University of New Haven

EXECUTIVE MBA PROGRAM

LAUNCH THE NEXT PHASE OF YOUR CAREER—HERE
LEAD DIFFERENTLY

The first Executive MBA program in Connecticut
HEAR, SEE, THINK—DIFFERENTLY

Welcome from Michael Davis, MBA
Executive MBA Director

As Executive Director of the oldest Executive MBA program in the state of Connecticut, I’m often asked what makes our program so special and valuable. There are six answers, and while any one of them might be a good reason for you to attend our unique program, taken together, we’re certainly a compelling choice.

WE’RE TRANSFORMATIONAL, NOT TRANSACTIONAL

Students enter our program as subject experts in their specific disciplines—healthcare or engineering, for example—but they graduate with the skills, knowledge, and confidence to make the leap to leadership roles. And I tell all of them: with an Executive MBA degree from the University of New Haven, you won’t have to tell people you’re ready for the next step in your professional life, they’ll know it.

WE’RE ABOUT RELATIONSHIP LEARNING, NOT JUST SHOWING UP

When you join our EMBA program, you immediately become part of a close-knit, energizing, and supportive family. We assemble each class to include a strong blend of student perspectives, backgrounds, and expertise. Our small class sizes enable you to develop lifelong relationships as you learn from your professors, alumni, and classmates.

WE’RE ABOUT SKILL-BUILDING, NOT TASK-DOING

Skills increase and decrease in value as fast as you learn them. We help you to develop and manage your skills and experience portfolio to stay relevant and valuable at all times regardless of the current business climate.

WE’RE ABOUT INTEGRATION, NOT SILOS

Successful organizations rely on teamwork and collaboration. We use a theme-based curriculum to thoroughly equip you as a leader to integrate your work, goals, and communication strategies across different disciplines and groups.

WE’RE ABOUT THEORY—AND PRACTICE

Our professors bring years of real-world experience and leadership to your classroom. You will learn to be a leader from leaders. And because our program requires you to put what you learn to work—every week—you won’t have to wait until graduation to reap the benefits of being part of such an innovative program.

WE’RE ABOUT YOUR SUCCESS—TODAY AND TOMORROW

Your fellow classmates, your professors, and the largest Executive MBA alumni network in the state are intensely invested in your success. We also provide you with a personal executive coach to bounce off ideas, consider new opportunities, or determine how best to navigate whatever may be blocking your career enrichment.

At the University of New Haven, we know that leadership is earned, not given. Through our integrated theme-based curriculum, industry-leading faculty and alumni, and the relationships you will build during the program, we are confident that you will hear, see, think—and lead differently.

I look forward to seeing you on campus.

Michael Davis
Welcome from
Brian Kench, Ph.D.
Dean, College of Business

You’ve worked hard, you’re a good manager, and you’re respected in your field. So how can you move your career forward?

Join a motivated group of people from a wide range of backgrounds and fields in a program that will transform you from manager to strategic leader. With a 40+ year track record and the largest alumni network in Connecticut, the University of New Haven’s Executive MBA program offers active professionals an integrated, flexible way to explore, grow, and advance.

And because of the design of our unique program, you’ll put your new skills and knowledge to work immediately—translating what you learn and what you experience into successful business performance.

Most important, while this will be your journey, you won’t be alone. Aside from what you’ll learn from your classmates—and the connections and relationships you’ll form—every student is assigned a seasoned executive coach, a mentor from the upper echelons of the corporate world who will help you to realize your potential.

Sound intriguing? We invite you to learn more by visiting our beautiful campus in Orange, Connecticut, where you can meet students and faculty, and be inspired by their experiences and stories, firsthand.

I look forward to welcoming you into the next chapter of your professional life.

With my very best,

Brian Kench
Graduates of the University of New Haven’s Executive MBA program are different. They see the world—and themselves—through a new lens after an intimate, immersive two-year experience that builds skills, knowledge, and confidence.

What distinguishes the Executive MBA program at the University of New Haven is what makes its graduates successful: our program is committed to educating the whole person and to a unique curriculum that integrates investigation and synthesis across subject areas—integration that well prepares students for strategic leadership and problem-solving. And be prepared to put what you learned over the weekend into practice at work on Monday—our focus is developing real-world-applicable skills and strategies.

After graduation, you’ll join an Executive MBA alumni network that numbers more than 1,500—the largest in Connecticut—comprised of successful executives and practitioners across industries, all of whom are eager to lend a hand in helping you succeed, too.

At the University of New Haven you can advance your career—and your life—through a program that offers the convenience and flexibility you need to sustain your ongoing professional and personal commitments. You’ll be on your way to making the transition from being a manager to being a leader.

The College of Business at the University of New Haven has the highest level of business accreditation from the prestigious AACSB International (www.aacsb.edu). This accreditation puts the College among the top five percent of all business programs globally.

ACHIEVE THE CHANGE YOU’RE LOOKING FOR
A PERSONALIZED APPROACH

ONE-ON-ONE EXECUTIVE COACHING

We know that your career goals and challenges are highly personal, so each member of our Executive MBA program is assigned an executive coach who brings years of experience and a seasoned perspective to help you to realize your professional objectives. Your coach will provide objective feedback and mentoring—and be there for you when you need a leg up.

SMALL, CLOSE COHORTS

Size is one of the key advantages of our Executive MBA program. We carefully limit each class, or cohort, to 25 or fewer business professionals. You’ll engage in dynamic classroom discussions, where each student contributes insight from a diverse range of organizations and industries. Our alumni say that they learned almost as much from their fellow students as they did from their professors.

FLEXIBLE, EFFICIENT SCHEDULE

Balancing classwork with the demands of your personal and professional commitments can be tricky. We offer a class schedule that meets every three weeks on Fridays and Saturdays—allowing you to complete the required six modules for your degree within 23 months.

ALUMNI PROFILE

Susan Marino ’14
VICE PRESIDENT &
CHIEF NURSING INFORMATICS OFFICER,
HARTFORD HEALTHCARE

“I can’t overstate how much my University of New Haven EMBA experience has been a total game-changer for me. Participating in this program was one of the best decisions I ever made.”

“During the first two decades of my nursing career, I focused on providing expert clinical care and developing skills to manage teams that delivered quality outcomes for our patients. I realized that in order to advance professionally and to be a greater asset to my organization, I needed a deeper understanding of management systems, finance, and strategy—all of which I obtained through the University of New Haven Executive MBA program.

“What set the program above others I looked at were the faculty (all successful leaders from the business world), a convenient schedule that supported my family and work commitments, and a team-based approach to learning.

“What I could not have predicted was the transformative experience and remarkable relationships that formed amongst classmates. Coming from industries such as manufacturing, aerospace, retail, and healthcare, 14 distinct personalities, perspectives, and skill sets over two years grew as one. We worked together on business models, developed compelling presentations, challenged each other, and laughed often. Since graduation, our cohort has remained connected, supporting our professional and personal successes along with life challenges.

“For those looking to develop leadership capabilities, the University of New Haven EMBA program provides the concepts, tools, and a learning environment to enable successful career advancement. The confidence and knowledge I gained from the program made a difference in my career. Soon after graduation, I was promoted to Vice President and Chief Nursing Informatics Officer for Hartford Healthcare. This was clearly recognition of my contributions to our strategic priorities in transforming our business through integration of technology and reducing variation in our clinical workflows.”
through a program designed to explore key themes in the life of a successful organization—across the entire curriculum and not just in a single trimester—students gain a comprehensive view of what it takes to succeed and thrive as a leader in today’s complex business world. We break down traditional subject silos and encourage students to learn thematically, exploring topics like leadership, sustainability, and strategic thinking. This ensures that you’ll be ready to put your mastery of the past weekend’s material into practice immediately—approaching your work on Monday from a new perspective.

INTEGRATED LEARNING, IMMEDIATE RESULTS

MODULE 1  Viability: building the foundation
• Explore the core fundamentals of what drives a successful organization, from finance and marketing to leadership and strategy
• Learn to make evidence-based decisions and assess risk
• Link functional areas such as organizational culture, finance, accounting, technology, and operations management to overall performance

MODULE 2  Cultural transformation: building the team
• Gain strategies for maintaining talent, managing conflict, fostering leadership and teamwork, and increasing productivity
• Discuss ambiguity, multiple perspectives, and their impact on an organization’s culture
• Develop reflective skills that integrate theory with management decision-making
• Participate in a Business Law and Ethics weekend to focus on the ethical and legal principles required of business leaders today

MODULE 3  Marketing management: connecting to the customer
• Explore key marketing tactics and strategies to connect with your customer and grow market share
• Explore operational management, including supply chain management, product development, manufacturing, and more
• Partner with The Washington Campus for a three-day trip to DC to better understand how Washington operates and its impact on one’s personal and professional life

MODULE 4  Sustainability and global economics
• Address the global standards of sustainability and environmental consciousness
• Learn how to evaluate the competitiveness and sustainability of business enterprises
• Analyze the interrelationships of the domestic and international economic environments from both a macro and micro perspective

MODULE 5  Measurement: advancing shareholder value
• Explore management accounting tools and techniques used to generate information for management decision-making and control
• Analyze company financial statements and explore other areas of finance such as cash, financial forecasting, and capital budgeting
• Discuss enterprise valuation and enhancement of stakeholder value, financial ethics, and corporate compliance

MODULE 6  Leadership: advancing company value
• Examine strategic management and decision-making from a senior executive’s perspective
• Examine the growing importance of corporate social responsibility in an organization’s long-term success
• Gain hands-on experience in designing and implementing strategy
hat University of New Haven Executive MBA students value most,” according to Armando Rodriguez, Ph.D., Associate Professor and the Chair of the Department of Economics, “is to learn about how the world of business actually works… from people who have served in leadership roles.

“Students want to dig deep into cases, but they also want to interact with and learn from people who can provide opinions and guidance based on real-world experience. The University’s Executive MBA program provides this valuable balance. And because progress today is advanced by teams, we’re very focused on building collaborative and communication skills.

“As a teacher, I want to present subject material as engagingly as possible. But I also always bring in my students’ experiences: how is what they’re doing in their jobs relevant to what we’re working on in class? And how can they use what they’re learning to advance their careers and organizations?”

Our EMBA program is designed to educate managers to think cross-functionally while keeping a keen eye out for organizational change and improvement opportunities. Enabling our students to lead positive organizational change is an important focus of our program.”

“Dr. Albright has been the recipient of Sloan Foundation grants, and received fellowships at Yale University and the Department of Defense. He is also a founding partner of AIM Consulting Associates where he works with a diverse array of public and private sector organizations around Strategy and Leadership Development.

“armando Rodriguez, Ph.D.
chair
department of economics

Robert Albright, Ph.D.
department of management

LEARN LEADERSHIP FROM LEADERS

FACULTY PROFILE

Robert Albright, Ph.D.
Chair
Management Department
FACULTY PROFILE

Summer Johnson McGee, Ph.D.
ASSOCIATE PROFESSOR OF MANAGEMENT
PROGRAM DIRECTOR
MS IN HEALTHCARE ADMINISTRATION

“I teach Business Ethics and Corporate Social Responsibility in the University’s EMBA program, and I believe that ethics should infuse everything that people do in business from strategy to marketing to human resources. I encourage EMBA students to see the many ways in which business ethics is more than a tool or a requirement, but, rather, is a real orientation to thinking about how to do business in our society. In class, we use real-world cases, films, and current events to illustrate how ethical issues in business occur every single day and require business leaders to have the knowledge and skills to deal with them.

“Great leaders walk the walk and talk the talk. Great leaders understand the mission and vision of their organization and work to embody that every day. Great leaders have values that inform every decision they make. This is the core of business ethics. Teaching students how to identify and articulate those values, both personal and professional, and make them work for the organization and for their own professional development is my goal.

“I am always mindful that my EMBA students could just as easily be my peers as my students. I approach every student and each relationship as though we are colleagues. There is mutual respect that is front and center. The relationships that I have built with students in the EMBA program have been intense and long-lasting. Spending 16 hours in a weekend with students over two days, a deep bond is formed that lasts long after the class or the program ends. Students I have taught in the EMBA program are now on my advisory boards, provide internships for students in other programs, and create long-term value for both the University and for themselves.”

Dr. McGee was a recipient of both Fulbright and Javits fellowships, was awarded the American College of Healthcare Executives Regents Award for Distinguished Faculty, and was recognized for her service and commitment to quality healthcare management education.

The EMBA program has a faculty that truly cares about the students during and after the program ends. The faculty are passionate about their subjects and are excited to share their expertise with an advanced group of students ready to take the next step in their careers.”

“BECOME A CHANGE AGENT

UNIVERSITY OF NEW HAVEN

14/15
EXPLORING, DISCOVERING, AND GROWING—IN THE PERFECT ENVIRONMENT

A tree-tunneled drive, off a pastoral stretch of the Wilbur Cross Parkway, the University of New Haven’s Bergami and Pompea Graduate Business Campus in Orange, Connecticut, is the perfect place to try out new ways of looking at the world and yourself.

With its tranquil beauty, this distraction-free setting allows you to unwind from the week past—and also get energized to apply what you’ve learned to the week coming up.

Enjoy meals with your cohort in the catered dining room and solve problems by the lake—all while gaining valuable new skills and perspectives and building new relationships with faculty and your peers.

Even the campus is a testament to the power of our EMBA degree: its purchase by the University was made possible in large part by the generosity of two prominent alumni, Samuel S. Bergami, Jr., ’85 EMBA, and Charles E. Pompea, ’71, ’90 EMBA.
JOIN YOUR FELLOW LEADERS

“Being part of the University’s EMBA program has afforded me the valuable opportunity to reflect on myself as a leader, my career goals, and the journey I wanted to take.”

My classmates, teachers—and even the campus—provide me a different and more open perspective on how to work, collaborate, and lead in a dynamic group environment. I’m becoming more confident in myself as a problem-solver, and I’m gaining a stronger foundation upon which to build leadership and executive skills.”

STUDENT PROFILE
Sylvie Harton ’18
VICE PRESIDENT
GLOBAL PARTNERS AND BUSINESS DEVELOPMENT, GLOBAL CORPORATE SOLUTIONS, NASDAQ

“The best part of the Executive MBA experience so far has been the opportunity to engage with the other students and faculty, to learn from their experiences, and to reassess my own approach to various challenges.”

The content is engaging, the instructors are interesting and committed, and the other students offer a wide variety of perspectives.”

STUDENT PROFILE
Susanna Mellen ’18
VICE PRESIDENT OF ENGINEERING, BLR AEROSPACE

“This experience has renewed my enthusiasm to take on new challenges, learn new things, and find new ways to contribute to the wider world.”
When you enter the EMBA program at the University of New Haven, you’re doing more than enrolling in courses that yield a valuable degree: you’re immediately part of a close-knit network that will always be there for you as you continue your professional journey.

At its core are your fellow classmates, your cohort. United in a shared desire to learn and advance, but different in experience, skills, and backgrounds, you’ll share ideas, struggles, and celebrations. Many of these new relationships last for decades—both within and outside of work.

In addition to the network you’ll create, the University’s EMBA program gives you access to the largest Executive MBA alumni body in the state. You’re likely to meet many of them, as they are often guest experts on campus. These graduates, spread across industries and organizations, are a source for internships, referrals, and, of course, employment.

And if you need help in making connections, our Career Development Center is there to help.

A NETWORK FOR LIFE

The University of New Haven gave me what I needed to accelerate my career: the ability to move from transaction to strategy.”

“The majority of folks doing this program are working and have families and other obligations, but they need the MBA as a stepping stone to the next level. The University of New Haven Executive MBA helped me to go beyond just being the director of a department running a P&L to thinking at a much higher, strategic level, as an executive at the board level who is making critical decisions. It’s moving from “How do I make my lab more efficient?” to “How do I reposition my lab to make the system more efficient?”

“The program was accessible, affordable, convenient, and taught by professors who had impressive work experience. Plus, I learned as much from my colleagues as the teachers. We were using our real work as case studies; my classmates were talking about products and projects they were actually working on.

“I’m grateful for the role the University played in my career trajectory. The University of New Haven Executive MBA program was the launching pad for where I am today.”

Jody White is President of Lowell General Hospital and is responsible for the overall vision and leadership of the hospital’s management, as well as the hospital’s parent company, Circle Health.

He began his career in healthcare as a paramedic, later earning his undergraduate degree at night at the University of Bridgeport. He started the University of New Haven’s Executive MBA program while working at Middlesex Hospital in Middletown, Connecticut as Administrative Director of Emergency Services.

Within six months of completing his MBA degree, White was named Vice President of Administration. After 22 years at Middlesex, White moved to Lowell General Hospital in the position of Executive Vice President and Chief Operating Officer, where he was responsible for overseeing the daily operations of the hospital. He has since expanded his role two more times: becoming President of Lowell General Hospital in 2013 and, recently, assuming CEO duties for Circle Health.
The average age of our Executive MBA students is **39**, with an age range of 25 to 59 years.

Students have been **working** in their careers for an average of **15.2 years**.

On average, students have **8.5 years of management experience**.

Two-thirds of students have earned undergraduate **degrees in non-business disciplines**.

Approximately **15 percent have advanced degrees**.

**33 percent are female**.

**32 percent are minority group members**.

**CLASS PROFILE: YOU’LL FIT RIGHT IN**

As an engineer, I was used to looking at problems logically and analytically, and coming to a conclusion/decision solely based on one aspect— which was OK when you are working alone and on one problem at a time. When you are leading a team or a department and /or need to make a business decision, you need to look at the opportunities or problems more holistically.

*The EMBA program gave me the knowledge, and taught me to use the necessary tools, to approach and analyze problems from many different perspectives—and make better informed, more sustainable decisions.*

**ALUMNI PROFILE**

Jay Krishnamoorthy ’06
DIRECTOR OF QUALITY & ACE, UNITED TECHNOLOGIES CORPORATION

*The EMBA program changed the way I see, hear, and act on a daily basis—and proved to me how true is the ancient saying “The only thing that is constant is change.”*
TRANSFORM YOUR THINKING, YOUR CAREER—
AND YOURSELF

Through the University of New Haven Executive MBA program, you’ll earn a valuable degree. But you’ll also build enduring relationships with your peers and faculty and—

- Gain the skills and experience to move from being a top-notch manager to a respected leader;
- Learn to think more holistically—and to promote growth, creativity, and innovation within your organization;
- Round out your skills and knowledge—in strategy, operations, organizations, marketing, or finance;
- Increase your understanding of how to manage your company within a competitive global marketplace;
- Learn to lead in a moral and ethical manner, while still pursuing financial success;
- Advance your knowledge of technology and how it can be leveraged to propel your organization;
- Join a solid and enduring network of alumni that will prove invaluable now and in the years to come;
- Gain the confidence—and communication and collaboration skills and experience—to succeed.

READY TO TAKE THE NEXT STEP?

Thank you for considering the University of New Haven as your career-advancement partner. To learn more about how our EMBA program fits with your needs and goals, please schedule a consultation with a University representative:

1-877-TOP-EMBA
EMBA@NEWHAVEN.EDU

To learn about different ways to finance your degree, please visit:

www.newhaven.edu/EMBAfinancing