REACH NEW HEIGHTS

Zicklin School of Business
Executive MBA
The Zicklin School of Business is proud to prepare business leaders and high-potential professionals for new career heights through its world-class Executive MBA program.

At the Zicklin School of Business we understand the transformative power of knowledge and the crucial role education plays in shaping the future. The Zicklin School has long been recognized for delivering superior executive level education and experiences that give the students the foundation they need to achieve their current goals and to attain new ones.

Located in the heart of New York City, the Zicklin School of Business offers an unmatched combination of quality, affordability, and convenience with a stellar reputation in urban-based business education. Zicklin’s EMBA program does far more than help you to manage your current business and career: It gives you the tools to manage people and to embrace innovation. It helps you understand and navigate the environmental, social, and ethical challenges facing organizations today, and teaches you how to think strategically about making sustainability an essential part of your business outlook. It gives you a new, broader perspective on yourself and on the world.

“When fortune do favor the bold and you’ll never know what you’re capable of if you don’t try.”
— Sheryl Sandberg
CEO, Facebook
“Relevant, remarkable, and rewarding is how I sum up my experience with Zicklin’s Executive MBA program. Obtaining my degree has enabled me to surpass my goals of augmenting my work experience/knowledge/skills, expanding my professional network, and advancing my career.

The executive format, taught by professors with extensive scholarly and professional experience, provided not only academic knowledge in areas such as globalization, finance, leadership, and ethics, but also the opportunity to take concepts and lessons learned in the classroom on Saturday and apply them at work on Monday. Being able to complete the program in only 22 months while maintaining my work responsibilities made the program a practical and feasible option.

Exponentially enriching my overall experience was the amazing group of diverse professionals that comprised my cohort, each bringing a unique perspective to our classroom. The relationships I formed with classmates will remain with me for a lifetime.”

—Juan Pazmino ’12
The Zicklin Executive MBA is a 22-month program structured to meet the needs of high-potential professionals and business leaders who are ready to take their organizations and their personal careers to the next level.

There is no better value in EMBA programs in the New York City area, and our cohorts of experienced professionals, highly ranked faculty, and cutting-edge curriculum reflect that. Our program is designed to allow you to come to Baruch to focus on learning while continuing to work full time and manage your demanding career.

You’ll begin your EMBA program experience with Boot Camp, a 3-week series of refresher modules in finance, statistics, and accounting to ease you back into the classroom and help you brush up on basic quantitative skills. A residential orientation weekend includes team-building activities to help you get to know your cohort, as well as sessions on time and stress management, academic integrity, and career management. The EMBA program runs on a trimester basis, from September through June. Classes are held on Saturdays, from 8:30 am to 5:30 pm, with an occasional Friday class session.

The EMBA program is a full 57-credit MBA program, with all students on the general business administration track. The Academic Director carefully designs the curriculum with experienced professionals in mind, and only the most highly rated faculty at Baruch College are invited to teach in the EMBA program.

A highlight of the EMBA program curriculum is the international study tour, which usually takes place in year 2 of the program. You will travel with a faculty member to two different non-US locations for 8-10 days and meet with companies and organizations in each location. Program graduates consistently report the trip to be an illuminating experience that enhances their international business perspective and understanding of the impacts of the rapidly globalizing world and business environment.

Is this program for you?
We look for candidates that have at least 5 years of professional or managerial experience and hold a bachelor’s degree or foreign equivalent. Candidates must understand the rigors of executive education and be motivated to excel in this program while maintaining their careers and personal lives. Here is a snapshot of our most recent graduating Executive MBA students:

Class of 2015
Age range 27-56
Average age 35
Male 54%
Female 46%
Years of full-time work experience 12.25
“Although I had already earned a master’s degree in public health, I wanted to acquire skills that would provide more career flexibility and increase my options. Baruch’s reputation for excellence in business education was a major factor in my decision to pursue my degree at the Zicklin School, whose intense, rigorous EMBA program offered a cost-effective education capable of preparing me to compete on an even platform with other MBA professionals in my field.

Without my EMBA, I would not have had the confidence to pursue the exciting career opportunities that I have been offered. The team-based aspects of the curriculum significantly impacted my development as a manager, and friendships forged with some of my classmates will last a lifetime. The international business exposure I gained through the program prepared me to conduct business transactions in China. I would have never been considered for that opportunity without the knowledge of the market that Zicklin’s program provided.”

—Ghislaine Georges ’11
“Given today’s competitive and dynamic job market, I recognized the importance of staying relevant in my field. This motivated me to obtain an MBA through Zicklin’s Executive MBA program, which has proven to be a life-changing experience and a tremendous investment in my future.

I found the EMBA program’s core curriculum to be challenging and relevant for today’s business environment. This program is designed so that classes build off of one another, facilitating the integration and application of learning across various subject matters. By the end you’ll have developed the tools needed for competently running a business. In the day-to-day performance of my managerial and financial reporting duties, I’m constantly surprised at how many “Golden Nuggets” have been added to my repertoire from what I learned in the EMBA.

Well worth the effort, my Zicklin EMBA has equipped me with the necessary skill-set to perform at the high level necessary to succeed in my profession.”

“Zicklin’s Executive MBA program has proven to be a life-changing experience and a tremendous investment in my future.”

—Charlotte Bowman ’15
Zicklin’s EMBA curriculum integrates core business skills and leading-edge concepts and practices to give you the tools and knowledge to navigate today’s and tomorrow’s business environment.

**Business basics**
You’ll be able to update your skills, master business fundamentals such as quantitative tools, finance, and economics, and develop functional knowledge in the core disciplines of marketing, finance, accounting, information systems, and management.

**Leadership**
We prepare you for the challenges of leadership with classes on strategy, communication, negotiation, persuasion, and innovation—the essential skill set every great leader must have. You’ll learn about effective, strategic leadership under different organizational conditions, gain insights into your own leadership style, and participate in challenging group exercises that help you develop confidence as a leader.

**Ethics**
Drawing on expertise from The Robert Zicklin Center for Corporate Integrity at Baruch College and our EMBA faculty, we explore topical issues confronting US and global corporations and capital markets, such as transparency in corporate reporting and legal and ethical corporate behavior, to help you develop ways of thinking through ethical dilemmas in an increasingly complex world.

**Sustainability**
Understanding the environmental and social challenges that contribute to the complexity of the corporate environment is of growing importance in today’s globalized business world. You’ll learn from professors and guest speakers who discuss how sustainability creates value for businesses, why some companies are making sustainability a core part of their business strategy, and how sustainability is relevant for supply chain managements, financial reporting, strategic leadership, and ethical behavior.

**Globalization**
Zicklin’s EMBA program will prepare you to lead effectively across cultures by exposing you to differences in perspectives, institutions, and practices around the world. You’ll also learn how to evaluate foreign markets and assess political and economic risks, as well as develop an understanding of the challenges and opportunities of managing dispersed organizations operating outside of the US.

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**Instant ROI:**
Apply what you learn in Saturday’s class to your career on Monday.
Cynthia Thompson, PhD
Professor of Management &
Academic Director
Executive MBA Program

“The world needs business leaders who understand not just the basics of business but the urgent need to rethink the way we do business. Zicklin’s Executive MBA program is designed to challenge business leaders to see beyond “business as usual” and dare to lead, dare to do the right thing as they create value—not just for their organizations, but for society and the world at large.

Zicklin’s Executive program attracts smart, driven people who know how to create their own success. Students enroll in our program because they recognize that they need something more to position themselves for the next level in their professional development—whether it’s a better grasp of the language of business, the latest thinking on strategy or sustainability or data analytics, or enhanced leadership skills.

Regardless of their motivation, they all have one thing in common: by the end of the program they are transformed. They’ve learned to think differently at work, solve problems more holistically, and speak and lead more confidently. I see the transformation, and even more important, they see it and feel it—and act on it.”
The EMBA program employs a combination of distinguished professors from the Zicklin School of Business and practitioners and executives in the New York area to yield a unique synthesis of academic and practical business expertise. Members of the Zicklin School of Business faculty include:

**Partial list of course offerings:**

- Entrepreneurial Strategy
- Financial Decision Making
- Human Capital and the Triple Bottom Line
- Innovation & Creativity
- International Business Fundamentals
- Leadership Development
- Legal Environment of Business
- Management: A Behavioral Approach
- Mergers & Acquisitions
- Negotiation Strategy

**Kapil Bawa**
PhD, Marketing  
*Columbia University*

**Will Millhiser**
PhD, Operations Research  
*Case Western Reserve University*

**Raquel Benbunan-Fich**
PhD, Management  
*Information Systems*  
*Rutgers University*

**Lilac Nachum**
PhD, International Business & Management  
*Copenhagen Business School*

**Andreas Grein**
PhD, Marketing & International Business  
*New York University*

**Sankar Sen**
PhD, Business Administration  
*University of Pennsylvania*

**Debbie Kaminer**
JD  
*Columbia University*

**Jay Dahya**
PhD, Finance  
*University of Dundee*

**Mary Kern**
PhD, Management & Organizations  
*Northwestern University*

**Cynthia Thompson**
PhD, Industrial – Organizational Psychology  
*University of Tennessee*

**Myung-Soo Lee**
PhD, Marketing  
*SUNY at Buffalo*

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- Legal Environment of Business
- Management: A Behavioral Approach
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—Cynthia Thompson
“Having transitioned from the restaurant industry into banking, I was seeking to develop the knowledge and abilities necessary to thrive in the commercial and institutional side of that sector, where an ability to accurately identify, articulate, and mitigate risk is at the heart of being a successful banker. Zicklin’s rigorous Executive MBA program not only provided me with the skills and education I desired but helped mold me into an efficient and effective manager.

I was drawn to the Zicklin School by its excellent reputation in the New York market, as well as the structure of its EMBA program. What I liked most was being able to move through the program with the same students from beginning to end. The relationships I formed during my time at Zicklin are among my most cherished friendships and also comprise the basis of my most formidable professional asset: a network of diverse individuals, with expertise ranging across many industries and disciplines, to whom I continue to turn for advice and mentorship.”

“The relationships I formed at Zicklin comprise the basis of my most formidable professional asset: a network of diverse individuals, with expertise ranging across many industries and disciplines.”

—Peter Izzo ’08
Having spent my entire professional career in healthcare—an industry with a challenging regulatory landscape—I wanted a general MBA program where I could broaden my knowledge base and learn from colleagues/classmates and professors alike. I was eager to hear how things are done in other industries and learn approaches that might translate to healthcare. The Zicklin School’s Executive MBA program, with its cohort structure and comprehensive curriculum, delivered on meeting these objectives even beyond my expectations.

From the very first session, I was able to put into practice on Monday what I learned in class on Saturday. I was exposed to a wide spectrum of business concepts and gained tools and language that improved my negotiation and communication skills. My learning about evidence-based management led to its implementation in my workplace, with positive impact on decision making and staff assessment.

Thanks to Zicklin’s exceptional EMBA program, I am a better, more confident executive and, more importantly, a better leader.”

—Leo Bodden ’15
A world of opportunities

We’re invested in your success
As part of the Zicklin alumni family, you’ll have access to Zicklin’s Graduate Career Management Center (GCMC). The GCMC offers a suite of services to assist graduate students and alumni in building career skills through personal branding, mock interviewing, effective communication, and successful networking techniques.

Our special events expand your horizons
Conferences and events organized and hosted at the Zicklin School draw hundreds of attendees to hear high-profile speakers such as former United Nations Secretary General Kofi Annan and William C. Dudley, president of the Federal Reserve Bank of New York, speakers who shape the conversation on today’s business and financial issues.

Our alumni network spans the world
As part of the Zicklin Executive MBA program, you’ll have access to Baruch College’s robust network of over 130,000 Baruch College alumni worldwide. You can apply to the Executives on Campus program to receive mentoring support from business leaders with diverse industry expertise. You also can attend Job$mart programs where alumni and other professionals share their perspectives on how to make it in business today. Upon graduation, the Office of Alumni Relations offers numerous occasions for you to reconnect with classmates and network with other alumni across disciplines and around the world.