 1984

Arlen explores the key roles that legal and ethical considerations play in sound business decision making. He also focuses on common reasoning errors that, if left unchecked, can adversely affect decision quality. Outside the classroom, he participates regularly—though not necessarily skillfully—in a "boot camp" exercise program and enjoys following Nebraska football (as any kid who grew up in Nebraska feels compelled to do even after many years away from that state).





MAKE YOUR MBA GLOBAL

Some fear ambiguity.
You'll learn to thrive on it.

Your career could take you almost anywhere. That's not an exaggeration—it's simply the nature of our interconnected, highly mobile, and ever-evolving global marketplace. Today, recruiters will expect you to be able to work, communicate, and solve problems that span national boundaries and linguistic and cultural differences. At the Kelley School, you can gain valuable experience as a global leader before you graduate.

Gain international leadership experience doing a project that has the potential to change people's lives forever.



GLOBASE

GLOBAL BUSINESS AND SOCIAL ENTERPRISE

GLOBASE sits at the challenging, exciting intersection between business and global development in Latin America, Africa, Southeast Asia, China, and India. You'll work with your client remotely from the beginning of the spring semester to understand their goals, history, and challenges. Then your team will travel to your client's home country for a week-long consulting engagement. To succeed, you'll need focused project management, the flexibility to find solutions in an environment you've never experienced before, and a deep understanding of local business culture.



"I GOT TO PUT WHAT I HAD LEARNED INTO PRACTICE BY WORKING WITH FARMERS IN THE HIMALAYAS—THAT'S A VERY UNIQUE OPPORTUNITY."

— **Guillermo Kalen, MBA'17**
GLOBASE India participant

GLOBAL EXPERIENCES

STUDY ABROAD

For a longer-term international experience, you can study at business schools on nearly every continent. As a member of the Partnership in International Management, the Kelley School of Business has student exchange relationships with the following schools and universities:

REGION	SCHOOL	LOCATION
Africa	Wits University Graduate School of Business Administration	Johannesburg, South Africa
Asia	China Europe International Business School	Shanghai, China
	Chinese University of Hong Kong	Hong Kong
	Keio Business School	Yokohama, Japan
	National University of Singapore	Singapore
	Guanghua School of Management	Beijing, China
	SKK Graduate School of Business	Seoul, Korea
Australia and New Zealand	Melbourne Business School	Melbourne, Australia
	University of Otago School of Business	Dunedin, New Zealand
Europe	ESADE Business School	Madrid & Barcelona, Spain
	ESSEC Business School	Paris, France
	LUISS Business School	Rome, Italy
	Manchester Business School	Manchester, England
	Rotterdam School of Management	Rotterdam, Netherlands
	Universita Commerciale Luigi Bocconi	Milan, Italy
	University of Cologne	Cologne, Germany
	University of St. Gallen	St. Gallen, Switzerland
	Warwick Business School	Warwick, England
	WHU Otto Beisheim School of Management	Vallendar & Düsseldorf, Germany
Latin America	WU (Vienna University of Economics and Business Administration)	Vienna, Austria
	FGV, São Paulo	São Paulo, Brazil
	Pontificia Universidad Catolica de Chile	Santiago, Chile
Middle East	Universidad Torcuato Di Tella	Buenos Aires, Argentina
	Hebrew University	Jerusalem, Israel
	Tel Aviv University	Tel Aviv, Israel

THE WASHINGTON CAMPUS

Learn firsthand how public policy affects business operations. The Washington Campus educational consortium brings students from 17 participating MBA programs to Washington, D.C., for an intensive week of networking and education. You'll meet face-to-face with policy makers, explore how regulatory changes really get made, and see how those changes affect both corporate and nonprofit organizations.

Personalized career coaching is a vital part of your Kelley experience.



Discover. Finding the right career begins with understanding yourself. You'll undergo a rigorous assessment of your talents, interests, and values. We'll help you match them to the functions, industries, and companies that are right for you.

We'll also work with you to craft your personal story—the successes, passions, and long-term goals that brought you to the Kelley School of Business. That story will become the foundation of your networking, from the bullet points on your resume to how you introduce yourself to recruiters.

Network. You'll learn how to build stronger relationships with people who can help you in your career search, from on- and off-campus

recruiters to former colleagues, friends, and family members. Those skills won't just help you in your career search—you can use them to build and maintain the working relationships you'll rely on every day.

Interview. Learn how to think on your feet. In an interview situation, you're not only sharing your story—you're demonstrating how well you respond in high-pressure situations. We'll help you anticipate and prepare for the most common questions, sharpen your personal presentation, and ask questions that will help you decide whether a position or company is the right one for you.

Perform. Once you have earned that coveted internship or full-time position, you'll be prepared to be effective from the very first day. Find out how to better understand your new role and its expectations. Learn how to develop an action plan to tackle immediate priorities—and how to plan for the rest of your career.

Career development is not a simple process. You can expect to spend as much time on it as you do on academics. Along the way, you can count on your specific career coach and the whole career services team, your Academy director, and your second-year peer coach to help you strategize and discover insights about yourself that will ultimately make you stronger and help chart the best path for you and your career.

Theresa Krier, MBA'09

FOUNDER, BIG T NYC

What I found to be really helpful is how to build up my network. I prefer not to network in a 'what can you give me' and 'what can I give you' type of environment but truly build a relationship that naturally evolves into a network of people that really support you and want the best for you.

“

Hometown: Indianapolis, Indiana
Major: Entrepreneurship and Marketing
Academy: Entrepreneurship and Corporate Innovation

Theresa worked at 3M and Unilever before starting Big T NYC – the world's first couture teas that blend fashion and wellness. *Entrepreneur* named her one of the 15 female entrepreneurs to watch in 2016.

Hiring Companies

These are just a sample of the companies that have hired Kelley MBAs in the last two years, either by coming to Bloomington or through strong student/alumni networking. For the latest information on average salaries, on-campus recruiting, and other career resources, visit the Graduate Career Services website at gokelley.iu.edu/transformcareer17.

3M
Abbott
Abbott Nutrition
ADP
Airbnb
Amazon
American Airlines
American Century Investment
American Express
Anheuser-Busch InBev
Anthem
AT&T Inc.
Axiom Consulting Partners
Bain & Company
Bank of America Merrill Lynch
Barclays PLC
Baxter International Inc.
Bayer AG
Becton Dickinson and Company
Berry Global, Inc.
The Boston Consulting Group
Boston Scientific Corporation
Capital One
Carlisle Companies
CenterPoint Energy
The Charles Schwab Corporation
Cigna
Cisco Systems, Inc.
Citigroup Inc.
The Coca-Cola Company
Cognizant
The Colgate-Palmolive Company
Conagra Brands, Inc.
Cook Group Incorporated
Cummins Inc.
CVS
Danaher
Dell Inc.
Deloitte Consulting
Delta Air Lines
Direct Supply
Dish Network
The Dow Chemical Company
Dr. Pepper Snapple Group

Dun & Bradstreet
DuPont
E. & J. Gallo Winery
Eaton Corporation PLC
eBay Inc.
Ecolab Inc.
Elanco
Eli Lilly and Company
Emerson Electric Co.
Epson
Everything But the House (EBTH)
Exxon Mobil Corporation
EY
FCA US LLC
Federal Bureau of Investigation
FedEx Corporation
The Ford Motor Company
General Electric
General Mills, Inc.
General Motors
Glanbia PLC
Gogo LLC
Google
Guggenheim Partners
Henkel Corporation
The Hershey Company
Hewlett-Packard
Hollister Inc.
IBM Corporation
Infosys Consulting
Intel Corporation
IU Health
James Hardie Industries Ltd.
Johnson & Johnson
JP Morgan Chase & Co.
Kalypso
The Kellogg Company
KeyBank
Kimberly Clark Corporation
KPMG
Land O'Lakes, Inc.
Liberty Mutual Group
Lockheed Martin

L'Oréal S.A.
The Lubrizol Corporation
Luxottica Group S.p.A.
McKesson
McKinsey & Company
Mead Johnson Nutrition Company
Medtronic
Menguin
Microsoft
MillerCoors
Moody's Corporation
Nationwide Mutual Insurance Company
Nestlé S.A.
Oliver Wyman
Owens Corning
PepsiCo
Pfizer Inc.
Piper Jaffray Companies
PolyOne Corporation
PPG Industries, Inc.
Procter & Gamble
PwC
Roche Diagnostics
S.C. Johnson & Son
Salesforce.com
The Scotts Miracle-Gro Company
Slalom Consulting
Starbucks Corporation
Synchrony Financial
Takeda Pharmaceutical Company Ltd
Target Corporation
Unilever
United Airlines, Inc.
The Vanguard Group
VMWare, Inc.
Volkswagen Group
Walmart eCommerce
Wells Fargo & Company
The Wendy's Company
Whirlpool Corporation
Xilinx, Inc.
Xylem
Zimmer Biomet

Employment Statistics

CLASS OF 2017 SALARIES*

Base Salaries by Function

	% of Graduates	Average	Range
Consulting	33%	\$131,764	\$60,000 - \$180,000
Finance/Accounting	14%	\$105,559	\$75,000 - \$125,000
General Management	12%	\$108,378	\$83,000 - \$141,000
Marketing/Sales	34%	\$105,138	\$50,000 - \$133,000
Operations/Logistics	5%	\$111,333	\$95,000 - \$123,000
Other	2%	\$88,333	\$65,000 - \$115,000

Base Salaries by Industry

	% of Graduates	Average	Range
Consulting	25%	\$137,593	\$110,000 - \$147,000
Consumer Packaged Goods	15%	\$107,500	\$90,000 - \$115,000
Financial Services	8%	\$101,800	\$65,000 - \$135,000
Healthcare (Including Products and Services)	13%	\$103,700	\$70,000 - \$120,000
Manufacturing	10%	\$105,215	\$100,000 - \$113,000
Technology	24%	\$107,311	\$50,000 - \$141,000
Other	5%	\$114,250	\$62,500 - \$180,000

* As of June 12, 2017

#2

IN THE WORLD FOR
CAREER SERVICES

Financial Times 2017

THE AVERAGE
SIGNING BONUS
\$24,990

99.5%
INTERNSHIP RATE
FOR FIRST-YEAR
STUDENTS

REGIONAL BREAKDOWN
OF FULL-TIME JOB OFFERS

MIDWEST ————— **47%**
NORTHEAST ————— **11%**
SOUTH ————— **7%**
SOUTHWEST ————— **8%**
WEST ————— **24%**
INTERNATIONAL ————— **3%**

97% OF FULL-TIME MBA STUDENTS HAD A JOB OFFER WITHIN 90 DAYS OF GRADUATION**

**class of 2016

Ian Lee, MBA'90

VICE PRESIDENT OF CORPORATE AFFAIRS
AND BUSINESS DEVELOPMENT, ASIA,
WHIRLPOOL CORPORATION

“After you get your fundamentals right, the whole world is your platform. I like the Kelley School's focus on the fundamentals. They are teaching teamwork and aim to simulate real situations you will face in business. You have to be prepared.”

Hometown: Singapore
Major: Finance

Ian started his post-MBA career at Procter & Gamble, taking assignments in the United States, Taiwan, and China before moving to Whirlpool in 2003.

GRADUATE CAREER SERVICES

Q&A with Eric Johnson, Career Coach



“The greatest gift we can give our students is the gift of self-awareness.”

ERIC JOHNSON, EXECUTIVE DIRECTOR
GRADUATE CAREER SERVICES

A Kelley MBA'01, Eric served as the chief marketing officer for Eli Lilly and Company in the UK. Before that, he was a lead recruiter for Lilly USA marketing.

Question: How did your experience here as a student shape your role as Executive Director of Graduate Career Services?

Answer: My Academy directors Tim Baldwin and Tom Bowers really took individual coaching seriously and are probably some of my best mentors to this day. Part of the reason I'm back [at Kelley] is because I kept in touch with those guys the entire time I was gone. What I saw from Kelley was the commitment from all parts of the school to invest one-on-one with individuals, and that shaped my leadership style and approach today.

Q: Some students come in sure they want one thing, and then discover that they want something else. Is part of your mission to keep these students honest and to find their true path?

A: I think one of the best things we do here is to be a mirror. The greatest gift we can give our students is the gift of self-awareness. A lot of times they don't always connect the dots from one conversation to the next.

A lot of our counterparts have someone who does resumes, someone else who does networking connections, someone else who does interviews, and that's great. But the student doesn't have a single person who gets to know them. What's great about having a single coach who's with you from day one to graduation is that it allows them to point out: "Last time we had a conversation you said you wanted to be in investment banking. What I hear now is that it's consulting. So what's really going on here? You need to figure out what you are good at and what you will actually enjoy doing." We hold the mirror up to the student and make sure they're honest with themselves and their goals.

Q: Do you stay in touch with alums and former students you coached?

A: My door is always open to all of our students. I had a call last week with one who was having a difficult time with a supervisor and wanted guidance on how to manage that. Often, we talk to students who are in rotational programs and get to have some influence over what their second or third rotation is going to be, and so we'll talk a lot about how to choose and finding the best fit for them.

We had another student who left one company to go work for another and I've talked to him every other week for the last six months to work through that transition. Our alumni know that they have a relationship with our office and that they can call us anytime.

ANTON VINCENT, MBA'93

FOUNDING PRINCIPAL, MOXIE CAPITAL
FORMER PRESIDENT, SNACKS DIVISION, GENERAL MILLS

THE VALUE OF A KELLEY MBA

Question: How did Kelley change you as a professional?

Answer: It gave me some confidence that I probably was lacking at the time. I was there with a lot of talented students, and I felt like I was probably as talented as they were. I learned to thrive in that environment. I learned to share in that environment. I learned to really collaborate in that environment. At that point in my life, I had not been the best collaborator. I was very much an individual contributor and was trying to play the best game I could. They helped me raise my game as a leader and as a professional.

Q: How has Kelley influenced your professional life?

A: At Kelley, I was always encouraged to not only take the classes I was specializing in—I was a marketing major—but also to really branch out, and I took full advantage. I remember one class in particular was F504: Mergers and Acquisitions. I loved the class and learned a lot in terms of both skills and strategy. Less than ten years later, I put that into practice when I was part of the Pillsbury acquisition team. That was a \$10.5 billion acquisition. So I can draw a direct line from my academic experience to putting things into practice in real life and on a major scale.

Q: You mentioned leadership. How did Kelley change your definition of a leader, or make you rethink your leadership style?

A: You have the opportunity to exhibit leadership during your time at Kelley: to understand who you are as a leader, how to develop that and put it into practice. That combination puts you in a position to lead when you leave.

Q: How has the Kelley network helped you navigate career transitions?

A: My Kelley classmates and fellow alumni have given me great counsel. Being able to tap into that network, through official connections but also through face-to-face conversations with people I know from Kelley, has been incredibly helpful.

Q: What do you think of Bloomington?

A: I love Bloomington. It's a true college town. I think it's a perfect study environment. I'm used to cities, for the most part. So as an adult going back to school as a graduate student, it was a perfect environment for me to spend a couple of years.

“

*Networking tends to have a disingenuous connotation, but that's not the case at all. I believe in **smart networking**, which means, first of all, letting everyone know who you are, what you're doing, and what you can offer and, secondly, recognizing that it's a two-way street: the give and the get. If you give your time and your talent, that tends to reciprocate in the long run. That's how you build a network.*

”

Hometown: Jackson, Mississippi
Major: Marketing

Anton currently lives in Minneapolis-St. Paul. He spent more than two decades at General Mills before becoming Founding Principal at Moxie Capital, an early stage investment company focusing on the consumer and tech spaces.



Erica Smith, MBA'17

ASSOCIATE MARKETING MANAGER, PEPSICO

“

I've grown tremendously as a leader through my work with the Consortium [for Graduate Study in Management]. I've mentored students, reached out to candidates, and developed new initiatives to help make Kelley more diverse.

”

Hometown: Columbus, Ohio

Major: Marketing

Academies: Consumer Marketing, Leadership

Before coming to Kelley, Erica had never been abroad. Thanks to a GLOBASE consulting project, she traveled to Africa—realizing a lifelong dream—and helped a Ghanaian baker and food truck entrepreneur grow her business.



Named for William J. Godfrey, MBA'68, Kelley's state-of-the-art graduate building maximizes collaboration among students.

CONSORTIUM & FORTÉ FOUNDATION

Gender and ethnic diversity in business education and corporate leadership is a priority for the Kelley School of Business.

THE CONSORTIUM

The Consortium is an organization dedicated to enhancing diversity in business education and leadership by increasing the representation of African Americans, Hispanic Americans, and Native Americans in its member schools' programs and in professional management roles. As one of three founding schools in this 19-institution alliance, Kelley is proud to offer Consortium Fellowships to qualified applicants for two years of full-time MBA study.

Applicants who are interested in the Consortium do not need to apply directly to the Kelley School through our online application. Instead, submit your application through the Consortium for Graduate Study in Management. You can contact them at:

CONSORTIUM FOR GRADUATE STUDY IN MANAGEMENT

Phone: (636) 681-5553 | www.cgsm.org | Email: recruiting@cgsm.org

THE FORTÉ FOUNDATION

Established in 2001, the Forté Foundation is a nonprofit partnership between top business schools and leading companies to help launch women into successful and meaningful careers through business education and a supportive network of successful women.

As a Forté Foundation member school, Kelley is committed to increasing the number of female business leaders and works with the Forté Foundation to award multiple fellowships to women entering our program each year. All female MBA candidates will be considered for this fellowship; honorees receive either a full- or half-tuition fellowship for their two years in the program.

THE FORTÉ FOUNDATION

Phone: (512) 535-5157 | www.fortefoundation.org | Email: info@fortefoundation.org



THE KELLEY NETWORK

David Ricks, MBA'96

President and CEO,
Eli Lilly and Company



Larry Richman, MBA'76

Chairman and CEO,
The PrivateBank

THE
KELLEY #8
NETWORK
IS THE



ALUMNI
NETWORK
WORLDWIDE

—The Economist, 2017

Mary Tuuk, JD/MBA'90

Chief Compliance Officer,
Meijer Stores



KELLEY ALUMNI *are*
CONNECTED *and* COMMITTED
to your SUCCESS.

Deidra Cheeks
Merriwether, MBA'97
Vice President and CFO,
Americas, Grainger

Alan Graf, BS'75,
MBA'77
EVP and CFO, FedEx

Jeff Fettig, BS'79,
MBA'81
Chairman and CEO,
Whirlpool Corporation

Jamey Rootes, MBA'94
President, Houston Texans



Justin Delaney, MBA'13
Founder and CEO, Menguin, Inc.



YJ Kim, MBA'84
Chairman and CEO,
Handok, Inc.



Susan Lintonsmith, MBA'89
CEO and President, Quiznos



Peter Wong, MBA'76
Deputy Chairman & CEO,
HSBC Asia Pacific

Darryl Wilson, MBA'92
Vice President & Chief Commercial
Officer, GE Energy Connections



Janet Foutty, BS'88,
MBA'91
Principal, Chairman and CEO,
Deloitte Consulting



Cindy Lucchese, BS'82,
MBA'86
CFO, Hulman and Co.



John Chambers, MBA'76
Executive Chairman, Cisco

OVER 100,000 STRONG

Become a part of the world's largest business school network. Kelley alumni are working at leading companies across the United States and around the world. What unites them all is a commitment to collaboration, hard work, and excellence.

Chris Wilkins, MBA'97
President, Conagra Foods

Thomas Reichert, MBA'91
Chair of Practice Areas,
Boston Consulting Group

Mike Keane, MBA'90
Chief Human Resources Officer,
P.F. Chang's China Bistro



Deepender Hooda, MBA'03
Member of Parliament, India



Derica Rice, MBA'90
Executive Vice President,
Global Services and
Chief Financial Officer,
Eli Lilly and Company



BLOOMINGTON IS ONE OF THE **TOP FIVE FOOD TOWNS** IN THE MIDWEST

Midwest Living

INDIANA UNIVERSITY IS ONE OF THE **25 MOST LGBTQ-FRIENDLY COLLEGES AND UNIVERSITIES**

Campus Pride

BLOOMINGTON IS ONE OF AMERICA'S **TOP 50 ADVENTURE TOWNS**

National Geographic Adventure

INDIANA UNIVERSITY IS ONE OF **AMERICA'S PRETTIEST COLLEGE CAMPUSES**

PureWow

BLOOMINGTON COMMUNITY FARMERS' MARKET IS ONE OF AMERICA'S **50 BEST FARMERS' MARKETS**

Cooking Light

BLOOMINGTON IS ONE OF AMERICA'S **QUIRKIEST TOWNS**

Travel + Leisure

VISIT

Sit in on classes, talk to current students, and meet with a member of the admissions committee. Schedule your visit at gokelley.iu.edu/visitmba17

MEET

Find out when our admissions reps will be near you at gokelley.iu.edu/meetmba17

KELLEY CLUBS



The Kelley School's student clubs and committees aren't just a way to meet people with common interests—they're shaping the Kelley culture. Innovative programs such as GLOBASE, courses in digital marketing and cybersecurity, and new career development tools are the result of suggestions that came from past generations of MBA students. Here's a sample of current Kelley student organizations:

■ Professional Clubs

- Consulting Club
- Finance Club
- Global Business Society
- High Tech Club
- Investment Club
- Kelley Energy Club
- Kelley Innovators Club
- Kelley Luxury Marketing Club
- Kelley Marketing Club
- Net Impact
- Systems and Operations Management Association
- Toastmasters

■ Affiliation Clubs

- Asian MBA Association
- Black MBA Association
- Jewish Association of MBAs
- Kelley Association of Women MBAs
- Kelley Kids Club
- Kelley Partners Club
- Latin MBA Association
- Out @ Kelley
- Veterans Club

■ Affinity Clubs

- Beer Club
- Food Club
- Healthcare Club
- Real Estate Club

■ Interest Clubs

- Golf Club
- Outdoors Club
- Soccer Club
- Wine Club

■ MBA Association Committees

- Alumni Relations
- Arts and Culture
- Athletic
- Case Competitions
- Corporate Relations
- Digital Marketing
- Diversity
- Financial System Data Architect
- Gala and MBA Formal
- Internal Affairs
- International Development
- Kelley Cares
- Kelley Case Book
- Kelley Creative Services
- Mock Interviews
- Orientation
- Professional Development
- Social/Spirit
- Tailgate
- Technology
- Treasury
- Trek Leadership

Paul Carlson, MBA'17

COMMODITY MANAGER, INTEL

“

Parents in an MBA program have unique priorities. The Kelley Kids Club and Partners Club make all the difference. We share information, resources, and babysitters, organize meal trains, and plan playdates to share the load on test days. These clubs have become my extended family.

”

Hometown: Boise, Idaho

Major: Supply Chain and Operations

Academies: Supply Chain, Leadership

A U.S. Navy veteran, Paul learned how to translate his military experiences into a business vocabulary. As a graduate assistant in MBA Admissions, he reached out to other veterans to help them do the same.

Lower Cascades Park features

Bloomington's largest playground, as well as softball fields, limestone picnic areas, and a small waterfall.



Shannon Watkins, MBA'02

SENIOR DIRECTOR/GROUP DIRECTOR,
POWERADE, THE COCA-COLA COMPANY

“

Kelley brought out in me a fearlessness to try new things, to think differently and to push my mind to expand what the possibilities are. Kelley was extremely nurturing, and it's a place that I still consider home. It is a place where I grew and learned who I really was and the kind of person that I wanted to be.

”

Hometown: Atlanta, Georgia

Major: Marketing

Academy: Consumer Marketing

Shannon's first post-MBA position was as a brand manager for Kraft Foods.



Tuition and Financial Aid

Estimated 2017–2018 Kelley MBA Expenses

	Indiana Residents	Nonresidents/International
Tuition	\$26,265	\$47,127
Mandatory Fees	\$2,139	\$2,139
Books and Supplies	\$1,950	\$1,950
Total	\$30,354	\$51,216

MERIT-BASED SCHOLARSHIPS, ASSISTANTSHIPS, AND FELLOWSHIPS

More than half of our MBA students receive some form of merit aid. You don't need to apply for it—all merit aid is awarded through the admissions process, based on the strength of your academic and professional history, test scores, and overall application. Merit aid possibilities range from partial fee support to the prestigious Kelley School of Business Dean's Fellowship which covers two full years of tuition and health insurance.

NEED-BASED AID: FEDERAL AND PRIVATE LOANS

The Kelley School of Business provides loan options for all admitted MBA students. Domestic students may complete a Free Application for Federal Student Aid at fafsa.ed.gov to apply for federal Direct and PLUS loan programs.

Application deadlines

	Deadline	Notification
Early	October 15	By December 20
Priority	January 5	By March 15
Third	March 1	By April 30
Final	April 15	By May 31

Consortium deadlines

	Deadline	Notification
Early	October 15	By December 20
Final	January 5	By March 15

CONTACT KELLEY

ONLINE: gokelley.iu.edu/transform17

PHONE: (812) 855-8006
(800) 99-IUMBA

EMAIL: iumba@indiana.edu

SOCIAL: [f kelleymba](#)
[t iukelleymba](#)
[in Kelley School of Business](#)



KELLEY
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MBA Program

INDIANA UNIVERSITY